

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 9.

GRAND RAPIDS, OCTOBER 14, 1891.

NO. 421

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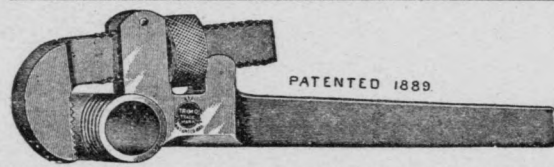
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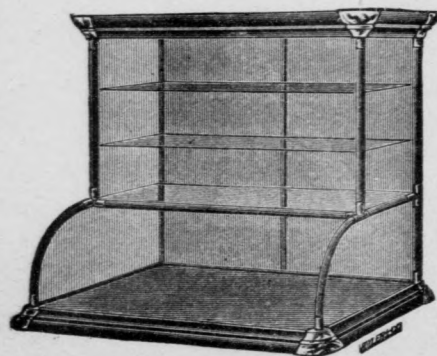
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MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, OCTOBER 14, 1891.

NO. 421

ESTABLISHED 1841.

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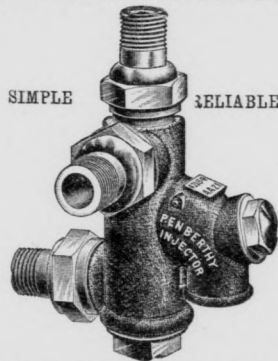
We invite correspondence or personal interview with a view to business relations.

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Large bbls..... 6 Half bbls..... 6 1/2
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2 lb. cans, (usual weight)..... \$1.50 per doz.
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Will pay 40 cents each for Molasses half bbls.
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THE BROKEN BRIDGE.

In 1875, the westward tide of emigration carried me as far toward the setting sun as the foothills of the Rocky Mountains, and then, after a varied experience in the woods and mining camps of that region, I drifted into the great logging country of the Northwest. The wild, exciting adventures on the pathless prairie, the rough, eager, half-expectant work in the gold mines, the dangerous experiences with the Indians and the shifting from place to place to encounter death in a hundred forms had engendered in me a restless spirit, which looked upon change and excitement as essential features of happiness. Innumerable hardships could not quell the feeling of freedom and independence which made me spurn with contempt any permanent occupation in one locality. Nothing short of a fortune could have induced me to be content with one kind of life for any great length of time, and, failing in this, I doggedly, but happily, pursued the ever-varying life of the adventurous fortune-seeker.

Rumors of various kind concerning mines of wealth were influential in directing my steps northward. I accepted this direction of fate on the principle that it was the line of least resistance, and I shortly found myself traveling through unexplored regions of mountains, woods and prairies. But I soon regretted my change of location, for even my hard, rugged, muscular strength was insufficient to defy the cold of a severe winter in that desolate region when separated from all civilization by miles of rough, barren country. My foolhardiness became so apparent to me, that for once in my life I was willing to exchange my wild, bleak surrounding for a quiet home, with its eventless routine of work. It was in the middle of winter, and the severity of the weather seemed sufficient to freeze the barren pines and oaks down to the farthest reach of their tap-roots.

I had been wandering about for days, eagerly seeking for some sign of a village or habitation, but the varied monotony of jagged rocks, fantastically shaped mountain peaks limned against the distant sky, and leagues of forest of spruce and pine shut me in on every side, and defied all my efforts to peer beyond the limits of my gigantic prison. A gathering snow-storm made me tremble with fear, and I hurried on, aimlessly and blindly. The rapid fall of the mercury increased my apprehensions, and I shivered partly from the cold and partly from the thought of an approaching blizzard. I was not in a condition to weather a rough storm, and the falling snow made me so anxious about my fate, that I searched around for some place of shelter among the rocks.

The topography of the country was unfamiliar to me, and I might have been within a mile of a large city and yet not have known aught of it. It was not such a surprise to me, then, when I accidentally stumbled over the snow-covered track of a railroad, which would like a huge serpent through the woods and moun-

tains. I hailed the track as my deliverer, and with renewed energy I walked rapidly over the road-bed with the confident feeling that I would soon discover a station. In half an hour I found myself on the brink of a dizzy precipice. A huge chasm was spanned by a weak suspension bridge, which, with the additional weight of the snow and heavy blasts of wind, was trembling and creaking in its dismal loneliness, as if ready to part at any moment. I started to crawl across it, but before I reached the middle of the bridge I gave a shriek of horror. Two of the heavy cables had parted, and the whole structure was supported by the other two, which threatened to yield to the additional strain. Trembling with fear and nervousness, I hurried back to a place of safety.

The blizzard was now filling the air with snow and ice, and making it difficult to follow the road-bed. Several times I lost the track and found myself wandering far from the trail. The intense cold paralyzed my limbs, and queer sensations darted through my head and body. I realized that I was gradually succumbing to the intense cold, and when I saw a flash of light regularly appearing and disappearing before my eyes, I uttered a prayer for help. The light was a sure indication that my mind was wandering, and I watched it with a peculiar sort of fascination. It grew larger and more brilliant, and I stopped to gaze at it. One moment the showers of snow clouded it from my view; then it stood out clear and bright. A deep rumbling noise sounded above the shriek of the storm, and then I realized for the first time that the light was a real one, and that it came from an approaching engine.

"Horror!" I gasped, partly from the fear of being run over, and partly from the terrible thought that the train was rushing on to a horrible fate.

It was the unerring prompting of instinct which made me tear off my under-jacket in an instant, strike a match, and hold the flaming torch over my head. It gave one wild flare, and then the snow extinguished the flame. The next moment, I felt myself picked up and hurled twenty feet into the air along with a cloud of snow.

I remained quiet for a moment, blinded and dumfounded. As my wits returned to me, I concluded that the heavy snow-plow of the engine had landed me in my soft bed. The desire to remain there and go to sleep stole over my senses, and I had difficulty in combating the feeling. When I finally struggled to my feet and wiped the snow out of my eyes and ears, I saw a long line of lights a short distance away. I knew that my effort had not been in vain. I had saved the train from destruction.

That terrible night of the blizzard near the bridge cured me for a time of my restless desire to roam about the country. As a reward for my work in saving the train, I was appointed station agent at Aubrey. The superintendent and his daughter Eva happened to be on the train

that dark night, and I was requested to name my reward. I looked at the man, and then at Eva's beautiful, soul-pitying, admiring eyes. My request was modest. I asked to be appointed agent at Aubrey, where the superintendent lived, until I got tired of the position.

"Why, man, you're too modest!" exclaimed the kind-hearted superintendent. "Ask for something more worthy of the act. Is it money—or what?"

"No," I replied. "I don't ask for money. Give me the request I make now, and at the end of a year I may ask for something more. For the present I am satisfied."

"Ah! Ha! I see; you want a promotion, then. You want to begin at the bottom of the ladder, and work up, eh? Well, you'll have a chance. I agree to the contract."

My newly made friend slapped me quietly on the shoulder, and I smiled approvingly, but made no comment.

I had no doubt of my ability to work up in the railroad company's services if I could cure myself of my restless habits. I had a fair knowledge of telegraphy, a good business head, and many other desirable qualities, but, above all, the friendship of Superintendent Auburn, whose money and influence made him a power in that region. During the first few months of my quiet life at the station house I felt no desire to return to my former eventful existence, and I took up the monotonous routine of work daily with a self-satisfied spirit. I knew not in my own mind whether the peril of that dark night was the cause of my change of spirits, or whether it was the unconscious desire to be near Eva Auburn, whose clear, beautiful eyes had decided me in my choice.

As agent at Aubrey I saw her but little, however, as my duties kept me at the depot night and day. Occasionally she would drive down to meet her father, or to send some message to a friend. During these brief interviews I was enabled to study her carefully, and to fan into flame a passion that had been awakened from its latent condition on the first night of our meeting. She was like a wild prairie flower, lost among the great mountain peaks of a wild country, and I pictured her in the quiet drawing-room of some Eastern city, resplendent with jewels and lace. Her delicate complexion, willowy form, clear, regular features, and large innocent eyes were all designed by nature for captivating and entrancing the human heart. She came before me like a vision of beauty, and by a subtle, uncontrollable influence bound me to her. I was looked upon as a hero for my work at the bridge, and no words of protestation on my part could convince my new friends that the brave act was unpremeditated and done under the inspiration of the moment without a proper realization of the danger imminent. I modestly, but vainly, disclaimed all credit of having performed any act worthy of being called heroic.

The delicious sensation of being regarded as a hero by all of your townspeople, is not at all repugnant, however, and I soon ceased to attempt to correct wrong impressions in this respect. My roving life had taught me the philosophy of adapting myself to my environments, and I graciously yielded a point in my friends' favor. I looked complacently upon myself as a hero by circumstance. Superintendent Auburn was one of the

most enthusiastic of story-tellers, and he took special delight in relating the story of the train that was saved from destruction through my instrumentality.

In this way I became greatly interested in the bridge, and, since my first impressions of it were so horrible, I could not gaze upon it in broad daylight without experiencing a mingled feeling of fear and fascination. Gradually I became impressed with the belief that the bridge was designed to play a still more important part in my life, and I never passed it without stopping to gaze long and earnestly at the frail structure. My efforts to dismiss such thoughts from my mind as relics of superstition were of no avail, and the belief became painfully oppressive. In my dreams I frequently saw visions of the bridge, and once I saw myself struggling across its stranded cables ready to plunge into the yawning abyss below. Just as a hand was stretched out to save me I awoke with a violent start, but not until I recognized the white hand of Eva.

Shortly after this strange dream a large sum of the railroad company's money was left in my possession through Superintendent Auburn, who had more confidence in my power of protecting it than he had in his own.

"I don't like to keep it in my house over night," he explained nervously. "I'm getting old and a little timid, you know, and such things worry me. You don't mind keeping it in the office and watching it carefully until the express comes in to-morrow, do you? I'll ship it on to headquarters then."

I disliked the idea of having such a treasure left in my possession even for one night, but I could do nothing more than to express my willingness to be responsible for the money. Eva Auburn was present at the interview, and noting my hesitation, she said:

"But, papa, suppose robbers should come here to look for it. It would be dangerous for Mr. Joyson to meet them alone."

"Robbers! Who said anything about robbers?" her father asked with a little nervous laugh. "There is no danger, for nobody knows that the money is here; and besides"—waving his hand toward me—"Mr. Joyson is brave and strong enough to protect it. You forget, Eva, what he did for us once."

I smiled approvingly at this convincing argument, but Eva was still unsatisfied.

"No, papa, I don't forget that act; but isn't that all the more reason why we shouldn't put danger in his way?"

The superintendent looked perplexed, and he turned an inquiring gaze toward me to help him out of his difficulty.

"There is no danger in keeping the money here," I answered quickly; "no one would ever think of looking for it here; and, besides, I'm ready to meet any one that comes to rob us of it. It will be safe in my possession."

My voice was convincing, and though Eva's troubled expression was not removed from her eyes and face, the matter was definitely decided. I kept the money, while the superintendent and his fair daughter drove back home.

It was a cold, stormy afternoon, and the rain fell in torrents. Nobody entered the depot after twelve o'clock, and I passed the dreary hours in alternately working, reading and watching the storm outside. As night approached, the storm

increased rather than abated, and I prepared myself for a long, dreary evening.

I relieved the monotony of the night by communicating with my fellow-telegrapher at the other station; but this, also, became monotonous, and I closed the instrument. I gave little thought to the money and only occasionally glanced toward the package. After the first dread of keeping such a treasure in my possession had passed away I laughed at my groundless fear and banished all further thoughts of anxiety about it from my mind.

The howling of the wind outside soon lost all interest to me. I set the signal lantern in its place, closed the heavy outside shutters and prepared myself for a comfortable sleep. Early in the evening there had been some reports of bad wash-outs along the line, but they were all so far away that I did not give them much thought. I did not lie down, but made myself comfortable in my chair.

I had not been in this position long before the instrument began to tick violently. Somebody was trying to send a message over the wires, and I listened intently to catch the words. It ticked out slowly but surely these words:

"Do not leave your office to-night. Danger awaits you outside." EVA AUBURN.

I remained quiet a full minute trying to comprehend the meaning of this mysterious message. There was no line of wire connected with the superintendent's house, and I could not understand how Eva could reach me with such a message. I remained stupefied for some time, trying to think and solve the mystery. Then suddenly the instrument began to tick and rattle again, this time more loudly than before. I jumped to my feet to respond, and the start awakening me. I found that I had been dreaming.

I rubbed my eyes and recalled the words of the telegram very vividly.

"Strange—very strange," I muttered, looking around the room to see if everything was all right.

The instrument was now ticking violently, and this time there could be no doubt about its genuineness. I stepped up to it, half expecting to hear my dream-message repeated. The wires did not seem to work well at first, but after a little impatient manipulation I succeeded in transcribing this message:

"Bridge No. 10 has given away. For God's sake signal midnight express. Answer. A. F. T."

I leaped back with the cold sweat standing in beads upon my forehead, and rushed for the door. The midnight train was due in three minutes and as she never stopped at Aubrey she would rush past in a moment and plunge into the fearful abyss. I reached the door, and the thought of my dream message from Eva made me hesitate.

"Do not leave your office to-night. Danger awaits you outside," I muttered. I stood irresolute for a moment and then whispered aloud:

"Superstition!"

But the dream was not entirely devoid of effect. I seized my heavy revolver from the desk, and then picking up my oil-cloth coat I rushed out to signal the train.

I hurried blindly along the track to the signal tower, and set the danger-light in an instant. It was at this moment that Eva's warning message and the thought of the unprotected money left in my possession occurred to me again with such force that I had a dread fore-

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At a price to close,
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FOURTH NATIONAL BANK

Grand Rapids, Mich.

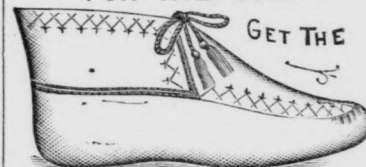
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boding of some mistake. I ran rapidly back to the office and peered into the window. My blood boiled with indignation as I saw a masked man lift the valuable package from the floor and make an effort to reach the door. The whole ruse flashed over my mind instantly. While one of the burglars called me out of the office by a telegram from the next station, his partner entered the office and secured the money.

I was armed with my revolver, but in my anger I dropped this weapon and threw myself bodily on the burglar. He was no match for me in strength, and I soon overpowered him. I had just succeeded in binding him when the midnight express rumbled in at the depot and came to a standstill.

"What's up?" inquired the conductor, who hurried into the office to learn the meaning of the danger signal.

As soon as I could get my breath again I explained everything as intelligible as possible, leaving out the part referring to my dream-message.

"Well, you've got your man, and he's a tough-looking one, too," he said. "The bridge is all right, then?"

"Yes—that is, I suppose so," I replied; "but it has been a fearful storm, and it might be injured. It's a weak affair, anyway."

"Yes; I'll send a man ahead and let him examine it."

A couple of trainmen started off on this errand, and in half an hour they returned with the news that the bridge was too weak to hold a single car, and that before morning it would probably be down. I had, by a conjunction of circumstances, saved the second train from plunging over the precipice.

When Superintendent Auburn came down the next morning to get the money, he was astonished to see the midnight express waiting there; but when he listened to the strange tale of my adventure he could hardly believe his senses. He took my hands and pressed them silently.

Eva looked at me with her large eyes as I modestly told my story, and when I finished, she added:

"I was thinking of you all last night, and could not sleep. I was afraid something would happen to you, and once I got up and looked toward the depot. I wondered if you were safe, and felt just like coming to you to tell you to lock the doors and not go out. Then I went to bed again and fell into a troubled sleep."

Up to this time I had told no one of my dream-message, but now I made a clean breast of everything to Eva and her father.

"Strange, very strange," ejaculated the superintendent. "It is almost incomprehensible. If we had only caught the thief at the other station, everything would be fine."

"Yes," I assented, "but we can't have everything."

"No, no, we can't," he exclaimed. "I'm satisfied. You have done us a great favor, Mr. Joyson, and you must be rewarded for it. You remember the promise I made to you some time ago? Well, I'm ready to redeem that now, and to add more to it. What shall it be? You shall have anything in my power to grant."

I was not so modest this time in my request, but as I put a conditional clause to it, he readily assented.

All uncertainties of this condition were removed when Eva Auburn consented to be my wife, for I had requested from her father her hand in marriage as a reward for my services, on condition that she loved me.

It may be of interest to add, that the first night I met Eva I had a vague idea that some day she would be my wife, and, possessed with this feeling, I had requested a year's time in which to name the full reward I expected for my services. Circumstances helped me, and the second averted disaster at the bridge, and my work in saving the train and money, emboldened me to make my daring request.

GEO. A. WALSH.

Bread From Sawdust.

The Department of Agriculture is engaged in a series of novel experiments which are of interest to every person in the country. These experiments are nothing less than the attempt to produce bread from ordinary sawdust.

Scientists are of the opinion that no good reason exists why this thing should not be entirely practicable. It is a well known fact, familiar to all, that starch is a substance extremely nutritious; in fact, it is nearly all nutriment. Well, starch and sawdust are the same thing. Sawdust, which is "cellulose," is of precisely the same chemical composition as starch. The two are expressed by the same chemical formula, C₆, H₁₀ O₅—that is, six part of carbon, ten parts of hydrogen and five parts of oxygen. These are the simple ingredients of either starch or sawdust. Scientific experimenters have been trying for a long time to find a way to transform the one into the other. If they should succeed, the discovery would be away ahead of the philosopher's stone in point of value. An inexhaustible source of food supply would at once be rendered available in the forest, the grass and even in straw and chaff.

Hitherto chemistry has occupied itself almost wholly in taking things apart, in order to find out what they are made of; but now science is directing its attention to putting elements together for the production of useful substances. Already it has succeeded in the artificial preparation of indigo, alizarin, uric acid and many other compounds. The aniline colors, obtained from coal tar and yet rivaling the most brilliant tints of the rainbow, are similarly produced. So complex are some of them that their names, which give full accounts of their composition, have to be regular seven-league words, one beautiful dye being known as "Hexamethylmethoxytriamidotriphenylearbinol." From coal in like manner are derived many valuable anti-fever medicines and soperifics.

The prospects of this new science of putting elements together seems infinite, and the era of bliss may yet dawn which has been prophesied by the illustrious naturalist, Frederick Cohn, who says that all struggles for existence among men arising from want of food will be done away with when chemistry shall have learned to make starch from carbonic acid and water. Plants grow by doing just that, and it may, therefore, be said that farmers have been engaged since time immemorial in this very chemical industry. It would scarcely be so surprising, then, if the farms of the country should be replaced at some time in the future by chemical laboratories.

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.

Elm Hall—E. W. David has opened a meat market.

Nashville—R. J. Wade has opened a new boot and shoe store.

Sterling—W. H. Tucker has sold his general stock to A. H. Curtis.

Camden—D. G. Smith has moved his general stock to Montgomery.

Vassar—J. M. Smith succeeds Smith & Sperry in the harness business.

Perry—Henry Wallace has purchased the furniture stock of A. F. Bott.

Rogers City—John Kaeding has removed his general stock to Detroit.

Charlotte—Beard Bros. have sold their bakery and restaurant to J. W. Bower.

Albion—J. C. Rousseau succeeds Rousseau & Aldorf in the harness and buggy business.

Saginaw—Long & Johnson are succeeded by Henry Weil in the grocery business.

St. Johns—L. H. Saunders has moved his dry goods and boot and shoe stock to Onondaga.

Middleton—Daily & Smith have opened a meat market at the former location of G. W. Brown.

Bay City—Bateman & Fox succeed Braddock, Bateman & Co. in the wholesale cigar business.

Mancelona—Rodenbaugh Bros. have shipped over \$1,000 worth of ginseng root so far this season.

Manton—J. C. Hill has bought the Curtis building and will occupy the same with his grocery stock.

Nashville—H. M. Lee announces his intention of closing out his clothing stock and retiring from business.

Cedar Springs—H. B. Wagar has sold his hardware stock to H. M. Holmes, who has clerked in the store for several years.

Coopersville—Garlick & Sessions have concluded to remove their furniture and undertaking stock to Alba in the near future.

Manton—Frank L. Roberts is erecting a warehouse, 30x60 feet in dimensions, with basement under all, for the storage of produce.

Marion—Frank McIntyre has purchased the building formerly owned by N. A. Vandecar, and will soon occupy the same with a grocery stock.

Mill Creek—H. D. Plumb is erecting a two-story store building, 24x60 feet in dimensions, which he expects to be able to occupy with his general stock in about two weeks.

Manton—A. Woodward, who was formerly engaged in the grocery business here, has decided to re-engage in the same business, in connection with his furniture business.

Elm Hall—H. B. Gibson, who is engaged in general trade here, contemplates removing to Edgewood, having partially arranged to purchase the stock of P. H. Sisson at that place.

Elk Rapids—J. W. Slater has purchased the furniture and undertaking stock of Dexter & Noble and will continue the business. Mr. Slater hails from Ludington, where he was formerly engaged in the hardware business.

Butternut—J. S. Dennis, whose general stock was destroyed by fire over a year ago, has received checks for the amount of the adjustment, \$2,925. The insurance companies demurred making payment, alleging incendiarism, whereupon

Dennis brought suit to recover in the Montcalm County Circuit Court. The case was to come on trial last week, but the action of the companies is an acknowledgement that they did not possess sufficient proof to substantiate their position.

MANUFACTURING MATTERS.

Midland—John Larkia is putting in 5,000,000 feet at Holton and at Coleman. The logs will be manufactured here.

Bay City—Green & Braman have ordered the machinery, and will put a gang into their mill as soon as sawing for the season closes.

Mt. Pleasant—The Mt. Pleasant Lumber Co. has let the contract to C. W. Bark to cut and skid 150,000 feet of oak logs near Sherman City.

Sturgis—Wait & Wetmore's new furniture factory blew its whistle for the first time last Thursday. The factory is a model of its kind and an ornament to the city. It will employ 100 hands.

Saginaw—Rust Bros. & Co. will put 15,000,000 feet into the Rifle River, and are also lumbering in Clare county. They estimate that about 25,000,000 feet of logs will be put into the Rifle the coming winter.

Harrison—Lyman Williams will remove his shingle mill from Cranberry Lake, Clare county, to this place. He has taken the contract to cut all the shingle timber on a 35,000,000 tract of timber owned by Wilson, Stone & Wilson, to which a logging road is now being constructed by the Flint & Pere Marquette Railroad.

Midland—William Patrick has erected a shingle mill here, to replace the one burned. The new mill has been in operation about a week. Many people clearing up land in Midland and other counties north, cut shingle bolts from pine trees that are standing or fell into wet places, where the worms have not worked, and haul them to the mills. An old lumberman says it is astonishing what a quantity of bolts is thus marketed.

Ironwood—The Range Lumber Co., which has been running retail yards at Bessemer and at this place, has decided to go into the manufacturing of lumber, and now has men at work on a site here, where it will put in a small sawmill, planing mill and sash and door factory. The machinery has been ordered, and work will be pushed, it being the intention to have the plant in running order as soon as possible.

Alpena—Fletcher & Sons have established a camp on Hunt creek, where 4,000,000 feet will be put in. The Morse Manufacturing Co., it is expected, will bank logs on Kennedy creek with two camps, the company having 16,000,000 feet standing on that stream. It is estimated that there is 200,000,000 feet of hemlock tributary to Alpena mills, hence there is no immediate apprehension of a hemlock famine.

Saginaw—The West Side Lumber Co.'s sawmill has been sold to Henry Passolt, and will be converted into a soap factory. It is a good mill and occupies one of the best sites on the river, but the principal owners, J. H. Pearson & Son, have no standing timber tributary to the mill, and E. H. Pearson, who is the resident owner, has invested heavily in Minnesota pine and does not care to bother with the mill here.

Manistee—White & Friant have about cleaned up their timber at this point, and unless they can buy some stumpage on the river, at prices which they can afford to pay, they will be out of business at this point after next year. When they bought their sawmill here they only had a group of 50,000,000 feet to saw, but preferred to buy the plant, which they got very cheap, so that they could have their stock manufactured by their own men, and in such manner as best suited them.

Gripsack Brigade

Frank R. Miles won \$165 on Allerton in the great stallion race.

M. J. Rogan, traveling representative for Walter Buhl & Co., Detroit, was in town a couple of days last week.

Cornelius J. VanHalteren, formerly city salesman for A. S. Davis, has engaged to cover the city trade for J. L. Strelitsky.

Ed. O. Wood, traveling representative in this State for Hackett, Carhart & Co., New York, has purchased a half interest in D. A. Sanders' patent hat case and confidently expects to die a millionaire.

J. A. Gonzales has resigned his position with the Monypenny-Hammond Cigar Co., of Columbus, Ohio, and accepted a situation as traveling representative for the Owl Cigar Co., formerly Straiton & Storm. He will cover the same territory as formerly.

Louis J. Koster, traveling representative for Edson, Moore & Co., is laid up at his home at Grand Haven with congestion of the liver. The Northern portion of his route will be covered during the next two weeks by A. A. Stilson, one of the house salesmen.

Wm. Connor, whose name and fame are inseparable with that of Michael Kolb & Son, put in a couple of days at Sweet's Hotel last week. Mr. Connor does not say so, but current report credits him with a desire to make Grand Rapids his permanent abiding place in the near future.

Chas. R. Remington, traveling representative for the Putnam Candy Co., has retired from the road, and purchased the city wagon of the company, which he will manage hereafter. His territory has been divided among the other men on the road.

Eaton, Lyon & Co. have engaged two men to represent their new paper department—Frank D. Warren in the city and O. A. Perry on the outside. The latter will cover the same territory he did when in the employ of the former firm of Curtiss & Co.

O. A. Elliott has leased the Elliott House, at Ludington, for a term of years and will introduce such betterments as will enable him to increase the previous good reputation of the house. Mr. Elliott is no stranger in his present position, having acted as landlord of the hotel for eight years in the past ten years, and his motto will continue to be "Good attention, good service and good table," special effort being given to satisfy traveling salesmen, who have very generally accorded the Elliott House the lion's share of their patronage.

Boston Courier: A traveling man was bidden to that festivity known as a lawn party, and among the refreshments provided upon the festive occasion were some cherries. The traveler was conscious that there were depths of social

etiquette which he had never been able to sound, and as he was a man of keen perceptions, with American adaptability, and did not wish to do that which was not according to the best usage, he bethought him that it were well to watch those about him with a view of getting clews. In the matter of the cherries he was especially troubled, as he did not in the least know what was the proper method of disposing of the stones when once the fruit had passed his lips. He decided, therefore, that before he attempted to eat any of the luscious looking fruit he would wait and see what his young and beautiful hostess did in this delicate matter. "I watched her," he goes on to say, "and soon had the pleasure of seeing her slip a cherry between her lips, redder than the fruit itself. I took up one from my own plate, preparing to eat it as soon as I saw how she disposed of the stone; but when she took the stone between her fingers and snapped it at her grandmother, I found myself quite as much at loss as before, for, you see, I had no grandmother there."

T. W. Burdick & Co., proprietors of the Newberry Bank at Newberry, have merged their business into a state bank under the style of the Newberry Savings Bank.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

DRUG STORE FOR SALE AT A BARGAIN IN THE growing village of Caledonia, surrounded by rich farming country. Will sell on easy terms. Must quit the business on account of poor health. Address J. W. Armstrong, Caledonia, Mich. 319

FOR SALE—FRESH STOCK GROCERIES. WILL INVENTORY about \$700. Centrally located in this city. Good business and good reasons for selling. Address No. 317, care Michigan Tradesman. 317

FOR SALE—HARDWOOD LUMBER MILL, SIX miles from railroad, with plenty of timber for several years' cut. Shingle machine in running order if desired. Saw mill ready to set up. Teams, trucks, sleighs, shop and building all in order to begin work at once. Address J. J. Robbins, Stanton, Mich., or Hunter & Reid, 121 Ottawa street, Grand Rapids. 312

FOR SALE—AT A BARGAIN, FURNITURE FACTORY with capacity for fifty men. Seven acres of land. Both water and steam power. Can load goods directly from store house on cars of two railroads. Address Lowell Furniture Co., Lowell, Mich. 311

FOR SALE—DRUG STOCK. INVENTORYING \$1,800. In good town of 1,500 inhabitants in best fruit growing county in Michigan. Easy terms to a hustler. Reasons for selling, sickness in the family. Address "Zinziber," care Michigan Tradesman. 321

FOR SALE—STOCK OF GENERAL MERCHANDISE, which will invoice \$4,000. store, residence, barn and one acre of land, located in the best wheat growing section of Central Michigan. Will take half in good farming land. Address Lock Box 14, Wacousta, Mich. 324

FOR SALE—A CLEAN STOCK OF DRUGS, GROCERIES and crockery. Doing good business. For particulars, address J. M. Shaffer, Gladwin, Mich. 322

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

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—SITUATION AS CLERK OR BOOK-KEEPER in general retail or wholesale grocery house, by young man of three years' experience in either capacity. Write me at once. Address Lock Box 357, Harrison, Mich. 320

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

WANTED—SITUATION BY REGISTERED PHARMACEUTIST. Nine years experience. Address No. 315, care Michigan Tradesman. 315

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

SIX BERNARD DOGS—SOME VERY FINE PUPS, also two brood bitches, one in whelp. R. J. Sawyer, Menominee, Mich. 318

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

GRAND RAPIDS GOSSIP.

C. L. Hall has opened a grocery store at Owosso. The Ball-Barnhart-Putman Co. furnished the stock.

W. F. Huyge, who has managed W. H. Allen's notion wagon for the past two years, has purchased the outfit, and will conduct the business on his own account hereafter.

Oliver M. Anstead, dealer in dry goods at 59 Monroe street, will open a dry goods store at Hastings about October 17, occupying the vacant store in the Bailey block.

J. A. Ardiel will open a dispensary in Dr. Barth's new hospital at the corner of East Fulton and Ransom streets. The Hazeltine & Perkins Drug Co. has the order for the stock.

Benjamin Kievit has retired from the firm of Wm. & B. Kievit, 425 Grandville avenue. The business will be continued by the remaining partner under the style of Wm. Kievit.

W. T. Lamoreaux & Co. have increased their bean picking machinery and the number of hands employed in that department, augmenting the capacity of the establishment to two carloads of beans per day.

D. A. Blodgett expects to begin logging his immense tract of pine east and northeast of Cadillac next June. The tract is estimated to contain 250,000,000 feet and it will probably require eight years to complete the work of reducing the timber to logs.

Eaton, Lyon & Co. have leased the fourth floor and basement of the block north of their present quarters, and are making arrangements to embark in the jobbing of wrapping papers, paper bags, twines, and all other branches of store supplies belonging to the paper line.

Purely Personal.

C. N. Rapp has gone to Rochester, New York, and will spend a month among the apple growers of the Empire State.

A. B. Schumaker, the Grand Ledge druggist and grocer, was entertained by W. F. Blake during the Nelson-Allerton contest.

Wm. H. Tuttle has returned from Marion, where he closed out the N. A. Vandecar stock for the Lemon & Wheeler Company.

Dr. Chas. S. Hazeltine left Saturday night for New York, where he expects to remain a week or ten days. He is accompanied by his wife.

J. Howard Green, the Battle Creek druggist, was the guest of Cornelius Crawford during the horse race. He was accompanied by his wife.

Fred H. Ball, Secretary of the Ball-Barnhart-Putman Co., has returned from Henderson, Ky., where he spent a fortnight with his wife's parents.

J. M. Flanagan, who has managed the store of the Brookings Lumber Co., at Brookings, for the past two years, has returned to his home in this city.

Frank D. Green, formerly city salesman for Jennings & Smith, but now clerk at the Bennett House, Galesburg, was in town last week to attend the Nelson-Allerton race.

S. F. Aspinwall, President of the Grand Rapids Fire Insurance Co., left last week for St. Paul and will spend the remainder

of the month in the leading cities of Minnesota, Iowa, Nebraska and Missouri, inspecting the principal agencies of the company in these states.

O. S. Rodenbaugh, of the drug house of Rodenbaugh Bros., at Mancelona, is in town for a few days. His firm has lately embarked in the cultivation and jobbing of oranges on the Manatee River, Florida, and anticipate handsome returns from the investment.

A. P. Mitchell, Vice-President of the company which publishes *Hardware*, in New York City, was in the city a couple of days last week, it being his first visit to the Valley City. He was favorably impressed with what he saw and heard—and the handsome contracts he captured.

The Hardware Market.

The iron market is stiffening. Extreme prices on wire and cut nails have been withdrawn, owing to a general feeling that prices have been too low and must advance. The barbed wire combination has reduced prices, claiming that the consolidation of the various factories enables the combine to cheapen the cost of production.

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.

Geo. H. Reeder & Co.,

JOBBERS OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.



Of Ledgers and Journals bound with the Philadelphia Pat. Flat opening back. The Strongest Blank Book Ever Made.



GRAND RAPIDS, MICH.

Now is the time to lay in winter stocks of Cheese.

Don't take chances on inferior grades, but buy the old reliable

-AMBOY-

The best keepers and the best cheese made.

OLNEY & JUDSON GROCER CO.



WILLIAM CONNOR,
Box 346, Marshall, Mich.

Merchants

In Clothing

Will best consult their own interests and that of their trade if they will post themselves with the styles, make up, perfect fit and remarkably reasonable prices of our entire line, adapted for all classes of trade. Our single and double breasted

Overcoats and Ulsters

while being worn cannot possibly be told from the best made to order garments. The demand has been so great that we are making up a large number more in all colors and grades, Cheviots, Meltons, Kerseys, Homespun, Covert Cloth in full or half roll box, top and regular cuts, Chinchillas and Ulsters.

FALL SUITS Large selections and newest novelties, double and single breasted sacks, nobby three button cutaway frocks and regular frock suits, also Prince Albert and other coats and vests in "Clays" worsted and other attractive materials.

A select line of pants well worthy of attention.

WILLIAM CONNOR our Michigan representative during the past nine years will be pleased to call upon you at any time, if you will favor him with a line addressed to him, box 346, Marshall, Mich., where he resides.

MICHAEL KOLB & SON,
Wholesale Clothiers, Rochester, N. Y.

Boys' and Children's Overcoats and Suits William Connor is pleased to state that he has been highly complimented by merchants assuring him that they are the nicest, cleanest, best made and lowest in price seen this season. September, 1891.

THE INVESTMENT MARKET.

The suggestion which I made, two months ago, that there was a glut of new securities on the market which might possibly have to be relieved by a marking down of prices, similar to that which the late A. T. Stewart used to make when he wanted to get rid of unsalable dry goods, has been shown by the revelations of the past few days not to have been altogether unreasonable. The failure of C. H. Venner & Co., of New York, and of Turner & Brother, of Boston, are both ascribed by the members of those firms to their being overloaded with new water and corporation bonds, which, though good in themselves, could not be sold fast enough to meet the maturing loans for which they had been hypothecated. The officers of the Atchison, Topeka & Sante Fe Railroad Company openly announce that, owing to the want of a market for their General Mortgage 4s, they deem it more advantageous to pay a commission of 1 per cent. for a renewal for two years of their \$7,000,000 Guarantee Fund notes than to attempt to force a sale of enough of the mortgage 4s to pay them. The Rock Island Railroad Company, too, is reported to be about to issue some millions of short debentures, instead of selling the long bonds it holds in reserve. Both these corporations only follow the lead, in this respect, of the Union Pacific, which, with \$40,000,000 of securities in its treasury, has been obliged to go begging for a three years' extension from its creditors on its \$20,000,000 floating debt.

These cases are only samples of hundreds of others of less importance which have not come prominently into notice, because the parties interested—creditors as well as debtors—wisely refrain from making them public. During the flush period which preceded the Baring collapse of last November, the same sort of enthusiasm which is now rushing up the prices of stocks led to the building, all over the country, of water works, gas works, electric street car lines and light plants, manufactories of various kinds, and not a few new railroads. The money for them was sought principally in New York and London, and about as much in one city as in the other. Financial institutions and bankers either bought outright the bonds issued by the companies engaged in these enterprises or made large advances upon them. A part they disposed of to investors at a profit, but a very large residue still remains upon their hands awaiting a change in the temper of capitalists, who at present resolutely refuse to buy them. That the refusal is not merely due to the want of value of the securities offered is evident from the difficulty with which the city of Brooklyn recently placed her 3 per cent. loan, and from the very few sales of the best class of bonds listed on the Stock Exchange. It is rather, according to my notion, owing to a difference of views between buyers and sellers in regard to the rate of income. Thus while Brooklyn could not readily place her 3 per cents at par, her 4s went at a trifle above par, and whenever any good investment stocks and bonds are offered at auction without reserve, they find purchasers, though at prices much below those which ruled for the same class of securities two or three years ago. The fall in Government 4s from 130 in 1889 to 116 now is further evidence to the same effect.

This condition of the investment mar-

ket must, before long, afford opportunities for the profitable employment of money far superior in every way, in my opinion, to purchasing for a rise stocks about the intrinsic value of which no information can be obtained, and which, like Missouri Pacific, can be knocked down out of sight in a day by events which can neither be foreseen nor controlled. All the solid fortunes in existence have been accumulated, not by gambling on the Stock Exchange on the turns of the market, but by judicious buying, at low prices, of properties which time and the growth of the country have rendered valuable. Even Jay Gould has made ten dollars in this way where he has made one on the Stock Exchange. In fact, his stock gambling schemes have more than once brought him to the verge of ruin, while he has been enriched by his purchases of low-priced railroad and telegraph stocks and their subsequent development into dividend payers. I will not say that the dividend paying of some of his enterprises has not been fallacious and intermittent, like that of the Wabash, the Union Pacific, and the Missouri Pacific concerns, but his method illustrates the principle I have in mind. Whatever solid property he now possesses consists mainly of things which either pay dividends or which he hopes to make pay dividends in the future. The late Moses Taylor left over \$50,000,000 which he amassed by buying the bonds and stocks of concerns which were in difficulties, and then bringing them out upon solid ground. The late Isaac Sherman did the same thing, though upon a smaller scale than Mr. Taylor. Among the living I know many, whose names, of course, I must not mention, who devote their energies not to watching the tape but to inquiring into facts, and who invest their money upon their own judgment, and not upon what they fancy is going to be the course of to-morrow's or next week's market. Some of them have been more successful than others, and have become richer than others, and some of them have at times made mistakes by which they have lost, but all of them have, on the whole, been large gainers.

What has been done by these men can be done, in a measure, by any one who will take the same course that they did. Let a man, for example, who has money which he desires to employ to advantage inquire of his broker, his banker, or of any respectable financial institution with which he has relations likely to procure for him favorable attention, what bargains in securities they have to offer, or what opportunities they know of for profitable investment. If they show a willingness to negotiate, let him inform himself of the nature of the enterprise proposed, of the character of the men who conduct it, and of the facts upon which it depends for success. It is often wise to make a personal inspection of the railroads, the waterworks, the mines, the factory, or whatever it may be that the securities offered represent, or employ an expert to do it. Having gathered the necessary data, the investor should then sit down and consider them carefully and make up his mind upon them for himself, consulting others, not for their opinions, but for such further information and suggestions as he may need for the formation of his own decision. Indeed, I know of nothing more unjust to one's friends than to get their

Dry Goods Price Current.

Table listing various goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, UNBLEACHED CANTON FLANNEL, BLEACHED CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, DUCKS, WADDINGS, SEWING SILK, HOOKS AND EYES—PER GROSS, TABLE OIL CLOTH, COTTON TWINES, PLAID OSNABURGS, and SATINES.

Table listing various goods and their prices, including categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEST FLANNEL, CANSVANS AND PADDING, DUCKS, WADDINGS, SEWING SILK, HOOKS AND EYES—PER GROSS, TABLE OIL CLOTH, COTTON TWINES, PLAID OSNABURGS, and SATINES.

opinions of investments and act upon them. If the investments turn out well, the friends' advice is forgotten; if they turn out ill, they alone are blamed. "Let every man be fully persuaded in his mind," is the apostles' sound exhortation, or to put it into the vernacular: "Let every tub stand on its own bottom."

The objection to this method of proceeding is, of course, that it demands much time, patience and trouble, with a certain amount of money-making instinct, whereas stock gambling is as easy as going to perdition. The stock gambler gives his order to his broker and hands him his check and the broker does the rest, whereas the plodding, painstaking investor puts his own labor and brains into the operation. The one wins or loses by the mere caprice of fortune, and while he deserves blame if he loses, he is entitled to no credit if he wins. The other, even if he loses, has the satisfaction of retaining his self-respect, and if he wins he may justly congratulate himself upon his success.

This year's abundant crops, and the high prices at which they are likely to be sold, promise the country a great surplus of wealth which will ultimately be available for investment in new forms of wealth-producing agencies. For it should always be remembered that it is not coin and paper money, but the articles which they purchase, which go to creating new wealth. The men who construct railroads and water works, open mines, and build factories do not consume, as money, the money they receive for their wages. They exchange the money for food, clothing and tools, and it is their labor, thus nourished and aided, which is embodied in the results they produce. Thus, too, rails, locomotives, cars, pipes, looms, buildings, and all other articles employed in useful enterprises are mere embodiments of the food consumed by the workman whose labor creates them. An abundance of food in the first instance, and of men to convert it into other forms of wealth is, therefore, an abundance of real wealth, and under its stimulus opportunities for productive investments become more desirable and consequently more valuable. The prospect, accordingly, for an era of real business prosperity in this country is, at present, very good, and those who are able by their means and their sagacity to take advantage now of their opportunities for investing capital may reasonably count upon a large ultimate profit.

MATTHEW MARSHALL.

Appearance in Business.

From the Clothier and Furnisher.

"Always keep up a good front. If you are down in the world, never show it by your appearance if you want to do business. It is an axiom of human nature that people prefer to do business with successful people, or those who have the appearance, rather than with those who are behind hand."

The above remarks are from a Broadway manufacturer who has risen from poverty to affluence, and they are worth putting in one's memory. Said he: "Not many years ago when I was flat broke not one of my customers ever knew it. I spent more money on them and generally gave up the idea of my success. Had I not done this, but appeared poor and shabby, I would have lost my trade. There is no knowing how far the appearance of prosperity goes. Magnificent offices, a busy place, the indication of wealth, all impress a man, and he prefers to do business with you, if you have the semblance of success rather than with a seemingly poorer neighbor."

Hardware Price Current.

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

AUGURS AND BITS. dis.	
Snell's.....	60
Cook's.....	40
Jennings, genuine.....	25
Jennings, imitation.....	50&10
AXES.	
First Quality, S. B. Bronze.....	\$ 7 50
" D. B. Bronze.....	12 00
" S. B. S. Steel.....	8 50
" D. B. Steel.....	13 50
BARROWS. dis.	
Railroad.....	\$ 14 00
Garden.....	30 00
BOLTS. dis.	
Stove.....	50&10
Carriage new list.....	75
Plow.....	40&10
Sleigh shoe.....	70
BUCKETS. dis.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST. dis.	
Cast Loose Pin, figured.....	70&
Wrought Narrow, bright fast joint.....	60&10
Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 17, '85.....	60
CRADLES. dis.	
Grain.....	50&10
CROW BARS. per lb	
Cast Steel.....	5
CAPS. per m	
Ely's 1-10.....	65
Hick's C. F.....	60
G. D.....	25
Musket.....	60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	25
CHISELS. dis.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slioks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS. dis.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	12@12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size..... per pound	28
" 14x52, 14x56, 14x60.....	30
Cold Rolled, 14x56 and 14x60.....	23
Cold Rolled, 14x48.....	23
Bottoms.....	25
DRILLS. dis.	
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6 1/2
ELBOWS.	
Com. 4 piece, 6 in..... doz. net	75
Corrugated..... dis	40
Adjustable..... dis.	40&10
EXPANSIVE BITS. dis.	
Clark's, small, \$18; large, \$26.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List. dis.	
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List.....	13 14 15 18
Discount, 60.....	
GAUGES. dis.	
Stanley Rule and Level Co.'s.....	50

HAMMERS.	
Maydole & Co.'s..... dis.	25
Kip's..... dis.	25
Yerkes & Plumb's..... dis.	40&10
Mason's Solid Cast Steel..... 30c list	60
Blacksmith's Solid Cast Steel, Hand..... 30c	40&10
HINGES.	
Gate, Clark's, 1, 2, 3..... dis.	60&10
State..... per doz. net,	2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	3 1/2
Screw Hook and Eye, 1/2..... net	10
" " " 3/4..... net	8 1/2
" " " 1..... net	7 1/2
" " " 1 1/4..... net	7 1/2
Strap and T..... dis.	50
HANGERS. dis.	
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti-friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware..... new list	70
Japanned Tin Ware.....	25
Granite Iron Ware..... new list	33 1/2 & 10
WIRE GOODS. dis.	
Bright..... 70&10&10	
Screw Eyes..... 70&10&10	
Hook's..... 70&10&10	
Gate Hooks and Eyes..... 70&10&10	
LEVELS. dis.	
Stanley Rule and Level Co.'s.....	70
KNOBS—New List. dis.	
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—poor. dis.	
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55
MATTOCKS.	
Adze Eye..... \$16.00, dis.	60
Hunt Eye..... \$15.00, dis.	60
Hunt's..... \$18.50, dis.	20&10
MAULS. dis.	
Sperry & Co.'s, Post, handled.....	50
MILLS. dis.	
Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Fry & Co.'s.....	40
" Enterprise.....	30
MOLASSES GATES. dis.	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25
NAILS.	
Steel nails, base.....	1 50
Wire nails, base.....	2 15
Advance over base: Steel. Wire.	
60..... Base Base	10 10
50.....	05 20
40.....	10 20
30.....	15 20
20.....	15 25
16.....	15 35
12.....	20 40
8.....	25 50
7 & 6.....	40 65
4.....	60 90
3.....	1 00 1 50
2.....	1 50 2 00
1.....	2 00 2 00
Fine 3.....	1 50 2 00
Case 10.....	75 90
" 8.....	75 90
" 6.....	90 1 25
Finish 10.....	85 1 00
" 8.....	15 25
" 6.....	1 15 1 50
Clinch 10.....	85 75
" 8.....	1 00 90
" 6.....	1 15 1 00
Barrell 1/2.....	1 75
PLANES. dis.	
Ohio Tool Co.'s, fancy.....	2 40
Scota Bench.....	2 40
Sandusky Tool Co.'s, fancy.....	2 40
Bench, first quality.....	2 40
Stanley Rule and Level Co.'s, wood.....	10
PANS. dis.	
Fry, Acme..... dis.	60-10
Common, polished.....	70
RIVETS. dis.	
Iron and Tinned.....	40
Copper Rivets and Burs.....	50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs 1/4c per pound extra.	
ROPES.	
Sisal, 1/2 inch and larger.....	7
Manilla.....	11 1/2
SQUARES. dis.	
Steel and Iron.....	75
Try and Bevels.....	60
Mitre.....	20
SHEET IRON. Com. Smooth. Com.	
Nos. 10 to 14.....	84 05 82 95
Nos. 15 to 17.....	4 05 3 15
Nos. 18 to 21.....	4 05 3 15
Nos. 22 to 24.....	4 05 3 15
Nos. 25 to 26.....	4 25 3 25
No. 27.....	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER. dis.	
List acct. 19, '86.....	50
SASH CORD.	
Silver Lake, White A..... list	50
" White B.....	55
" White C.....	55
" White C.....	35
Discount, 10.....	
SASH WEIGHTS. per ton	
Solid Eyes.....	\$25
SAWS. dis.	
" Hand.....	20
" Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dia. X Cuts, per foot.....	50
" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS. dis.	
Stiel, Game.....	60&10
Oneida Community, Newhouse's.....	35
Oneida Community, Hawley & Norton's.....	70
Mouse, choker.....	18c per doz
Mouse, delusion.....	\$1.50 per doz.
WIRE. dis.	
Bright Market.....	60-10
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	63 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 35
" painted.....	2 85
HORSE NAILS.	
Au Sable..... dis. 25&10@25&10&60	05
Putnam.....	05
Northwestern.....	dis. 10&10
WRENCHES. dis.	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS. dis.	
Bird Cages.....	50
Pumps, Clifton.....	75
Screws, New 1st.....	70&10
Casters, Bed a d Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65
METALS.	
PIG TIN.	
Pig Large.....	26c
Pig Bars.....	28c
ZINC.	
Duty: Sheet, 3/4c per pound.....	
600 pound casks.....	6 1/2
Per pound.....	7
SOLDER.	
1/2@3/4.....	16
Extra Wiping.....	15
ANTIMONY. per pound	
Cookson.....	16
Hallett's.....	13
TIN—MELYN GRADE.	
10x14 IC, Charcoal.....	\$ 7 50
14x30 IC, ".....	7 50
10x14 IX, ".....	9 25
14x30 IX, ".....	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal.....	8 675
14x30 IC, ".....	8 75
10x14 IX, ".....	8 25
14x30 IX, ".....	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES	
14x20 IC, " Worcester.....	6 50
14x20 IX, ".....	8 50
20x28 IC, ".....	13 50
14x20 IC, " Allaway Grade.....	6 00
14x20 IX, ".....	7 50
20x28 IX, ".....	12 50
20x28 IX, ".....	15 50
BOILER SIZE TIN PLATE.	
14x28 IX.....	\$14 00
14x31 IX.....	15
14x56 IX, for No. 8 Boilers, per pound	10
14x60 IX, " " " " " " " "	

PRICE LIST

Du Pont Gunpowder.

RIFLE.	
Kegs, 25 lbs. each, Fg, FFg and FFFg.....	\$5 50
Half kegs, 12 1/2 lbs. each, Fg, FFg and FFFg.....	3 00
Quar. kegs, 6 1/4 " " " " " " " ".....	1 65
1 lb. cans (25 in case).....	30
1/2 lb. cans (25 in a case).....	18
CHOKE BORE.	
Kegs, 25 lbs. each, Nos. 5 and 7.....	\$6 50
Half kegs, 12 1/2 lbs. each, Nos. 5 and 7.....	3 50
Quar. kegs, 6 1/4 lbs. each, Nos. 5 and 7.....	1 90
1 lb. cans (25 in case).....	34
EAGLE DUCK.	
Kegs, 25 lbs. each, Nos. 1, 2, 3 and 4.....	\$11 00
Half kegs, 12 1/2 lbs. each, Nos. 1, 2, 3 and 4.....	5 75
Quar. " 6 1/4 " " " " " " " ".....	3 00
1 lb. cans (25 in case).....	60
CRYSTAL GRAIN.	
Nos. 1, 2, 3 and 4, 1 lb. cans each.....	\$ 90
Quarter kegs, 6 1/4 lbs.....	4 50

DUPONT POWDER

TAKE NO OTHER!

Insist on your Jobber furnishing this Brand. If he declines to do it send to us direct.

Agents for Western Michigan,



Michigan Tradesman

Official Organ of Michigan Business Men's Association.

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E. A. STOWE, Editor.

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Reminiscences of My Early Mercantile Life.

Written for THE TRADESMAN.

A good many years ago I was the proprietor of a grocery store in a small inland village in the Province of Ontario; I might, also, add that I was manager, head clerk and delivery boy of the same concern. Railroads were not so plentiful in those days as they are now, and a haul of twenty-five miles over a heavy, sandy road, between three a. m. and ten p. m., and loading both ways at that, was an every day occurrence.

The place that knew me in those days as a dealer in codfish and soap was twenty-five miles distant from the nearest railroad station, and that is equivalent to saying that every pound of merchandise and pretty much all of our farmers' produce had to be hauled by team over this twenty-five mile stretch of sandy roads.

The codfish and soap that made my store odoriferous in those times would not be recognized by their neatly attired, refined descendants of these modern times. Old-fashioned codfish was bonier, tougher, more sinewy, possessed greater powers of endurance, lived longer and enjoyed life better than the pale, flabby, boneless, mutilated, cribbed up and circumscribed representative of that good old ancient family that we see hanging around the grocery stores of today; in fact, the old stock was put up to endure forever. It could safely defy the elements, for it was proof against frost, fire and water; in fact, the codfish of my time might have defied the lightning with a far less degree of presumption than that of which Ajax was possessed. As I think of those dear old relics tears fill my eyes. The only forms I see around me to remind me of the departed are elephants' ears and the coon skin nailed up to dry on the back side of the smoke house. They came in quintals with the big broad side fellows on the outside and the little skinny things tucked in out of sight on the inside; but when they reached their destination the bonds that held them together were burst asunder and they separated—some to lie on the wareroom floor and be trodden upon; some to perch upon the counter to be picked at and nibbled at by everyone who came, until there would be nothing left but skin, bones, tail and a handful of salt; others to stand on their tails in a nail keg, outside of the door by the side of the wash tub and the broom, and hail every passer by with the startling intelligence that codfish was kept there for sale—just as if there had ever been such a thing as a grocery store with no codfish for sale.

The name of the soap which we handled then was not "legion," as it is to-day. There was but one kind in the

market, and it was 2x2x14 inches in size, and was peddled about among the stores by the manufacturer. This soap scantling retailed at 20 cents per scantling and when a piece of a scantling only was wanted, it was sawed off with a piece of wrapping twine by coming a sort of a half hitch on it. These soap scantlings would warp as badly as elm scantling when exposed to dry air and would assume all manner of fantastic shapes, from a double back-acting twist to the graceful curve of a crooked-neck squash.

Twenty-five long miles, and what weary miles they were! The first eleven miles passed through what had originally been a dense pinery and, although the timber has long since disappeared and the land occupied by prosperous farmers, this section of country is still spoken of as "the eleven mile pine woods." At the time of which I write it was a great, dark, heavy, sighing, moaning and gloomy region, and had to be traversed before daylight, with a wide-awake nervous eye and a pocket full of money; and then, again, on the return after dark, with a tired sleepy eye and a load of merchandise of some kind. I could take you now to the very spot in the oak opening country, just beyond the eleven mile woods, where, dozens of times, I have seen Old Sol rise up out of the great tamarack swamp away to the East and tear off his mask, when instantly ten thousand dewdrops would dance for joy and the cold leaden countenance of the pond beyond would suddenly beam with glory. The dark frowning border of evergreen which I had just emerged from would cease to frown and change its sombre robe of night for the golden robe of morn; and, just ahead, the village church spire would reflect the glory and sing the praises of the King of Day, reminding us that we were nearly half way to town.

Besides the portion of my grocery stock which was paid for, and the remaining portion which was not paid for, I owned, in fee simple, free from all encumbrances, one brown horse (this horse happened to be a mare), and a light wagon. When I had occasion to go to the city, I hired a horse and borrowed a double set of harness, (thank fortune, I owned a pole, whiffletrees and neckyoke), and in this way I did my own teaming. I always had more or less produce of some kind to take in, so I was always loaded both ways. One spring there had been a great scarcity of potatoes early in the season and prices had been ruling tolerably high. I had been receiving them in trade from the farmers until I had accumulated about all I could haul at one load. I knew that the price was a little off, owing to the fact that the supply in the farmers' hands, after the planting season was over, was greater than had been anticipated. It was a hot, sultry morning and I got a late start, and consequently when Old Sol christened the new-born day, I was not there to drink in the glory. I was jolting along underneath the overhanging evergreen boughs, on the top of a load of potatoes, drinking in the dust instead. My load was top-heavy and every mile or so I would have to stop and lift, and pull and shove, and sweat, and think of some dear friend who knew how to swear; and then I would mop the sweat off my heated brow and climb upon my seat with a firm resolve never to start out on such another expedition without first learning how

to swear. It was after noon before I reached the city and I wasn't in a proper frame of mind to stand much more potato nonsense. I drove on the market, paid the market fee and then all three of us went to dinner—that is, my mare, the borrowed horse, and myself. After dinner, I received the magnificent offer of 15 cents per bushel for eight bushels of my potatoes. I told the man who made me the offer to go plumb to the Prince of Darkness, and I think he went and took the potato market with him; for there certainly wasn't any to be seen after he went away. The market had been completely glutted and they were absolutely not wanted at any price. In vain I tried to induce some kind, sympathetic friend to take them in and save them for future usefulness of some kind. In vain I enquired for some convenient place where I could dump my produce and leave it to the tender mercies of a potato-stricken community. It was no use. I was compelled to escort my vegetables without the gates of the city, and there, in a secluded spot, just as the sun was sinking out of sight in the West, I dumped them on the Queen's highway. If my friend who knew how to swear had only been there, what a consolation it would have been to me!

It was 8 o'clock before I had my load on and was ready to start for home. I had taken great pains in loading the goods, and had securely bound everything; for it had clouded over and my load would have to pass through twenty-five miles of Egyptian blackness and I would not be able to watch it. Creeping Moses! Will I ever be able to efface the memory of that "homeward bound" ride from my mind! How I felt the need of my friend heretofore referred to when I had the experience with the cockeye! What about it? Why, you see I was going down a hill when the outside cockeye on the borrowed horse's side slipped off the end of the singletree. I did not know it until I reached bottom and straightened out the traces, when the tongue fell down. For one solid hour I hunted on that hillside for the missing cockeye, stepping into and putting my hands into everything that was get-into-a-ble. I then unhitched the team and tied them to the fence and walked back half a mile to borrow a light, and frightened the farmer's wife (who was all alone) into a fit by innocently enquiring whether there was any hired man around the place. I explained that I was having more trouble than was commonly allotted to man and that I wanted to engage some hired man to swear for me by the hour. This excited her sympathy and she loaned me a lantern. She said it must be awful not to be able to swear when the desire to do so was so strong. I thanked her and squandered another hour before I was able to return the lantern.

It was an hour past midnight when I entered the eleven mile pine woods, and while memory lasts I shall never forget the dismal moaning and painful sighing of the pines that night. The heavens were darkened with angry and turbulent clouds which threatened rain and my imagination peopled the inky blackness around about me with all the troubled spirits of by-gone centuries. I was a young man then and to-day my scattering locks are tinged with gray and my brow shows the ravages of time; but never from that night to the present

hour have I listened to the moaning of the pines without recalling to my mind the experiences of that night in the early morning of my manhood. I hear, once more, the hooting of the owl. I see the angry sky and hear again the moans, the sighs and the occasional wails of despair and live over again the hours spent that night in a ride through the old piney woods.

When I emerged from the woods, the rain began to fall, and although I was only one mile from home, it was far enough to drench me through to the skin. A quintal of codfish was on top of the load and several boxes of raisins immediately under got the benefit of a baptism of codfish brine. The mare and the borrowed horse had to wait with patience, in the rain, while I unloaded the goods. Rainwater squirted out of my shoes every time I took a step. My paper collar had dissolved and floated away down my back and I wallowed in the gall of bitterness generally. By the time I had everything attended to it was broad daylight. My wife asked me what kept me so late and I replied that it was the *demitton* potatoes. She asked what kind of potatoes that was, and I told her not to allude to the subject again, as it brought up unpleasant recollections.

Just before noon Deacon Brown drove up in front of the store with a bag of potatoes and was in the act of taking them out when I stepped outside and reminded him that potatoes had taken a sudden drop (and then I thought of the sudden drop of that load in the road) and I said I didn't want any more *demitton* potatoes. The Deacon said he didn't raise any of that kind. He said his were the Blue Pinkeys and he carried them in and emptied them on the wareroom floor. I was beaten, and I made a solemn vow that I would put myself under a private instructor and learn to swear in plain English and be understood, or shut up shop.

RADIX.

The Way I Kept My Books in a Shoe Store.

Written for THE TRADESMAN.

One hundred young men may study the art of book-keeping by the same system, under the same teachers, and in the same college; and when they separate and go out in different directions and enter into the *real* business world, where there are no fictitious entries or paste-board merchandise and no tin money, no two of these graduates in commercial lore will be found to keep their books alike, and not one in the whole batch will keep his books according to the letter or in the form that was taught him. This is the natural result of the acquisition of a thorough knowledge of the principles which underly the art of keeping an intelligible set of books of account. Many people—who, during the last two or three terms of their school days, wasted several quires of foolscap paper and squandered hours and hours of valuable time which can never be recalled—foolishly imagine that a knowledge of book-keeping consists simply in familiarizing one's self with certain stereotyped and set forms. Patient reader, are you one of the vast multitude of victims who have been robbed of precious school hours under the delusion that you were evolving into a book-keeper? You deserve no censure if you are; for it was a clear case of "the blind leading the blind." No teacher who has acquired a

What Our Customers Say.

H. E. STOVER.

Prescription Druggist.

Kalkaska Mich. Aug 12/91
Hazeltine & Perkins Drug Co.
Grand Rapids
Mich.

Dear sirs:

It is with pleasure that I reply to yours of Aug. 11th and wish to say to all whom it may concern, that I have bought Goods of your House for the last five years and am well pleased with the promptness with which my orders have always been filled,

When I send you an order I know just when to look for the goods, and I believe they are as pure as I could get from any House.

Wishing you success, which you truly deserve. I remain,

Very truly yours,
H. E. Stover

W. A. STRONG & SON,
Drugs and Medicines.

Ridgely, Mich., Sept 17th 1891.

Hazeltine & Perkins Drug Co.
Gentlemen.

We inclose you small order for goods and check to apply on account.

We have been regular customers of yours every since we started in business a little over a year ago, and am only too glad to say that we appreciate the promptness with which you fill our orders, the quality of goods we find to be the best, and prices are always satisfactory and we believe that you fill your orders as much or more complete than any other house with which we have had any dealings.

Thanking you for all favors which you have done for us, and wishing you the best of success we remain,

Yours Respectfully,
W. A. Strong & Son, Inc.

Comment is Unnecessary.

MILO BOLENDER,

DRUGGIST.

Hubbardston, Mich., September 1 1891

Hazeltine & Perkins Drug Co
Gentlemen

Your Mr Crawford has called on me once in four weeks for the last six years. During this time he has never missed a trip nor failed to receive an order. You have filled my orders promptly and as completely as any house I have ever dealt with. You have never quoted me a special price in order to get an order and then omitted the article on which the special price was quoted in filling the order, as have some other Michigan houses.

Respectfully yours
Milo Bolender.

—OFFICE OF—
HEBER WALSH,
WHOLESALE AND RETAIL DRUGGIST
63 East Eighth Street

PROPRIETOR OF
GOLDEN SEAL BITTERS
GOLDEN SEAL PILLS
DR. PETE'S 35-CENT COUGH CURE
DR. PETE'S MAGIC PAIN OIL

HOLLAND, MICH., Sept 7 1891

Hazeltine and Perkins Drug Co.
Grand Rapids Mich.

Please fill inclosed order and ship per express, your promptness in filling our orders and satisfactory manner of doing business, has secured to your House an increase of our trade.
Respt H. Walsh

Wholesale Price Current.

ACIDUM.	Cubebae..... @ 7 00	TINCTURES.	Aconitum Napellis R..... 60
Aceticum..... 80 10	Exechthitos..... 2 50 2 75	Aloes..... 60	" and myrrh..... 60
Benzofolium German..... 50 20	Erigeron..... 2 25 2 50	Arnica..... 60	Asafoetida..... 0
Boricac..... 30 5	Gaultheria..... 2 00 2 10	Asafoetida..... 0	Atrope Belladonna..... 60
Carbolicum..... 23 35	Geranium, ounce..... @ 75	Benzoin..... 60	" Co..... 50
Citricum..... 48 53	Gossypil, Sem. gal..... 50 75	Bismuth..... 75	Sanguinaria..... 50
Hydrochlor..... 30 5	Hedysoma..... 1 30 2 10	Ca damon..... 75	Barosma..... 50
Nitrosum..... 10 12	Juniper..... 50 22 00	Castor..... 1 00	Banharides..... 75
Oxalicum..... 11 13	Lavendula..... 90 22 00	Catechu..... 50	Capsicum..... 50
Phosphorium dil..... 1 30 1 70	Limonis..... 2 50 3 10	Cinchona..... 50	" Co..... 60
Salicylum..... 1 30 1 70	Mentha Piper..... 2 90 3 00	Columba..... 50	Columba..... 50
Sulphuricum..... 1 3 5	Mentha Verid..... 2 20 2 30	Conium..... 50	Conium..... 50
Tannicum..... 1 40 1 60	Morrhuae, gal..... 1 00 1 10	Opium..... 25 28	Opium..... 25 28
Tartaricum..... 40 42	Myrcia, ounce..... @ 75	Pepsin Saac, H. & P. D..... 25 28	Pepsin Saac, H. & P. D..... 25 28
AMMONIA.	Olive..... 85 2 75	SEEDS.	Linseed, boiled..... 38 41
Aqua, 16 deg..... 3 1/2 5	Picis Liquida, (gal. 35)..... 10 12	Morpha, S. P. & W..... 1 95 2 20	Neat's Foot, winter..... 50 60
" 20 deg..... 5 1/2 7	Ricini..... 10 12	" S. N. Y. Q. &..... 1 85 2 10	strained..... 50 60
Carbonas..... 13 17	Rosmarini..... 75 21 00	C. Co..... 1 85 2 10	Spirits Turpentine..... 4 1/4 4 6
Chloridum..... 13 14	Rosae, ounce..... @ 65 50	Moschus Canton..... @ 40	PAINTS. bbl. lb.
ANILINE.	Succini..... 40 45	Myristica, No. 1..... 70 75	Red Venetian..... 1 1/2 2 1/2
Black..... 2 00 2 25	Sabina..... 90 21 00	Nux Vomica, (po 20)..... @ 10	Ochre, yellow Mars..... 1 1/2 2 1/2
Brown..... 80 21 00	Santal..... 3 50 7 00	Os. Sepia..... 25 28	" Ber..... 1 1/2 2 1/2
Red..... 45 50	Sassafras..... 50 55	Pepsin Saac, H. & P. D..... 25 28	Putty, commercial..... 3 1/2 4 1/2
Yellow..... 2 50 3 00	Sinapis, ess, ounce..... @ 65	Piper Liq, N. C., 1/2 gal..... @ 2 00	" strictly pure..... 3 1/2 4 1/2
BACCAR.	Tigili..... @ 100	Piper Liq, quarts..... @ 1 00	Vermilion Prime Amer..... 1 1/2 2 1/2
Cubebae (po. 90)..... 90 21 10	Thyme..... 40 50	" pints..... @ 85	ican..... 1 1/2 2 1/2
Juniperus..... 80 10	Theobromas..... 15 20	Pil Hydrarg, (po. 80)..... @ 50	Vermilion, English..... 70 75
Xanthoxylum..... 25 30	POTASSIUM.	Piper Nigra, (po. 22)..... @ 1	Green, Peninsular..... 70 75
BALSAMUM.	Bi Carb..... 15 18	Piper Alba, (po 25)..... @ 3	Lead, red..... 7 2 1/2
Copaiba..... 55 60	Bichromate..... 13 14	Pix Burgum..... @ 7	" white..... 7 2 1/2
Peru..... @ 1 50	Bromide..... 35 40	Pungul Acet..... 14 15	Whiting, white Span..... @ 70
Terabin, Canada..... 35 40	Carb..... 13 15	Strychnia Crystal..... @ 30	Whiting, Gliders..... @ 30
Tolutan..... 35 40	Chlorate, (po. 16)..... 14 16	Sulphur, Subl..... 3 4	White, Paris American..... 1 0
CORTEK.	Cyanide..... 50 55	Talpar, Roll..... 2 1/2 3 1/2	Whiting, Paris Eng..... 1 40
Abies, Canadian..... 18	Iodide..... 2 80 2 90	Tamarindis..... 80 10	Pioneer Prepared Paint..... 20 21 4
Cassiae..... 11	Potassa, Bitart, pure..... 28 30	Terebenth Venice..... 28 30	Swiss Villa Prepared..... 1 00 2 10
Cinchona Flava..... 18	Potassa, Bitart, com..... @ 15	Theobromae..... 45 50	VARNISHES.
Enonymus atropurp..... 30	Potass Nitras, opt..... 80 10	Vanilla..... 9 00 16 00	No. 1 Turp Coach..... 1 10 2 20
Myrica Cerifera, po..... 20	Prussiate..... 28 30	Zinci Sulph..... 7 8	Extra Turp..... 1 60 2 10
Pruus Virgin..... 12	Sulphate po..... 15 18	OILS.	Coach Body..... 2 75 3 00
Quillaria, grd..... 14	RADIX.	Whale, winter..... Bbl. Gal	No. 1 Turp Furn..... 1 00 2 10
Sassafras..... 14	Aconitum..... 20 25	Lard, extra..... 55 60	Eutra Turp Damar..... 1 55 2 10
Ulimus Po (Ground 12)..... 10	Althae..... 25 30	Lard, No. 1..... 45 50	Japan Dryer, No. 1..... 70 75
EXTRACTUM.	Anchusa..... 13 15	Linseed, pure raw..... 35 38	
Glycyrrhiza Glabra..... 24 25	Arum, po..... @ 25		
" po..... 33 35	Calamus..... 20 25		
Haematox, 15 lb. box..... 11 12	Calamula (po. 15)..... 10 12		
" 1s..... 13 14	Gentiana..... 10 12		
" 1/2s..... 14 15	Glycyrrhiza, (pv. 15)..... 16 18		
" 1/4s..... 14 15	Hydrastis Canaden..... @ 35		
" 1/8s..... 16 17	(po. 40)..... @ 35		
FERRUM.	Hellebore, Ala, po..... 15 20		
Carbonate Precip..... @ 15	Inula, po..... 15 20		
Citrate and Quinia..... @ 3 50	Ipecac, po..... 2 40 2 50		
Citrate Soluble..... @ 80	Iris plox (po. 35 38)..... 2 40 2 50		
Ferrocyanidum Sol..... @ 50	Jalapra, pr..... 70 75		
Solut Chloride..... @ 15	Maranta, 1/2s..... @ 35		
Sulphate, com'l..... 1 1/2 2	Podophyllum, po..... 75 100		
" pure..... @ 7	Rhel..... 75 100		
FLORA.	" cut..... @ 1 75		
Arnica..... 23 25	" pv..... 75 100		
Anthemisi..... 30 35	Spigelia..... 48 53		
Matricaria..... 25 30	Sanguinaria, (po 25)..... @ 20		
FOLIA.	Serpenaria..... 30 35		
Barosma..... 20 25	Senega..... 40 45		
Cassia Acutifol, Tin..... 25 28	Similax, Officialis, H..... @ 10		
lively..... 35 40	M..... @ 10		
Salvia officialis, 1/2s..... 12 15	Scillae, (po. 35)..... 10 12		
and 1/4s..... 12 15	Symplocarpus, Fceti..... @ 35		
Ura Ursi..... 8 10	us, po..... @ 35		
GUMMI.	Valeriana, Eng. (po. 30)..... 15 20		
Acacia, 1st picked..... @ 85	" German..... 15 20		
" 2d..... @ 60	Ingber a..... 10 15		
" 3d..... @ 50	Zingiber j..... 25 30		
" sifted sorts..... @ 30	SEMEN.		
" po..... 60 80	Anisum, (po. 20)..... @ 15		
Aloe, Barb, (po. 60)..... 50 60	Apium (graveleons)..... 20 22		
" Cape, (po. 20)..... @ 12	Bird, is..... 4 6		
" Socotri, (po. 60)..... @ 50	Carul, (po. 18)..... 8 12		
Catechu, Is, (1/4s, 1 1/4s, 1 1/2s, 1 3/4s)..... @ 1	Cardamom..... 1 00 1 25		
Ammoniac..... 35 40	Celandrum..... 10 12		
Assafoetida, (po. 30)..... @ 22	Cannabis Sativa..... 4 1/2 5		
Benzofolium..... 50 53	Cydonium..... 75 100		
Camphora..... 50 53	Oenopodium..... 10 12		
Euphorbium po..... 35 10	Dipteris Odorata..... 2 25 2 35		
Galbanum..... @ 3 00	Poeniculum..... @ 15		
Gamboge, po..... 80 95	Poenugreek, po..... @ 6 8		
Gualacum, (po 30)..... @ 25	Lini..... 4 @ 4 1/2		
Kino, (po. 25)..... @ 20	Lini, grd, (bbl. 3 1/4)..... 4 @ 4 1/2		
Mastic..... @ 90	Lobelia..... 35 40		
Myrrh, (po. 45)..... @ 40	Pharlaris Canarian..... 3 1/2 4 1/2		
Opil, (po. 3 20)..... 2 00 2 10	Rapa..... 7 9		
Shilac..... 25 35	Sinapis, Albu..... 8 9		
" Bleached..... 28 33	" Nigra..... 11 12		
Tragacanth..... 30 35	SPIRITUS.		
HERBA—In ounce packages.	Fruentul, W. D. Co..... 2 00 2 50		
Absinthium..... 25	" D. F. R..... 1 75 2 00		
Eupatorium..... 20	Juniperis Co. O. T..... 1 75 1 75		
Lobelia..... 25	Saacharum N. E..... 1 75 2 00		
Majorum..... 28	Spt. Vini Galli..... 1 75 2 00		
Mentha Piperita..... 23	Vini Oporto..... 1 25 2 00		
" Vir..... 25	Vini Albu..... 1 25 2 00		
Rue..... 30	SPONGES.		
Tanacetum, V..... 22	Florida sheeps' wool carriage..... 2 25 2 50		
Thymus, V..... 25	Nassau sheeps' wool carriage..... 2 00		
MAGNESIA.	Velvet extra sheeps' wool carriage..... 1 10		
Calced, Pat..... 55 60	Extra yellow sheeps' carriage..... 85		
Carbonate, Pat..... 20 22	Grass sheeps' wool carriage..... 65		
Carbonate, K. & M..... 20 25	Hard for slate use..... 75		
Carbonate, Jennings..... 35 36	Yellow Reef, for slate use..... 1 40		
OLEUM.	SYRUPS.		
Absinthium..... 3 50 4 00	Acacia..... 50		
Amygdalae, Dulc..... 45 75	Zingiber..... 50		
Amygdalae, Amarae..... 8 00 25 25	Ipecac..... 50		
Anisi..... 1 75 2 15	Ferri Iod..... 50		
Aurant Cortex..... 3 60 3 75	Aurant Cortes..... 50		
Bergamill..... 3 75 4 00	Rhel Arom..... 50		
Cajupiti..... 70 80	Similax Officialis..... 50		
Caryophylli..... 95 100	" Co..... 50		
Cedar..... 35 40	Senega..... 50		
Chenopodii..... @ 65	Scillae..... 50		
Cinnamoni..... 1 15 2 10	" Co..... 50		
Citronella..... @ 45	Tolutan..... 50		
Conium Mac..... 35 40	Pruus virg..... 50		
Copaiba..... 1 20 1 30			

Morpha, S. P. & W..... 1 95 2 20	Seidlitz Mixture..... @ 25	Linseed, boiled..... 38 41
" S. N. Y. Q. &..... 1 85 2 10	Sinapis..... @ 18	Neat's Foot, winter..... 50 60
C. Co..... 1 85 2 10	" opt..... @ 30	strained..... 50 60
Moschus Canton..... @ 40	Snuff, Maccaboy, De..... @ 35	Spirits Turpentine..... 4 1/4 4 6
Myristica, No. 1..... 70 75	Voes..... @ 35	PAINTS. bbl. lb.
Nux Vomica, (po 20)..... @ 10	Snuff, Scotch, De. Voes..... @ 35	Red Venetian..... 1 1/2 2 1/2
Os. Sepia..... 25 28	Soda Boras, (po. 12)..... 11 12	Ochre, yellow Mars..... 1 1/2 2 1/2
Pepsin Saac, H. & P. D..... 25 28	Soda et Potass Tart..... 1 1/2 2 1/2	" Ber..... 1 1/2 2 1/2
Piper Liq, N. C., 1/2 gal..... @ 2 00	Soda Carb..... 1 1/2 2 1/2	Putty, commercial..... 3 1/2 4 1/2
Piper Liq, quarts..... @ 1 00	Soda, Bi-Carb..... @ 5	" strictly pure..... 3 1/2 4 1/2
" pints..... @ 85	Soda, Ash..... 3 1/2 4 1/2	Vermilion Prime Amer..... 1 1/2 2 1/2
Pil Hydrarg, (po. 80)..... @ 50	Soda, Sulphas..... @ 2	ican..... 1 1/2 2 1/2
Piper Nigra, (po. 22)..... @ 1	Spts. Ether Co..... 50 55	Vermilion, English..... 70 75
Piper Alba, (po 25)..... @ 3	" Myrcia Dom..... @ 25	Green, Peninsular..... 70 75
Pix Burgum..... @ 7	" Vini Rect. bbl..... @ 3 00	Lead, red..... 7 2 1/2
Pungul Acet..... 14 15	2 27)..... 2 31 2 41	" white..... 7 2 1/2
Strychnia Crystal..... @ 30	Less 5c gal, cash ten days.....	Whiting, white Span..... @ 70
Sulphur, Subl..... 3 4	Sulphur, Subl..... @ 30	Whiting, Gliders..... @ 30
Talpar, Roll..... 2 1/2 3 1/2	Tamarindis..... 80 10	White, Paris American..... 1 0
Tamarindis..... 80 10	Terebenth Venice..... 28 30	Whiting, Paris Eng..... 1 40
Terebenth Venice..... 28 30	Theobromae..... 45 50	Pioneer Prepared Paint..... 20 21 4
Theobromae..... 45 50	Vanilla..... 9 00 16 00	Swiss Villa Prepared..... 1 00 2 10
Vanilla..... 9 00 16 00	Zinci Sulph..... 7 8	VARNISHES.
Zinci Sulph..... 7 8		No. 1 Turp Coach..... 1 10 2 20
OILS.		Extra Turp..... 1 60 2 10
Whale, winter..... Bbl. Gal		Coach Body..... 2 75 3 00
Lard, extra..... 55 60		No. 1 Turp Furn..... 1 00 2 10
Lard, No. 1..... 45 50		Eutra Turp Damar..... 1 55 2 10
Linseed, pure raw..... 35 38		Japan Dryer, No. 1..... 70 75

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

Drugs & Medicines.
 How to Sleep on the Road.
 From the New York Herald.
 The majority of travelers will tell you that they don't sleep soundly in sleeping cars, that they never felt rested in the morning, and that night railroad trips are an abomination.
 This may all be true, but if they don't sleep well it is often their own fault. Very few people know how to sleep in a sleeping car.
 The secret is this. Sleep with your head toward the engine. By so doing you will not wake up with a headache or spend a restless night.
 When the feet are toward the engine the motion of the train causes the blood to settle in the head, and rest is then out of the question. The porters know this, but only on a few lines will they bother to change ends when making up berths. Insist upon their doing it and you will pass a comfortable night—that is, if you have good health and a clear conscience.

State Board of Pharmacy.
 One Year—Stanley E. Parkhill, Owosso.
 Two Years—Jacob Jesson, Muskegon.
 Three Years—James Vernor, Detroit.
 Four Years—Otmar 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. S. Coleman, Kalamazoo.
 Second Vice-President—Prof. A. B. Prescott, Ann Arbor.
 Third Vice-President—Jas. Vernor, Detroit.
 Secretary—C. A. Bugbee, Cheboygan.
 Treasurer—Wm. Dunton, Detroit.
 Next Meeting—At Ann Arbor, Oct. 20, 21 and 22, 1891.

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

Grand Rapids Drug Clerks' Association.
 President, F. D. Kipp; Secretary, W. C. Smith.

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

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

The Druggists' Fire Insurance Co.
 At the semi-annual meeting of the Board of Directors of the Druggists' Mutual Fire Insurance Company, Secretary Hunt informed them that he had visited Insurance Commissioner Luper, at Harrisburg, and learned that the policyholders of the company were liable to assessment, irrespective of the clause now in their policies waiving such claim. This information led the Board of Directors to direct the Insurance Committee to cancel all outstanding policies and pay back the return premiums on same, and not to accept any business until after the meeting of the National Wholesale Druggists' Association of the United States, which meets this month, at which time there will be a meeting of the members' Executive Committee to decide what action shall be taken.
 In view of the laudable purposes of this company, it is unfortunate that those who were responsible for its organization did not more fully inform themselves of the laws governing the issue of the policies put in circulation, and avoid the trouble incident to cancelling the risks taken.

REMOVAL SALE.
 Having leased other quarters, better adapted for the Drug business, I offer my entire stock of
Holiday and Fancy Goods, Novelties, Toys, Dolls, Games, Albums, Baskets, Books and Stationery, Sporting Goods, Notions,
AND MANY DRUGGISTS' SUNDRIES AT GREATLY REDUCED PRICES.
 A rare chance to buy Fall and Holiday Goods at Bargain Prices. Samples now ready.
 Special prices on all surplus stock before moving. Lease expires November 1st.
Drug Store Shelving and Counters for sale.
Large Wall Cases for sale.
Sample-Trunks for sale.
Small stock Drugs and Fixtures for sale.
 Large corner store for rent until January 1st. Correspondence Invited.

Fred Brundage,
 21 to 27 Terrace St.,
 Muskegon, Michigan,
 Use Tradesman or Superior Coupons.

GROCERIES.

Claims He Does Not Need a License.

DETROIT, Oct. 2.—I have been for a few weeks in correspondence with the State Treasurer's office in reference to a State license. The officials at Lansing have decided that my selling by sample, delivery of goods to be made at some future period for customer's own use, requires me to take out a license for each of my agents, as said goods are not of my own manufacture. I have looked up the matter and have satisfied myself I can do so without paying any license fee; and I have asked the office to make a test case, but they do not take any action, as yet. As this matter concerns not only all merchants who, technically, can not solicit a customer in their own city for trade, I should be glad to have some others' views on the subject. I look upon the statute to apply only to peddlers proper, that is, those who take their goods with them and deliver at the time of sale, and I feel assured that this is the true meaning of the law. The U. S. Supreme Court, in the 120th Report, in the case of Rose Robbins vs. Shelby Taxing District, has held that such statutes and ordinances are void and that Congress alone has the right to regulate the selling by sample anywhere in the United States. Since this decision, there have been many others, involving such questions as the selling of books, shirts, farming utensils and other goods, which have all been decided as not amenable to such laws.

Kindly give this your attention in the interest of those who read your valuable paper. Yours truly,
C. N. AYRES.

Brought the Wrong Crock.

From the Plainwell Enterprise.

She was an oldish woman who came several miles to sell her butter. She had the crock weighed and finally tackled one of the dealers to buy it. The grocer untied the paper and looked in.

"Ma'am" said he, "I don't think I want this. It's away off color, it has an odor that any consumer of butter would regard with suspicion, it is positively sloppy with circular lumps through it and don't taste like good butter. I am afraid your cows have been eating something they should not."

If there is any one thing that will make a woman mad it is criticism of her butter, and this one was no exception.

The dealer finally crept out from behind a barrel and suggested that she look at it herself, which she did. The crock was filled with preserved peaches. And then—why, she blamed her husband for putting the wrong jar in the buggy.

Once Was Enough.

A young gentleman who lately left his home in England, having exhausted his credit, telegraphed to his parents:

"Your son was killed this morning by a falling chimney. What shall we do with the remains?"

In reply a check was sent for £20, with the request, "Bury them." The young gentleman pocketed the money and had an elaborate spree. When in condition for writing he sent his father the following note:

"I have just learned that an infamous scoundrel named Barker sent you a fictitious account of my death, and swindled you out of £20. He also borrowed £10 of me and left the country. I write to inform you that I am still alive, and long to see the parental roof again. I am in somewhat reduced circumstances, the accumulations of the past five years having been lost—a disastrous stock operation—and if you would only spare me £20 I would be very thankful for the favor. Give my love to all."

A few days later the young man received the following dignified letter from his outraged parent:

"My Dear Son—I have buried you once, and that is the end of it. I decline to have any transactions with a ghost."

The Price of Success.

Success presupposes conditions and preparations for it—the energy, self-sacrifice, and self-abnegation which

brings brawn and breadth and dignity, strength and wisdom and skill. We cannot safely jump into success; we are likely to get hurt, and soon fall back disheartened to where we belong. Some try to succeed by jumping into their father's shoes; but these shoes do not fit, and cause the young man to walk so awkwardly he generally makes a fool of himself. Nearly everything of real worth has to be earned. To be appreciated and judiciously appropriated, our possessions must have cost us their value. The very toil and struggle and plodding that bring solid gain bring also the mature experience, thorough discipline, and hard knocks that make up stalwart manhood and permanent success.

**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.

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.

PRODUCE MARKET.

Apples—\$2 per bbl. for choice winter fruit.
Beans—Dry beans are beginning to come in freely, dealers paying \$1.25 for unpicked and country picked and holding at \$1.75 for city picked pea or medium.
Butter—Choice dairy finds ready sale at 20¢ 21c. Factory creamery is held at 25c.
Celery—20c per doz. bunches.
Cabbages—40¢@50c per doz.
Cranberries—Fancy Cape Cod are held at \$7.25 per bbl., with second grade in fair demand at \$6.75. Fancy in crates bring \$2.50.
Cucumbers—Pickling, 15¢@20c per 100.
Eggs—Dealers pay 11¢ for strictly fresh, holding at 18c. There is no call, as yet, for either limed or pickled.
Evaporated Apples—The market is utterly featureless, dealers buying grudgingly at 5¢@6c and holding at 7c.
Grapes—Higher on account of the recent frosts. Concord now command 3¼¢ and Niagara are firm at 4¼¢.
Honey—Dull at 16¢@18 for clean comb.
Onions—Dealers pay 40¢@50c and hold at 50¢@60c, extra fancy commanding about 70c.
Peaches—The market is confined almost wholly to Smocks, which command \$1.50@1.75 per bu. They are large in size, but poor in quality. From present appearances, peaches will continue to come in all the week.
Pears—The Michigan crop is all marketed, but Dutchess from York State are in fair demand at \$6 per bbl.
Peppers—Green \$1 per bushel.
Potatoes—Little doing at about 20¢@25c per bu.
Quinces—\$2.25 per bushel.
Squash—Hubbard, 2c per lb.
Sweet Potatoes—\$2.75 per bbl. for choice Jersey stock.
Tomatoes—The glut of a week ago has disappeared and the late frosts have forced the price up to 40c.

PROVISIONS.

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

PORK IN BARRELS.

Mess, new	11 75
Short cut	13 00
Extra clear pig, short cut	15 00
Extra clear, heavy	14 50
Clear, fat back	14 50
Boston clear, short cut	15 00
Clear back, short cut	14 50
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.

Family	6¼
Com.	6
30 and 50 lb. Tubs	6¼
3 lb. Pails, 20 in a case	7¼
5 lb. Pails, 12 in a case	7¼
10 lb. Pails, 6 in a case	7
20 lb. Pails, 4 in a case	6¼
50 lb. Cans	6¼

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs	7 50
Extra Mess, Chicago packing	7 50
Boneless, rump butts	10 50

SMOKED MEATS—Canned or Plain.

Hams, average 20 lbs	9¼
" " 13 lbs	10
" " 12 to 14 lbs	10¼
" picnic	7¼
" best boneless	9¼
Shoulders	7
Breakfast Bacon, boneless	11
Dried beef, ham prices	9
Long Clears, heavy	8
Briskets, medium	8¼
" light	8¼

New Crop Pickles!

Desirous of extending the sale of my celebrated brands of pickles, I have decided to make a **special price** on same for October shipment, as follows:

Medium, bbls., 30 gals., 1200	\$4 25
Medium, half bbls., 15 gals., 600	2 50
Small, bbls., 30 gals., 2400	4 75
Small, half bbls., 15 gals., 1200	2 75
Gherkins, bbls., 30 gals., 3500	6 00
Gherkins, half bbls., 15 gals., 1700	3 50
Mixed, bbls., 30 gals.	8 00
Mixed, half bbls., 15 gals.	4 50
Chow Chow, bbls., 30 gals.	10 00
Chow Chow, half bbls., 15 gals.	5 50
Large Pickles, 30 gals., 800,	3 75
Large Pickles, 45 gals., 1200,	5 50
Sweet split, half bbls., 15 gals., 700,	3 50
Sweet small, half bbls., 15 gals., 1200	5 50
Sweet gherkins, half bbls., 15 gals., 1700	6 50
Sweet mixed, half bbls., 15 gals.	6 00

Above goods are guaranteed to be first quality and **full count** in every instance. Furthermore, I warrant goods of my manufacture **not to scum**, which is an advantage every grocer will appreciate.

If you have never used my goods, one trial will convince you of their superior quality.

CHAS. W. SHEDD,

Manufacturer of Pickles and Preserves,
Office and Factory, 133 Valley Ave., Grand Rapids.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Bbls.	Palls.	
Standard, per lb.	6½	7¼	
" H. H.	6½	7¼	
" Twist	6½	7¼	
Boston Cream	9¼	8½	
Cut Leaf	7½	8½	
Extra H. H.	7½	8½	

MIXED CANDY.			
	Bbls.	Palls.	
Standard	6½	7¼	
Leader	6½	7¼	
Special	7	8	
Royal	7	8	
Nobby	7½	8½	
Broken	7½	8½	
English Rock	7½	8½	
Conserves	7	8	
Broken Taffy	7½	8½	
Peanut Squares	8	9	
Extra	10	10½	
French Creams	10½	11½	
Valley Creams	13½		

FANCY—In bulk.			
	Bbls.	Palls.	
Lozenges, plain	10½	11¼	
" printed	11	12½	
Chocolate Drops	11	12½	
Chocolate Monumentals	14		
Gum Drops	5	6½	
Moss Drops	8	9	
Sour Drops	8½	9½	
Imperials	10½	11½	

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

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

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

LEMONS.			
Messina, choice, 360	66 50		
" fancy, 360	67 00		
" choice 300			
" fancy 300	67 50		

OTHER FOREIGN FRUITS.			
Figs, Smyrna, new, fancy layers	218		
" " " choice	215		
" " " "	212½		
" Pard, 10-lb. box	2 9		
" 50-lb. " "	2 8		
" Persian, 50-lb. box	2		

NUTS.			
Almonds, Tarragona	216¼		
" Ivaca	216		
" California	214¼		
Brazils, new	2 8		
Filberts	211¼		
Walnuts, Grenoble	214¼		
" Marbot	212		
Chil.	210		
Table Nuts, fancy	214		
" choice	212½		
Pecans, Texas, H. P.	217¼		
Cocoanuts, full sacks	24 25		

PEANUTS.			
Fancy, H. P., Suns	2 5¼		
" " Roasted	7		
Fancy, H. P., Flags	2 5¼		
" " Roasted	7		
Choice, H. P., Extras	2 4¼		
" " Roasted	2 6¼		

HIDES, PELTS and FURS.			
Perkins & Hess pay as follows:			
HIDES.			
Green	3	2 4	
Part Cured		2 5	
Full		2 5½	
Dry	6	2 7	
Kips, green	4	2 5	
" cured	5	2 5¼	
Calfskins, green	4	2 5	
" cured	5	2 6	
Deacon skins	10	2 30	
No. 2 hides ¼ off.			
PEELTS.			
Shearlings	10	2 25	
Lambs	30	2 75	
WOOL.			
Washed		20¢@20	
Unwashed		18¢@20	
MISCELLANEOUS.			
Tallow	3¼	2 4¼	
Grease butter	1	2	
Switches	1¼	2	
Ginseng	2 5¼	2 30	

OILS.			
The Standard Oil Co. quotes as follows, 1 barrels, f. o. b. Grand Rapids:			
Water White		2 8	
Special White		2 7¼	
Michigan Test		2 7½	
Napha		2 7	
Gasoline		2 7¼	
Cylinder		2 7	
Engle		2 21	
Black, Summer		2 8	

Table listing various goods such as Apple Butter, Chicago goods, Axle Grease, Frazer's Wood boxes, Aurora Wood boxes, Diamond Wood boxes, Peerless Wood boxes, Baking Powder, Acme, Telfer's, Arctic, Red Star, Bath Brick, English, Domestic, Arctic, Brooms, Rising Sun, York State, Self Rising, Candles, Hotel, Standard, Wicking, Canned Goods, Fish, Clams, Little Neck, Standard, Cove Oysters, Lobsters, Picnic, Mackerel, Mustard, Columbia River, Alaska, Sardines, American, Imported, Mustard, Trout, Brook, Apples, Santa Cruz, Lusk's, Overland, F. & W., Red, Pitted, White, Erie, Damsons, Gages, Erie, Gooseberries, Common, Pie, Maxwell, Shepard's, California, Domestic, Riverside, Common, Johnson's, Common, Red, Black, Erie.

Table listing various goods such as Strawberries, Lawrence, Hamburg, Erie, Whortleberries, Common, F. & W., Blueberries, Meats, Corned beef, Libby's, Roast beef, Armour's, Potted ham, Tongue, Chicken, Vegetables, Hamburg stringless, French style, Lima, soaked, Lewis Boston Baked, Bay State Baked, World's Fair, Corn, Hamburg, Tiger, Purity, Honey Dew, Peas, Hamburg marrofat, early June, Champion Eng., Hamburg petit pois, fancy sifted, Soaked, Harris standard, Van Camp's Marrofat, Early June, Archer's Early Blossom, French, Mushrooms, French, Pumpkin, Erie, Squash, Hubbard, Succotash, Hamburg, Soaked, Honey Dew, Tomatoes, Van Camp's, No. Collins, Hamburg, Hancock, Gallon, German Sweet, Premium, Pure, Breakfast Cocoa, Cheese, Amboy, Norway, Lenawee, Allegan, Skim, Sap Sago, Edam, Swiss, Domestic, Limburger, Brick, Catsup, Half pint, common, Pint, Quart, Half pint, fancy, Pint, Quart, Clothes pins, 5 gross boxes, Cocoa shells, Bulk, Pound packages, Coffee, Fair, Good, Prime, Golden, Peaberry, Santos, Fair, Good, Prime, Peaberry, Mexican and Guatamala, Fair, Good, Fancy, Maracaibo, Prime, Milled, Interior, Private Growth, Mandehling, Mocha, Imitation, Arabian, Roasted, To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage, Package, McLaughlin's XXXX, Arbuckle's, Durham, Lion, 60 lb. case, Lion, 100 lb. case, 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, Felix.

Table listing various goods such as Hummel's foil, Bulk, Red, Clothes lines, Cotton, 40 ft., 50 ft., 60 ft., 70 ft., 80 ft., Jute, Condensed Milk, Eagle, Crown, Genuine Swiss, American Swiss, Coupon Books, Tradesman 1, Tradesman 5, Superior, Universal, Kenosha Butter, Seymour, Boston, City Soda, Soda, S. Oyster, City Oyster, XXX, Strictly pure, Telfer's Absolute, Grocers, Dried Fruits, Apples, Sundried, Evaporated, California Evaporated, Apricots, Blackberries, Nectarines, Peaches, Pears, sliced, Plums, Prunes, sweet, Turkey, Bosnia, French, Peel, Lemon, Orange, Citron, In drum, In boxes, Currants, Zante, in barrels, in 1/2 bbls, in less quantity, Raising-California, London Layers, 2 cr'n, fancy, Muscatels, 2 crown, 3, Foreign, Valentias, Ondaras, Sultanas, Farina Goods, 100 lb. kegs., Hominy, Grits, Lima Beans, Dried, Macaroni and Vermicelli, Domestic, Imported, Pearl Barley, Kegs., Peas, Green, Split, Sago, German, East India.

Table listing various goods such as Cracked, Wheat, Fish-Salt, Bloaters, Yarmouth, Cod, Whole, Bricks, Strips, Halibut, Smoked, Herring, Scaled, Holland, kegs, Round shore, Mackerel, No. 1, 1/2 bbls, 90 lbs., No. 1, kits, 10 lbs., Family, 1/2 bbls, 100 lbs., Fancy, Pollock, Sardines, Russian, Trout, No. 1, 1/2 bbls, 100 lbs., No. 1, kits, 10 lbs., Whitefish, No. 1, 1/2 bbls, 100 lbs., Family, 1/2 bbls, 100 lbs., Kits, 10 lbs., Playing Extracts, Jennings' D.C., Lemon, Vanilla, 2 oz folding box, 3 oz, 4 oz, 6 oz, 8 oz, Gun Powder, Kegs, Half kegs, Herbs, Chicago goods, Lamp Wicks, No. 1, No. 2, Licorice, Scotch, Calabria, Sicily, Lye, Condensed, Lye, Matches, No. 9 sulphur, Anchor parlor, No. 2 home, Export parlor, Mince Meat, 3 or 6 doz. in case per doz., Molasses, Blackstrap, Sugar house, Cuba Baking, Ordinary, Porto Rico, Prime, Fancy, New Orleans, Fair, Good, Extra good, Choice, Fancy, One-half barrels, 3c extra, Oatmeal, Barrels 200, Half barrels 100, Rolled Oats, Barrels 180, Half bbls 90, Pickles, Barrels, 1,200 count, Half barrels, 600 count, Small, Barrels, 2,400 count, Half barrels, 1,200 count, Pipes, Clay No. 216, T. D. full count, Cob, No. 3, Rice, Carolina head, No. 1, No. 2, Broken, Imported, Japan, No. 1, No. 2, Java, Patna, Root Beer, Williams' Extract, 25 cent size, 3 dozen, Sapolio, Kitchen, 3 doz. in box, Hand, Spices, Allspice, Cassia, China in mats, Batavia in bund, Saigon in rolls, Cloves, Amboyna, Zanzibar, Mace Batavia.

Table listing various goods such as Nutmegs, fancy, No. 1, No. 2, Pepper, Singapore, black, white, shot, Pure Ground in Bulk, Allspice, Cassia, Batavia, Saigon, Cloves, Amboyna, Zanzibar, Ginger, African, Cochin, Jamaica, Mace Batavia, Eng. and Trieste, Trieste, Nutmegs, No. 2, Pepper, Singapore, black, white, Cayenne, Sage, Absolute in Packages, Allspice, Cinnamon, Cloves, L. & W., Here It Is, Old Style, Jolly Tar, Hiawatha, Valley City, Sugar, Cut Leaf, Cubes, Powdered, Granulated, Confectioners' A, Soft A, White Extra C, Extra C, Yellow, Less than 100 lbs. advance, Starch, Corn, 20-lb boxes, 40-lb, Gloss, 1-lb packages, 3-lb, 6-lb, 40 and 50 lb. boxes, Barrels, Snuff, Scotch, in bladders, Maccaboy, in jars, French Rappee, in Jars, Soda, Boxes, Kegs, English, Sal Soda, Granulated, boxes, Seeds, Mixed bird, Caraway, Canary, Hemp, Anise, Rape, Mustard, Salt, Diamond Crystal, 100 3-lb. sacks, 60 5-lb., 28 10-lb. sacks, 20 14-lb., 24 3-lb. cases, 56 lb. dairy in linen bags, 28 lb., Warsaw, 56 lb. dairy in linen bags, 28 lb., Ashton, 56 lb. dairy bags, Higgins, 56 lb. dairy bags, Solar Rock, 56 lb. sacks, Saginaw and Manistee, Common Fine per bbl., Saleratus, Church's, Arm & Hammer, Dwight's Cow, Taylor's Cap Sheaf, pure, Golden Harvest, Strups, Corn, Barrels, Pure Cane, Fair, Good, Choice, Sweet Goods, Ginger Snaps, Sugar Creams, Frosted Creams, Graham Crackers, Oatmeal Crackers, Teas, Japan-Regular, Fair, Good, Choice, Choicest, Dust, Sun Cured, Fair, Good, Choice, Choicest, Dust, Basket Pired, Fair, Choice, Choicest, Extra choice, wire leaf, gunpowder, Common to fair, Extra fine to finest, Choicest fancy, Oolong, Common to fair, Superior to fine, Fine to choicest.

Table listing various goods such as Imperial, Common to fair, Superior to fine, Young Hyson, Common to fair, Superior to fine, English Breakfast, Fair, Choice, Best, Tobacco, Pails unless otherwise noted, Hiawatha, Sweet Cuba, McGinty, Little Darling, 1791, 1891, Valley City, Dandy Jim, Tornado, Plug, Searhead, Joker, L. & W., Here It Is, Old Style, Jolly Tar, Hiawatha, Valley City, Jas. G. Butler & Co's Brands, Something Good, Toss Up, Out of Sight, Smoking, Boss, Colonel's Choice, Warpath, Banner, King Bee, Kiln Dried, Nigger Head, Honey Dew, Gold Block, Peerless, Rob Roy, Uncle Sam, Tom and Jerry, Brier Pipe, Yum Yum, Red Clover, Navy, Handmade, Frosted, Vinegar, 40 gr., 50 gr., \$1 for barrel, Wet Mustard, Bulk, per gal., Beer mug, 2 doz in case, Tea-Compressed, Fermentum per doz. cakes, Paper and Woodware, The G. R. Paper Co. quotes as follows: Paper, Straw, Rockfalls, Rag sugar, Hardware, Bakers, Dry Goods, Jute Manila, Red Express, Twines, 40 Cotton, Cotton, No. 1, No. 2, No. 3, No. 4, No. 5, No. 6, No. 7, No. 8, No. 9, No. 10, No. 11, No. 12, No. 13, No. 14, No. 15, No. 16, No. 17, No. 18, No. 19, No. 20, No. 21, No. 22, No. 23, No. 24, No. 25, No. 26, No. 27, No. 28, No. 29, No. 30, No. 31, No. 32, No. 33, No. 34, No. 35, No. 36, No. 37, No. 38, No. 39, No. 40, No. 41, No. 42, No. 43, No. 44, No. 45, No. 46, No. 47, No. 48, No. 49, No. 50, No. 51, No. 52, No. 53, No. 54, No. 55, No. 56, No. 57, No. 58, No. 59, No. 60, No. 61, No. 62, No. 63, No. 64, No. 65, No. 66, No. 67, No. 68, No. 69, No. 70, No. 71, No. 72, No. 73, No. 74, No. 75, No. 76, No. 77, No. 78, No. 79, No. 80, No. 81, No. 82, No. 83, No. 84, No. 85, No. 86, No. 87, No. 88, No. 89, No. 90, No. 91, No. 92, No. 93, No. 94, No. 95, No. 96, No. 97, No. 98, No. 99, No. 100.

LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN

Blackmail was an involuntary impost submitted to in the first half of the eighteenth century, by the people of the Highlands and of parts of the Lowlands bordering on the Highlands, as a kind of compromise with robbers. The districts in question, being then in an extremely barbarous state, enjoyed but an imperfect protection from the law. Owing to these circumstances, the political and social condition of the people was crude and theft and robbery was not then regarded in the Highlands as they are now. Certain it is that men of good standing gave a certain degree of protection to notorious cattle-lifters. In this condition of things, a class of men appeared who professed to take upon themselves the duty of protecting the property of individuals, on the payment by them of a percentage on their rents, generally 4 per cent. They were not low men who did so; nearly all of them had good Highland pedigrees and passed, externally, as honorable persons, though there was only too great reason to suspect that they encouraged and profited by robberies, in order to make the blackmail a necessity. After the middle of the eighteenth century, the laws were vigorously enforced in the Highlands, and blackmail ceased to be heard of.

A law dictionary lying on my desk, gives the definition of blackmail as "An illegal extortion of money by threats of exposure." This definition is certainly stronger than is warranted by the facts pertaining to the origin of the term, which was brought about as follows:

The celebrated Robert McGregor, *alias* Rob Roy, was engaged quite extensively in the raising of black cattle for the English market in the Highlands of Scotland, at the time above referred to. Owing to constantly increasing depredations made on his herds by the cattle-lifters, he was compelled to organize and maintain an armed force for their protection. This quite naturally led other cattle raisers, who were too weak to maintain guards of their own, to appeal to Rob Roy for protection, also. This was promptly granted and a reasonable fee was charged for the assured protection. This fee was called "blackmail" and McGregor was the first so-called "blackmailer." True, the people paid this blackmailing tax involuntarily—not because the originator forcibly extorted it, but because the exigencies of the case made it absolutely necessary. The law being inoperative, the alternative would have meant certain destruction. Such is the origin of blackmail; but there is no doubt that evil disposed persons took advantage of the situation and winked at the theft and robbery for the purpose of being better able to extort blackmail.

It is not in view of its legal definition that I make use of the term blackmail in this connection, or under this head; but in view, rather, of the common and broader idea which prevails—that any attempt to get money, or money's worth, by bringing any pressure to bear, directly or indirectly, upon the mind of any person, whereby that person is led expressly or impliedly to believe that he or she will suffer loss or inconvenience, if the demand or request be not granted or complied with, is an attempt at blackmail of the most dastardly kind. It is like that species of theft where the operator lacks the courage to meet his vic-

tim face to face, and look him steadily in the eye and make known his wants, but cowardly operates within the letter of the law and gauges every act, not by the standard of right and wrong, but by the handcuff limit. If I write plainly on this subject, it is because I have lived many years behind the counter and have felt the baneful and pernicious effect of this everlasting Give! give! give! or take the consequences which an exacting—yes, an extorting—public takes such fiendish delight in practicing upon all storekeepers who set up for a share of its patronage. I have not only felt its effect myself, but I have witnessed its effect upon others. I have known honorable, liberal and sensitive natures to be so "played upon" by a rapacious and conscienceless public that private resources could not stand the strain and bankruptcy and ruin was the inevitable result.

With the foregoing explanation, the reader will readily understand just what I mean when I assert that "life behind the counter is the favorite fishing ground of a blackmailing public." When a man steps into the ranks as a merchant, he becomes a servant of the public, self-constituted, and he undertakes, voluntarily, to serve the public in the capacity of a supply distributing agent. The merchant, of course, understands that the public, not having expressly employed him to perform this service, is under no obligation to support him. He knows right well, however, that the field is an inviting one; that he has a perfect right to enter in and compete for patronage; and that if he does so, and offers the public efficient service and good value for its money, he has a right to demand and expect a reasonable share of patronage. More than the following, the public has no right to demand of any man: (1) that he be a good moral citizen; (2) that he be honorable, courteous and gentlemanly in business intercourse; (3) that he give the public the best possible value for the money and be content with a reasonable margin of profit.

But what are the facts in the case? We find this same public arrogating to itself the right to barter away its favors for gain and sell its patronage to the highest bidder. We find it wickedly and cruelly exercising this arrogated right in bleeding its servants, the retailers, and when it can no longer draw blood from its devitalized victim, it turns the cold shoulder upon him and bestows its smiles upon some other fellow where the picking is more promising. It assumes the functions of the Czar of all the Russias and sends many a hapless merchant to the dismal mines of bankruptcy for expressing his political or religious opinions too freely. It lays a heavy tribute upon the retail fraternity, and a neglect or refusal to pay it means ostracism, or banishment, to the icy regions of cold neglect—and every retail merchant knows, feels and understands this to be a fact.

The cattle raiser up in the Highlands knew that, in order to succeed in his business, he must secure Rob Roy's protection; and to secure the protection, he must pay a reasonable tribute, which amounted to 4 per cent. of his rental. Now, this was said to be blackmail, pure and simple, and, if so, it is an insult to the memory of Rob Roy to use the term "blackmail" as descriptive of the man-

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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.

ner in which the great public treats the men who live behind the counter. The merchant knows that, in order to succeed, he must have the patronage of the public. Unlike the cattle raiser as to Rob Roy's protection, the merchant has a right to his share of public patronage, without paying tribute of any kind. The thing the public is guilty of is worse than the original blackmail; but for the sake of allowing it to pass current as a simple case of blackmail, I will assume that the public has a right to demand tribute of a merchant for granting him its patronage; but it must be a reasonable one. What merchant in Michigan would not be only too glad to compromise with the public on a 4 per cent. basis? Suppose the average country merchant was paying an average rental of \$200, the tribute would be only \$8. Departed shade of the clan McGregor! Would that the great American public in this year of our Lord, 1891, blackmail every struggling retail merchant in the land, and be guided by the same spirit that animated the first blackmailer! Why, the 4 per cent. wouldn't pay the first installment of our subscription to the Wah Daddy Yah-Kah-Hoots Mission Circle—and there are three of them every year. The membership of the Wah Daddy Yah-Kah-Hoots Circle is composed of the prettiest girls in town and their patronage is of the least value and costs the most of any other patronage that the merchant possesses. The Wah Daddy Yah-Kah-Hoots costs the merchant about \$20 for every one he receives in return; and yet he cannot afford (dear as it is) to permit some other competitor to bask in the sunshine of the smiles of these pretty girls and enjoy the tone which their patronage gives. The modern Christian church, of which this Wah Daddy Yah-Kah-Hoots Mission Circle is one of the innumerable side issues, is as breachy and unruly as its predecessor. It breaks out of its legitimate "turn the other cheek, also," enclosure, and trespasses on worldly grounds by wringing the retail merchant's nose for all there is in it. I verily believe it would require a hundred articles, as long as this, to fully describe the infinite variety of blackmailing schemes (I use the term according to its literal, and not its legal, meaning) that the Christian church has always made use of almost from its inception, and is now making use of, to extort money from the merchants under an implied threat of inflicting punishment in case of refusal. It may be that the guilty parties are not conscious of the injury they are doing, the suffering they are causing, or the injustice they are committing; but there are thousands of careworn men who are struggling for a livelihood behind the counter all over our beautiful State who, when they read this article, will exclaim with me, "True, too true. We have felt this injustice and suffered these injuries many times."

Political parties, through their acting committees, have also always made use of the merchant as a pump handle for pumping up "tips" to aid in the dissemination of campaign lies and the hoisting of some ringster into office. To such an extent has this system of political blackmailing been carried on in this country, that in some of our cities it is impossible to get an appointive office, or get nominated for an elective office, without "coughing up" an advance of one-half of all that can be ground out of it.

In addition to the old thumb-screws, another has recently been brought into existence which is giving the mercantile fraternity any amount of trouble. I refer to the rapidly increasing labor unions, whose blackmailing schemes do not always bear the stamp of strict legality, but they are more admirable, nevertheless, because they are more courageous and open. If a committee from a labor union wait upon a merchant and politely request him to stop buying the products of a certain factory on account of a boycott having been declared against it, and at the same time giving the merchant *expressly to understand* that if he refuse to comply with the request, the local unions will declare a boycott against his business, it is an *illegal* act, and shows, moreover, the wonderful load of pure gall that human beings are capable of carrying around with them. Every member of such committee is a criminal in the eyes of the law and deserves the contempt of every honest man; yet hundreds of men who claim to be respectable and mean to live honest lives put themselves on a level with criminals by countenancing such methods and maintaining their connection with labor unions whose foundations are laid on the boycott, strike and other infamous and illegal weapons.

Little less deplorable are the legal acts which embrace implied threats to injure in case of a refusal to comply with expressly made requests. For instance (and this is a leaf torn out of my own experience), at a village election there were two tickets in the field, People's, and Prohibition. The issue was made to hinge on the regulation of the amount of the license bonds; the prohibitionists wanting it fixed at \$6,000, and the people at \$4,000. It was thoroughly discussed and the people voted accordingly. The People's ticket won by an overwhelming majority. After the election, the president of the W. C. T. U. drafted a petition to the newly-elected village board, praying that they would fix the bonds at \$6,000, and circulated it among the business men. She called at my store, in company with another leading member of the society, and solicited my signature to the petition. I told them that the people had just decided the question at the polls according to their wishes, and that, as an honest man, I could not ask the newly-elected board to betray the trust that the people had reposed in them and act contrary to their wishes, so recently expressed. I saw on that paper the names of pretty much every business man on the street, some of whom afterwards told me that they considered it an outrage; but they were afraid of that species of blackmail. I refused to sign the paper, and what was the result? I was boycotted by this society, and the president, although a member of my own church, never spoke to me afterwards. This happened in our own State, not many years ago, and although perfectly legal and containing no express threat, and making no demand for money, I brand it, and all others of like nature, the meanest, most cowardly, and most injurious—because the most powerful—species of modern blackmail which ever darkened life behind the counter.

E. A. OWEN.

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

The Largest Stock of

Ladies', Misses', Children's and Infants'

-CLOAKS-

ever seen under one roof is at

MORSE'S

Cor. Monroe & Spring Sts.

Siegel's Cloak Department

Send for our Price List.

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

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

GOOD YEAST IS INDISPENSABLE.

FLEISCHMANN & CO.

UNDER THEIR Yellow Label OFFER THE Best!

CITY OFFICE:
26 Fountain St.

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

SEND FOR SAMPLE

— OF OUR —

Imitation Linen Envelopes

One Size only, 3½ x 6.

Price printed, 500, \$1 50
1,000, 2 50
2,000, 2 25 per M.
5,000, 2 00 "

The Tradesman Company,

Grand Rapids.

THE MICHIGAN TRADESMAN.

Profit in Quick Payments.

The question "Are quick payments profitable?" can only be answered in one way. They certainly are, both to the buyer and to the seller. For the buyer a saving of interest, at a high rate easy to be calculated, and for the seller a prompt settlement of the account. This cancels the risk, besides giving him ready money to use in his business. The interesting part of the question is, however, not whether such payments are profitable, but why we do not find more firms taking advantage of them. This opens up nearly the whole of the very large subject of general credits, if not of the conduct of business. At the present time, I will undertake to discuss only that part of the subject which concerns the reasons why discounts are not more often taken, rather than what is to be gained by so doing.

This, as hinted above, carries with it the discussion of methods of business. Lack of capital is, perhaps, more often assigned as a reason for inability to discount one's purchases than anything else, and this, to the man who sees no way of increasing his capital, appears an insuperable difficulty. Those persons, however, who have had the pleasure of seeing a large business grow under their hands from very small beginnings, have learned that there are other ways to practically increase capital without actually having ready cash put in from outside sources. This is, perhaps, the portion of the subject which will prove, if not the most interesting, certainly the most valuable to the ordinary retail merchant. Good collecting—the calling in of funds which have for a long time been locked up in outstanding accounts, perhaps some of them being due from what the merchant is in the habit of considering the best class of trade, and which he fears to make much of an effort to collect from, owing to the danger of incurring ill-will and perhaps losing patronage—good collecting, I repeat, is essential. He should remember that there is no money made on the sale until the account is paid, and that over it stands an interest charge which slowly but surely eats up the profit. Often in this best class of accounts are found those which for one reason or another drop into the lower class, and a fair proportion of them are never paid at all. The nearer the seller who has not an unlimited cash capital can arrange to do a strictly cash business himself, the more possible it will be for him to do his buying for cash.

Another method of increasing the ready capital at one's command is by turning old stock into cash. There are few stores, if any, in which goods do not accumulate which are not easy to sell. Changes of styles, broken assortment, to say nothing of actual mistakes in buying, all contribute to this end. A certain amount of stock must necessarily be carried, but no matter how carefully this part of the business is looked after, there are accumulated goods which originally cost money, but which it is hard to again turn into it. Every dollar of such stock that is sold furnishes the merchant with a dollar with which to buy goods which can be turned in a short time, thus giving him the cash with which to discount new purchases. Another cell in which is locked up many a good dollar is that of too large a stock. In these days when most of the business is done by traveling salesmen, who are selected in the main simply for their ability to sell the most goods, it is not always easy to confine one's purchases within the limit originally dictated by the best judgment. Added to this is the demand which every storekeeper has often had from people coming in every day and asking for an article which he has not on his shelves. It is easy at such times to think that if the wished-for article were only in his store, an easy sale and sure profit might have been made. Everyone of our most successful business men have, however, learned that there are some sales which it is more profitable to lose than to make, very largely because the profit on an occasional transaction is more than compensated for by the interest on the stock of goods which he would be compelled

to carry, and from which he would sell only at rare intervals.

These are only a few of the many methods of increasing an active capital which will suggest themselves to the mind of a man who gives the matter careful thought. The reward which comes to the merchant who conducts his business on a cash basis is so ample that it should stimulate an intelligent effort on the part of those who have heretofore thought it impossible to accomplish.

Country Callers.

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

- Geo. M. D. Clement, Wexford.
- G. P. Stark, Cascade.
- G. L. Fenton, Kingsley.
- Arthur Mulholland, Ashton.
- L. C. Granger, Charlotte.
- I. J. Quick, Allendale.
- M. B. Pincomb, Big Rapids.
- J. C. Benbow, Springdale.
- G. A. Estes, Tustin.
- H. E. Parmelee, Hilliards.
- C. F. Walker, Glen Arbor.
- Ball & McLean, Stanton.
- White & Fairchild, Boyne City.
- G. A. Blackman, Prairieville.
- F. Danelson, Muskegon.
- R. D. McNaughton, Coopersville.
- Hughston & Read, McBain.
- Campbell Bros., Schoolcraft.
- Geo. S. Curtis, Edgerton.
- J. McKelvey, Maple Grove.
- John Hoomrich, No. Dorr.
- Amberg & Murphy, Battle Creek.
- J. V. Crandall, Sand Lake.
- E. S. Houghtaling, Hart.
- A. Burton & Co., Hesperia.
- H. B. Gibson, Elm Hall.
- Miss C. Addis, Rockford.
- Geo. E. Marvin, Clarksville.

Recent Hotel Changes.

O. A. Elliott has resumed the position of landlord at the Elliott House, Ludington.

Capt. Read, late of the Forest City House, Frankfort, succeeds Landlord Snow at the Snow House, Ludington.

C. W. Corning, who travels for a New York house, has leased the Bennett House, Galesburg. Frank D. Green will continue as clerk.

Use Tradesman Coupon Books.

POULTRY.

Local dealers pay as follows for dressed fowls:

Spring chickens	10	@11
Fall chickens	8	@9
Turkeys	10	@11
Spring ducks	10	@12
Fall ducks	9	@10
Geese	7	@8

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass	4	@ 6 1/2
" hind quarters	5 1/2	@ 6 1/2
" fore "	3	@ 3 1/2
" loins, No. 3	8 1/2	@ 9
" ribs	7	@ 7 1/2
" rounds	5	@ 5 1/2
" tongues	5	@ 5 1/2
Bologna	5	@ 5
Pork loins	9	@ 9
" shoulders	6 1/2	@ 6 1/2
Sausage, blood or head	5	@ 5
" liver	5	@ 5
" Frankfort	7 1/2	@ 7 1/2
Mutton	6	@ 7
Veal	6 1/2	@ 7

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.

Whitefish	@ 8
Trout	@ 8
Halibut	@ 15
Ciscoes	@ 5
Flounders	@ 9
Bluefish	@ 10
Mackerel	@ 25
Cod	@ 12
California salmon	@ 13

OYSTERS—Bulk.

Standards, per gal.	\$1 10
Selects,	1 75

OYSTERS—CANS.

Fairhaven Counts	@ 35
F. J. D. Selects	@ 30
Selects	@ 23
F. J. D.	@ 23
Anchor	@ 20
Standards	@ 15
Favorites	@ 15

SHELL GOODS.

Oysters, per 100	1 25
Clams, "	75

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.	

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. BIGGGS, Gen'l Agent, 85 Monroe St. G. S. HAWKINS, Ticket Agent, Union Depot. GEO. W. MUNSON, Union Ticket Office, 67 Monroe St. O. W. RUGGLES, G. P. & T. Agent, Chicago.

TIME TABLE NOW IN EFFECT.

EASTWARD.				
Trains Leave	+No. 14	+No. 16	+No. 18	+No. 28
G'd Rapids, Lv	6:50am	1:20am	3:45pm	10:55pm
Ionia, Ar	7:45am	11:25am	4:52pm	12:37am
St. Johns, Ar	8:25am	12:17am	5:40pm	1:55am
Owosso, Ar	9:15am	1:30pm	6:40pm	3:15am
E. Saginaw, Ar	11:05am	3:00pm	8:45pm	5:30am
Bay City, Ar	11:55am	3:45pm	9:35pm	6:15am
Flint, Ar	11:10am	3:40pm	8:00pm	5:40am
Pt. Huron, Ar	3:05pm	6:00pm	10:30pm	7:35am
Pontiac, Ar	10:57am	3:05pm	8:55pm	5:50am
Detroit, Ar	11:51am	4:05pm	9:50pm	7:00am

WESTWARD.				
Trains Leave	*No. 81	+No. 11	+No. 13	+No. 15
G'd Rapids, Lv	7:05am	1:00pm	5:10pm	10:30pm
G'd Haven, Ar	8:50am	2:15pm	6:15pm	11:30pm
Milwaukee Str	9:05am	3:00pm	6:45am	6:45am
Chicago Str.	9:10am	3:05pm	6:00am	6:00am

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

CHICAGO & WEST MICHIGAN RY.

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

DEPART FOR			
	A. M.	P. M.	P. M.
Detroit	7:50	11:00	6:25
Lansing	7:50	11:00	6:25
Howell	7:50	11:00	6:25
Lowell	7:50	11:00	6:25
Alma	7:05	14:30	6:25
St. Louis	7:05	14:30	6:25
Saginaw City	7:05	14:30	6:25

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.

Arrive from Leave going		
South.	South.	
For Saginaw & Traverse City	5:15 a.m.	7:05 a.m.
For Traverse City & Mackinaw	9:20 a.m.	11:30 a.m.
For Saginaw and Cadillac	2:15 p.m.	4:30 p.m.
For Petoskey & Mackinaw	3:50 p.m.	10:30 p.m.
Trains arriving at 9:20 daily; all other trains daily except Sunday.		

TRAINS GOING SOUTH.

Arrive from Leave going		
South.	South.	
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	10:40 p.m.	11:05 p.m.
From Saginaw	10:40 p.m.	10:40 p.m.
Trains leaving at 6:00 p. m. and 11:05 p. m. run daily; all other trains daily except Sunday.		

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave.	From Muskegon—Arrive.
7:00 a.m.	10:10 a.m.
11:25 a.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. 11:05 p.m. train.—Wagner Sleeping Car Grand Rapids to Chicago.

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.			
11:35 p.m. train daily, through Wagner Sleeping Car.			
Lv Chicago	7:05 a.m.	3:10 p.m.	10:10 p.m.
Ar Grand Rapids	2:15 p.m.	8:50 p.m.	6:15 a.m.
3:10 p.m. through Wagner Parlor Car.			
10:10 p.m. 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 Electrotyping Co.,
ELECTROTYPERS
AND
STEREOTYPERS
6 and 8 Erie St., GRAND RAPIDS.

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

WANTED.
POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce. If you have any of the above goods to ship, or anything in the Produce line, let us hear from you. Liberal cash advances made when desired.
EARL BROS., COMMISSION MERCHANTS
157 South Water St., CHICAGO.
Reference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADESMAN, Grand Rapids.

ANYTHING

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

TOO LATE

That he has allowed his money to leak away.

-Money- Won't take care of Itself.

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

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

Coupon Systems

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

For Samples and Price List, address

THE TRADESMAN COMPANY

GRAND RAPIDS, MICH.

C. A. LAMB.

F. J. LAMB.

C. A. LAMB & CO.,

WHOLESALE AND COMMISSION

Foreign and Domestic Fruits and Produce.

84 and 86 South Division St.

Bolts Wanted!

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

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

J. W. FOX, Grand Rapids, Mich.



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

Correspondence solicited.

81 SOUTH DIVISION ST., GRAND RAPIDS.

P. & B. OYSTERS!

The *Oyster Season* is now well opened and we are "in the swim," as usual. We put up good goods and sell them right, and **we want your trade.** Having once secured it, we will endeavor by all honorable means and methods to retain it. Send us your orders.

THE PUTNAM CANDY CO.

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.

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.

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

\$100 GIVEN AWAY

To the Smokers of the
PRINCE RUDOLPH CIGARS.

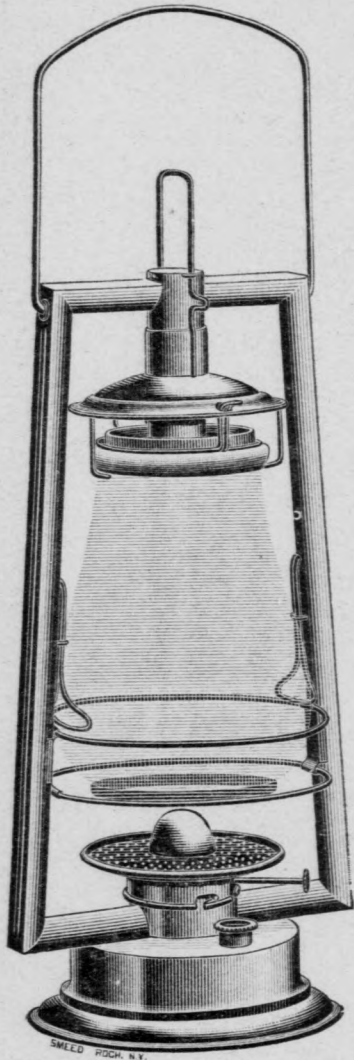
To the person guessing the nearest to the number of Imps that will appear in a series of cuts in the Evening News, cuts not to exceed 100, 1st Cash Prize, \$50; 2d, \$25; 3d, 15; 4th, \$10. Guess slips to be had with every 25c. worth of PRINCE RUDOLPH CIGARS. Sold Everywhere. Up to date there has been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

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

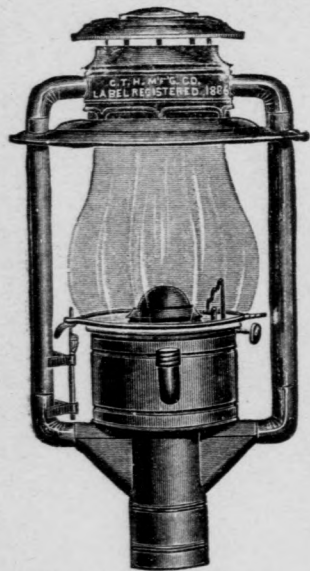
H. LEONARD & SONS,

GRAND RAPIDS, MICH.

Tear this sheet off and keep in sight. You will want to know where the most durable and most satisfactory Lanterns in the world can be obtained.



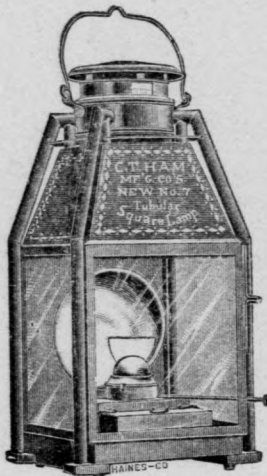
No. 1 Side Spring Lantern. With top lift, locked plate and burner with guard.
1 doz. in box, \$4.50 per doz.



No. 9 Globe Street Lamp.
The most popular outside lamp made in the world. Used everywhere and never fails to give satisfaction. Has automatic extinguisher in each lamp. Celebrated wind break found in no other, making it impossible for the wind to extinguish the flame. \$4 Special prices to cities wanting a quantity. No. 9 Globe hanging lamp for mills, etc., same price.



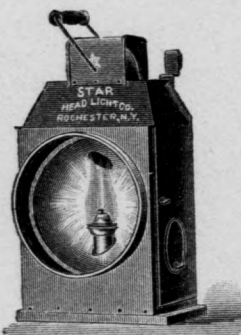
No. 12 Tubular Side Reflector Lamp.
1 1/2 inch wick, 6 in. side reflector. Will not smoke or blow out in the wind. Filled, lighted and trimmed without removing globe. \$2.34 each.



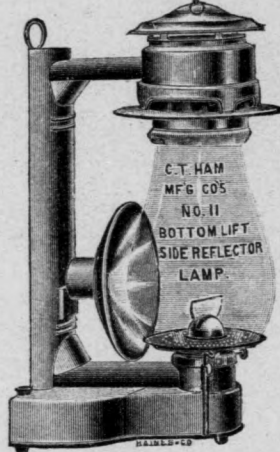
No. 6 New Tubular Square Lamp.
With 6 in. silvered reflector and 1 in. wick. Inextinguishable. Gives a light equal to strongest gas jet and will not smoke. \$3.50 each. One lamp in box.



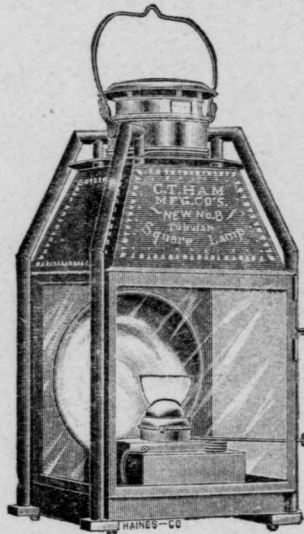
No. 5 Triangular Tubular Lamp.
An elegant side lamp suitable for bridges, stables, mills, packing-houses, railroad stations, summer resorts, large halls, etc. 1 1/2 in. wick, 10 in. reflector. Made of heaviest material and will not smoke or blow out. \$5.50 each. One lamp in box.



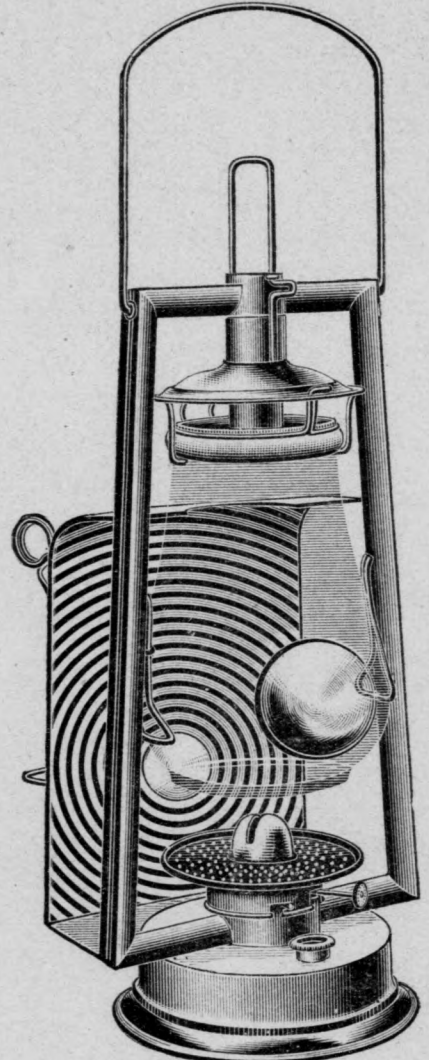
Ham's 10-in. Square Headlight.
Genuine parabolic reflector for mills, railroads, motors or any purpose. \$15 each. Special prices in lots for railroads. One in box.



No. 11 Tubular Side Reflector Lamp.
No. 1 burner, 5 inch silver reflector. These lamps have patent wind break used on our street lamps and will not blow out. \$1.84.



No. 7 New Tubular Square Lamp.
1 1/4 in. wick. Patent wind break so that it will not blow out in the strongest gales. Wicks regulated from outside. Gives the most powerful light known in a square lantern. No chimney. \$4.75 each. One lamp in a box.



No. Japanned Dash Lamp or Lantern.
With top lift, locked plate and burner. Has the most powerful reflector ever placed on a lantern and positively will not blow out in any wind. Being blue japanned is an attractive easy seller. With bulls-eye globe, per doz., \$8 00 With plain globe, 7 50 One-half dozen in box.



"Gem" Brass Lantern.
For ladies or gentlemen. The only small neat lantern known that may be depended upon in the wind. A trial of this will insure satisfaction. \$8.50 per doz. 1/4 doz. in box.



No. 10 Improved Square Tubular Street Lamp.
Positively will not freeze in cold weather, smoke or blow out in the hardest winds. The automatic extinguisher allows the lamp to go out of itself at any number of hours desired. \$5.50 each. One in box.

Send for complete Lamp Catalogue!

Have you got our Catalogue No. 105?

No charge for package by the box.