

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

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.

LEMON & WHEELER COMPANY,
IMPORTERS AND
Wholesale Grocers
GRAND RAPIDS.

RINDGE, BERTSCH & CO.,
Manufacturers and Jobbers of Boots and Shoes.



Our fall lines are now complete in every department.

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

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

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

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

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

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

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OYSTERS

SALT FISH

POULTRY & GAME

Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED.

STANDARD OIL CO.,

GRAND RAPIDS, MICH.

Dealers in Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

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BULK STATIONS AT

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

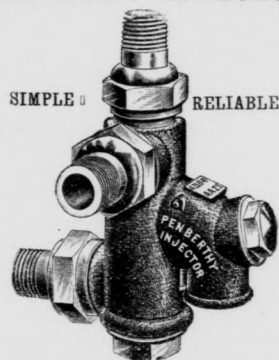
MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 4, 1891.

NO. 424

PENBERTHY INJECTORS.



The Most Perfect Automatic Injector Made.
42,000 in actual operation. Manufactured by
PENBERTHY INJECTOR CO.,
DETROIT, MICH.

J. L. Strelitsky,

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Including the following celebrated brands manufactured by the well-known house of Glaser, Frame & Co.:

Vindex, long Havana filler	\$35
Three Medals, long Havana filler	35
Elk's Choice, Havana filler and binder	55
La Flor de Alfonso	55
La Doncella de Morera	65
La Ideal, 25 in a box	55

Also fine line Key West goods at rock bottom prices. All favorite brands of Cheroots kept in stock.

10 So. Ionia St., Grand Rapids.

Our Complete Fall Line of

Holiday and

Fancy Goods

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

EATON, LYON & CO.,

20 & 22 Monroe St.,

GRAND RAPIDS, - - MICH.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

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

IT WILL PAY YOU
To Buy **ALLEN B. WRISLEY'S**
GOOD CHEER SOAP.
Leading Wholesale Grocers keep it.

Voigt, Herpolsheimer & Co.,

WHOLESALE

Dry Goods, Carpets & Cloaks.

We Make a Specialty of Blankets, Quilts & Live Geese Feathers.

Overalls of our own Manufacture.

Mackinaw Shirts and Lumbermen's Socks.

Voigt, Herpolsheimer & Co.,

48, 50 and 52 Ottawa St.

GRAND RAPIDS, - - MICH.

THOS. E. WYKES,

WHOLESALE

Lime, Cement, Stucco, Hair, Fire Brick, Fire Clay, Lath, Wood, Hay, Grain, Oil Meal, Clover and Timothy Seed.

Corner Wealthy Ave. and Ionia St. on M. C. R. R. Write for prices.

PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,

Capital, \$100,000. Liability, \$100,000

Depositors' Security, \$200,000.

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

OYSTERS

We quote:

Solid Brand Oysters.	
Selects..... 25	E. F..... 22
Standards..... 20	

Daisy Brand Oysters.	
Selects..... 23	Standards..... 18
Favorites..... 16	

Our Favorite Brand.

Mrs. Withy's Home-made Mince-Meat.	
Large bbls..... 6	Half bbls..... 6 1/2
40 lb. pails..... 6 1/2	20 lb. pails..... 6 1/2
10 lb. pails..... 7	
2 lb. cans, (usual weight).....	\$1.50 per doz.
5 lb. ".....	\$3.50 per doz.
Choice Dairy Butter.....	19
Eggs.....	21
Pure Sweet Cider, in bbls.,.....	15 1/2 bbl. 16
Pure Cider Vinegar.....	10
Will pay 40 cents each for Molasses half bbls.	
Above prices are made low to bid for trade.	
Let your orders come.	

EDWIN FALLAS & SON,
Valley City Cold Storage.

THE
Grand Rapids FIRE
INS. CO.

PROMPT, CONSERVATIVE, SAFE.
S. F. ASPINWALL, Pres't.

W. FRED McEAIN, Sec'y.

LATE ROSES.

The flowers grew fine and fair under the care of the old florist, Donald McDonald. His hot-house was a marvel, as, by the way, were his open beds, his little nursery—all that he kept an eye over. No window-box need lack the choice of its owner, nor need any belle betake her to a ball without the flower she longed for, while Donald McDonald's white sign with its long black letters hung between the two gate-posts of his garden.

No one knew much about him. He had come to the town and taken the place from an old man who had left it, to go back to his native Scotland—a fellow-countryman, and, no doubt, an old friend; but he never spoke of this, or, indeed, of anything else. It was said of him that he never spoke to anyone. This was not quite true. There were occasions on which a "Yes" or a "No," a grunt or an "Ah!" became necessary; more no one could get out of him.

He lived alone in his house, which a woman came to tidy once a week; and it was a pretty house, those said, who had peeped into it, and well furnished; and in its little parlor stood a low sewing-chair near a work-basket on a small stand, as if some woman were expected to use it; and over the mantel hung a good portrait of a beautiful young woman. And so the legend gained belief amongst those who knew the florist, that he had lost a young wife and that her death had preyed upon him and changed him greatly. And for this reason—the world at large being much more sympathetic and kindly than we usually give it credit for being—people pardoned Donald McDonald for his oddities and praised him for his skill in his calling.

Certainly he was not without friends somewhere, for he was always writing letters and receiving letters from abroad, with important looking seals upon them. Only why should he be so savage with the children if one of them but thrust a dimpled hand through the palings for a blade of grass or a daisy, or caught at a fruit-blossom that the long branch put within reach? That, mothers said, was his worst trait.

But it had come to be that the children passed the florist's garden on the other side of the way, and never dreamed of peeping in at the door of the hot-house. But Donald was not parsimonious, for every Sunday he carried, with his own hands, a great basket of flowers to the church door and handed it without a word to the sexton, who placed them where all could see and admire. And also, if any poor woman in his neighborhood were ill, one too poor to dream of buying flowers, rare roses were handed in at her door, and they all knew they came from Donald McDonald. Therefore, even despite his surliness to the little children, and his silent ways, they all believed the florist to be a good man at heart.

What would they have thought of him could they have seen him sometimes in his own home, when the shutters were

closed and the curtains drawn, his men gone home for the night, and no eye upon him save that, perhaps, of some of those good angels who watch and weep unseen with poor humanity? What would they have thought had they seen him kneel before that fragile little sewing-chair, his head upon its cushions, kissing them, weeping, sobbing, crying upon a woman's name at intervals, or gathering from the basket a little frock that a doll might have worn, and pressing it to his heart and folding it reverently as a Catholic might the relic of a saint, ere he replaced it, or standing before the lovely portrait of a woman that hung upon his wall, reaching his arms toward it, and crying: "Come back to me, Jennie, my love, come back and forgive me?" Then they would have known, indeed, that the story of his life was a tragic one.

Ten years before, he had had a lovely wife—that was her portrait upon the wall. She had been nearly young enough to be his daughter, but she loved him fondly, and they were very happy for a while. It was in Scotland that he married her, and there they lived amongst his flowers, happy as the day was long, until, one sunny afternoon, a handsome young Highlander laird rode that way to buy roses. He had an eye for a pretty face, and Jennie was but a girl; she blushed to be admired. Afterward Donald could not remember which of the "trifles light as air," which are the food of jealousy, awakened his. A madness seized him. He believed her false; he called her a foul name; he accused her coarsely. That night, when he returned to his home, he found her gone; a letter lay upon the table; it read thus:

"I am innocent in word and deed; I have loved you only, nor has any man had cause to believe otherwise, but you have insulted me so, that I can never look you in the face again. Good-bye forever."
JENNIE.

There were not wanting those who believed that the elderly florist's wife had gone away with the handsome young Highlander; but Donald himself knew better. Since that day, despite the fact that the hat she had worn had been found floating in a loch near by, he had never ceased to search for her. He had written to the American consuls of foreign countries—the large correspondence which surprised his neighbors was all concerning his lost wife. A report that she had been seen in America had brought him here. Here, where the old story was not known, he made a home for her, believing then that she might come to dwell in it. There stood her chair, her unfinished needlework, there hung her portrait; but so many years had passed without any tidings of her—so many years—despair had seized Donald's soul and made him bitter to all mankind. This year he was more miserable than ever. He saw the marks of age growing greater in his face, he thought that somewhere on earth his son or daughter might be begging bread, for Jennie was not one of your clever women, but as clinging as any little tender vine in all his garden. He was well-to-do; he had hoarded for her sake. How

he had prayed for forgiveness, yet God would not hear him. He thought himself accursed, and told himself that he was lost, soul and body, unless he might atone for his great sin. In this mood, he made no answer to the "Good days" of his men when they were about to trudge homeward, and was more ready than ever to believe that, in spite of all his care, the neighbors' children robbed his flower borders.

In the darkness he walked alone down the long, broad paths of his rose-garden. The latest roses only lingered, but they were beauties. Their fragrance came to him tenderly. He sat down upon a block of stone, and the soft grass at his feet and the sweet stars above helped to soothe him.

"If she is dead she will know my remorse," he sighed, his monomania taking a more gentle turn, for he never could forget it for a moment. "Now, if she could but come to me, a spirit, could stand amongst the roses and smile on me, then I could wait for death in peace."

Donald McDonald had in his veins the blood of ancestors who were endowed with second-sight. Nothing seemed impossible to him. He stared before him, waiting for a sign, and saw a slender hand holding a rose—a hand like hers—over the top of a certain old bush. It arose between him and the starlight. His blood curdled, his heart beat so that it shook his frame. Another rose was in the slender hand, now another. He heard a sigh. "Was she about to speak to him?" he asked himself. But then came a cough—of the earth earthy—and, springing to his feet, Donald saw that what he had taken for the hand of a spirit, materialized in answer to prayer, was that of a boy who was stealing his roses, his left elbow propped upon the fence, his left hand receiving the flowers which he broke from the stems with the other.

The revulsion of feeling was too great. For an instant he grew ferocious and seized the little brown wrist in a grip that must have given pain.

"You young thief!" he roared.

The boy struggled, but held the flowers fast.

"I'll see who you are; I knew some one was robbing me," said Donald, dragging him toward the house.

Once where the lamplight fell on the face of the boy, he saw that the lad was a stranger. He saw, too, that he was clad in rags and looked far from well nourished, but he was beautiful, with the dark, soft beauty the sandy-haired Scotchman loved best, and Donald's fury faded before the look in the brown eyes.

"There, you may go," he said.

The boy felt his wrist released, and took a firmer grasp upon his roses.

"Thank you," he said. "May I keep the flowers?"

"If stolen goods give you joy," said Donald.

"I want them for a sick woman," said the boy. "They will give her pleasure. She will not know how I got them."

"A sick person?" said Donald. "Why did you not say they were for a sick woman? Here!"

He went out into his garden again, and clipped and bound until a great, glowing, fragrant bunch was in his hand.

"There," said he, "come back to-morrow night. Sick—well, that is different."

"Mother will be so glad," said the boy. "God bless you."

That night Donald slept happily, for the first time in years.

"It's the blessing," he said to himself. The next night he waited long for the boy. At last he saw him running toward him.

"I had an errand to do for a gentleman," he explained. "And we live far across the bridge. The flowers kept mother company all day. You don't know what you did for her."

This time some dainty fruit went with the flowers, and Donald laid his hand on the boy's head, ere they parted, with a "Come to-morrow."

He did.

"I'll walk with you a bit," Donald said, this time, as the boy turned away; and, keeping by his side, they crossed the bridge and came to the poor part of the town, where miserable little shops and houses crowded together. No gardens there; no patch of sward; nothing but the sordid surroundings of those who labor for mere bread, and have no time for pretty fancies.

"Is this where you live?" asked Donald.

"Yes, though my mother is fit for a palace," said the boy.

He had paused at a low door. A woman stood beside it, her arms folded in her apron.

"I'm glad you've come," she said. "My children want me. Your mother is worse. She is talking wildly."

She left them, hurrying up the street and vanishing in a dingy alley-way.

The boy, with a cry of grief, rushed into the house. Donald followed. A candle flared upon the chimney-piece. On a miserable bed lay a woman, muttering to herself.

"Mother, I have come," said the boy. "Here are more flowers."

The thin hands, so like his own, clutched them.

"Flowers! More flowers!" she said. "Late roses! Where is Donald? Donald's garden used to be full of them. It was Eden—the Garden of Eden! But he turned me out, and I—I was true—true to him—"

"Jennie! Oh, my God! It is my Jennie!" cried Donald McDonald, and sprang forward, and, kneeling by the bed-side, lifted the wasted form in his arms.

"Jennie! My own true wife!" he sobbed. "Jennie! It is Donald! Forgive me, Jennie! Live for me! Oh, Jennie! Jennie! I have found you at last! God is merciful!"

Time glided on; autumn departed; winter snows were followed by spring buds and summer blossoms; artemisias were blooming in the florist's beds. Amongst them he walked smiling, holding the little brown hand of his boy in his own, and within the parlor, near the window, swinging to and fro in the long-treasured sewing chair, sat Donald McDonald's wife Jennie.

She was finishing the little embroidered robe she had found in her basket, and she wore the last late roses in her bosom.

MARY KYLE DALLAS.

The Philosophy of Misfortune.

Misfortune is never mournful to the soul that accepts it, for such always see that every cloud is an angel's face. Every man deems that he has precisely the trial and temptations which are the hardest of all afflictions for him to bear; but they are so simply because they are the very ones he most needs.

Use Tradesman or Superior Coupons.

Bankrupt Sales.

From the Chicago Apparel Gazette.

Go along almost any of our leading streets, and you will not have so very far to go either, and you will come across either a bankrupt or a fire sale. These sales are on the face of them swindles. For instance, here is an enormously placarded store in which a sale of boots and shoes "at 45 cents on the dollar" is going on. The sign states in large letters that a certain manufacturer of boots in Boston, Mass., being hard pushed for money and on the verge of bankruptcy has, in order to get some ready cash, shipped to the city \$450,000 of goods to be sold at less than one-half the actual cost. What a farce! Such a transaction would mean the immediate bankruptcy of any manufacturer. No business firm would ever be able to stave off its creditors by any such means.

Another instance is a clothing sale now in progress which claims to be the stock of a certain named firm of "popular wholesale tailors." It is hardly necessary to say that the said firm of wholesale tailors is entirely unknown to the trade and has no rating in either Dun or Bradstreet's. The goods themselves are worthless, dear at any price.

Both the buildings in which these fly-by-night sales are being conducted are for rent, evidence that they are mere circus side shows, ready to pull up stakes and be gone on a day's notice. Such sales as these where cheap, trashy goods are exploited as fine apparel and as being sold at great reductions in price can only catch the unwary and foolish purchasers, but at the same time they are an injury to the local dealers and to the trade at large. They draw a certain amount of trade from established dealers, who help to support the city and who should be protected by its government. They make buyers dissatisfied with honest prices and by selling them poor, worthless goods render them suspicious of the stock of honest dealers. Laws similar to those in force in many country towns for the protection of its local dealers would not be out of place in Chicago or any large city where these vampires prey on the trade of the established legitimate dealer. If some of our aldermen want to do the dealers a real benefit, let them turn their attention to these fraud fire and bankrupt sales.

Jewish Holidays.

From the Dry Goods Retailer.

An estimate of the influence of our Jewish citizens in the dry goods trade could be made during the recent holidays. On the Day of Atonement a marked absence of business was apparent. It seems foolish to talk of the Jew as an agriculturist, in colonization schemes. He is not a farmer; he is a born trader, and has been a trader from the days of the Patriarchs. In trade he was successful, and it was his success in trade which made him the successful warrior of old. History repeats itself. What we have seen in late years of England and her wars to protect her commercial interests was true of the ancient children of Israel, who fought successfully with many nations to protect their interests and whose warlike spirit could not be entirely quenched, even after the Romans had captured Jerusalem, after the most terrible siege in history. To-day patience has taken the place of impetuosity, but the spirit of trade is still uppermost, and patience with time has placed the Jew in such a position that when he has a holiday the whole commercial world knows of it.

PAUL EIFERT,

Manufacturer of

Trunks, Traveling Bags and Cases

SAMPLE TRUNKS AND CASES
MADE TO ORDER.

Write for Prices.

41 SO. DIVISION ST.,

Grand Rapids, - - Michigan.

GOLD MEDAL, PARIS, 1878.

W. BAKER & Co.'s

Breakfast Cocoa

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

No Chemicals

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

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

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.

SEEDS

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

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

W. T. LAMOREAUX & CO.,

128, 130, 132 W. Bridge St.,

GRAND RAPIDS, MICH.

STUDLEY & BARCLAY

Jobbers of Rubber Goods



Mill & Fire Department Supplies

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

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

4 Monroe St., Grand Rapids, Mich.

For Sale!

AT A BARGAIN.

A stock of Dry Goods belonging to the estate of Jas. H. Brown, deceased. Must be sold at once.

HIRAM COLLINS,

Special Administ'r, 101 Ottawa St

THE ARTICLE OF GLUCOSE.

What It Is, and the Process of Manufacture.

There is often this in a name—if it be unfamiliar, and especially if it pertain to a thing or substance that we do not understand the composition or nature of—we are apt to regard it with suspicion, at least, and to distrust, and perhaps even denounce it. This has been the case in the popular estimation of the article of glucose, though a more intimate acquaintance with its nature, and its value as an article of food, will make the public more tolerant of it. Glucose is a saccharine product, derived artificially from starch. It is known that starch, when taken into the stomach, is operated on by the gastric juice, which turns it into glucose in the process of digestion. The production of glucose is carried on artificially, in a way that it is here proposed briefly to describe. It is known that in the process of brewing, the malting of the grain develops maltose from the starch in it, which is a next of kin in composition to glucose. The latter is also said to be produced in a measure by the same process. At any rate, it is found to answer the same purpose, and is largely used in the brewing industry.

How is glucose produced commercially? The process of making it will be best understood by following the corn from which it is made from the time it enters the factory until it runs out of the spigot, a clear, odorless liquid. The shell-corn is first soaked for several days in water to soften the hull and prepare it for the cracking process. The softened corn is conveyed by elevators to one of the highest stories of the factory, and shoveled into large hoppers, from which it passes into mills that merely crack the grains without reducing them at once to a fine meal. The cracked grain is then conducted to a large tank filled with rinsing water. The hulls of corn float at the top of the water, the germs sink to the bottom, and the portions of the grain becoming gradually reduced to flour by friction, are held in solution in the water. By an ingenious process both the hulls and the germs are removed, and the flour part now held in solution contains nothing but starch and glucose.

This liquid is then made to flow over a series of tables, representing several acres in area, and the difference in the specific gravity of the two substances cause the gluten and the starch to separate without the use of chemicals. The gluten is of a golden yellow color, and the starch snow white. By the time the gluten has been completely eliminated, the starch assumes a plastic form, and is collected from the separating tables by wheelbarrowfuls and taken to a drying room where it is prepared as the starch of commerce or is placed in a chemical apparatus to be converted into glucose.

The conversion is effected by submitting the starch to the action of a minute percentage of dilute sulphuric acid, which without becoming a constituent part of the compound, produces by its presence merely a miraculous change. The change from starch to glucose is a gradual process, and has four or five well defined stages. On the addition of the acid the first change results in the production of what is known to chemists as dextrine. If at this stage the acid is neutralized by the addition of lime water, the process is choked, and dextrine is the permanent product. If the process is allowed to go on, the acid, however, works a second change, and maltose is the result. Here, also, the process can, if necessary, be interrupted by neutralizing the acid by means of lime water, and for some processes in the art of brewing this is sometimes done. The third and important stage in the chemical change wrought by the action results in the production of glucose, and just here is where the greatest skill of the chemist is required. The product must show by tests that it responds to the chemical formula, $C_6H_{12}O_6$. By comparing the formula with that of starch, which is $C_6H_{10}O_5$ —that is, 6 parts of carbon to 10 of hydrogen and 5 of oxygen—it will be seen that the sulphuric acid has not added to the starch, but has taken up two parts of hydrogen,

and the only gain in the starch is one part of oxygen.

The lime water introduced to neutralize the acid forms, with it, a product called gypsum—sulphate of lime—which can be removed from the glucose without leaving any appreciable trace. The fourth stage in the chemical process results in crystalizing the liquid and then the product is called grape sugar. There is a fifth stage, in which caramel or burnt sugar could be produced were it of any commercial value. The gypsum, or sulphate of lime, formed by the neutralizing lime water and sulphuric acid, sinks by gravitation to the bottom of the vessel, and the supernatant saccharine liquid is drawn off the top. This is almost pure chemical glucose, but is still subject to a filtering process through bone black, and refined the same way cane sugar is refined. The bone black has anything but the appearance of a purifying agent, but possesses the peculiar property of attracting to itself all coloring matter. The glucose, passing through a labyrinthine system of filtering, is drawn off through spigots in the lower part of the building, and is ready to be shipped away in barrels. To give the glucose the appearance of cane syrup as well as to impart some of the characteristic taste, a small amount of that syrup is added to suit the fancy of the buyers. To make grape sugar the glucose is dried in rapidly revolving vessels from which much of the moisture escapes by virtue of the centrifugal force. Neither the glucose nor the grape sugar is used for domestic purposes, although either one is about two-thirds as sweet as the sweetest cane sugar. Glucose is largely used by makers of cheap candies; but chiefly for fermenting purposes, and of late years has become valuable to the brewer in making beer and pale ales. It is also largely used in mixtures with cane syrups and molasses, and is esteemed by those who are best capable of forming an opinion on the subject as being more wholesome than the cane product, which is, at least, only a side product or residue in the manufacture of sugar.

Thought She Was Swindled.

"Look here," she said, "are you the young man who sold me this suit of clothes?"

She was a very angry woman, and as she accosted the clerk she held out to him a dilapidated coat and a pair of nickers that looked as though they had been run over by a mowing machine.

"I think I am," replied the clerk.

"Well, do you remember how long ago it was?"

"About a month, I think."

"Yes, a month, exactly. Well, I've come to get the money back. I paid four good dollars for these clothes, and I've been swindled. My boy Jimmie wore them a month, and—well, look at 'em! Ain't they a sight?"

The clerk had to admit that they were, but he ventured the remark that the money could not be refunded.

"It can't, eh," shrieked the mother.

"I'll find out. You call the boss."

"Madame," said the proprietor, who had stepped up, "allow me to ask you if your boy is healthy?"

"You bet he is!"

"Plays ball?"

"Best in the neighborhood"

"Climbs trees?"

"Like a squirrel!"

"And he has worn these clothes every day?"

"Yes."

"And you expect them to last over a month? Madame, if you will let me have that suit with a sworn statement that your boy has worn it every day for a month, and has climbed trees, played ball, run wild generally, etc., I'll make it worth your while!"

But the mother did her darling's clothes up in a bundle and vanished.

To remove rust stains from nickel plate, grease the rust stains with oil, and after a few days rub thoroughly with a cloth moistened with ammonia. If any spots still remain, remove them with dilute hydro-chloric acid and polish with tripoli.

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.

Onaway—Merritt Chandler has sold his general stock to Clark & Gray.

Marlette—Walter L. Nichols, of the hardware firm of Nichols & Bro., is dead.

Hastings—F. E. Konkle has sold his bakery and restaurant business to W. E. Allgeo.

Lowell—E. R. Powers & Co. are succeeded by F. B. Clark in the grocery business.

St. Louis—John Fields succeeds John Fields & Co. in the grocery, flour and feed business.

Cedar Springs—Sheldon Bros. have sold their meat market to Walter McConnell & Son.

Alamo—C. C. Adams has contracted to sell his general stock to Thos. Conway and Wm. Pickard.

St. Ignace—Warren & Spice are succeeded by G. H. Warren in the drug and grocery business.

Lyons—Cassius White will dispose of his stock of groceries at auction and remove to California.

Hesperia—G. D. Webster has sold his boot and shoe stock and saw and planing mill to F. E. Holt & Co.

Jackson—James Dawson succeeds the Dawson Manufacturing Co. in the foundry and machine business.

Three Rivers—Jake Dunham succeeds Dunham & Thomas—better known as Jake & Jack—in the grocery business.

Muskegon—C. M. Philabaum has sold his grocery stock to Geo. H. Allen and Edward E. Philabaum, who will continue the business under the style of Allen & Philabaum.

Hastings—A. D. Rork, meat dealer, has assigned to Jas. A. Sweezy. The liabilities are about \$10,000. The assets are small, including a 117 acre farm, mortgaged for its full value.

Watervliet—The store buildings of Parsons & Baldwin and J. M. Gardner were destroyed by fire on the night of Oct. 25. Both stocks were removed to the old "company store," awaiting the action of the insurance companies.

Owosso—Glynn & Monroe is the style of a new firm from Flint who will occupy a portion of the store now used by G. A. Dibble until December 1, after which they will occupy the whole store with a stock of crockery and bazaar goods.

Shelby—The Tuxbury & Sams drug stock has been purchased by Rinaldo Fuller, who was for many years engaged in the same business at Manton. Mr. Fuller will remove to this place and take possession of the stock in about two weeks.

Wyandotte—Paul Adolph has sold his grocery, crockery and boot and shoe stock to H. P. Whipple, formerly engaged in trade at Belding and before that at Kingsley. Mr. Whipple has already taken up his residence here and will push the business for all there is in it.

Manistee—Lee & Mix, whose drug stock was mortgaged to Jacob Hanselmann for \$2,300 and to a father of one of the partners for \$900 more, have turned the stock over to Mr. Hanselmann for a nominal consideration of \$3,100. The unsecured creditors will probably charge their account to profit and loss.

Belding—L. L. Holmes & Connell have sold their grocery stock to Romaine Robinson and Frank Hudson, who have

formed a copartnership under the style of Robinson & Hudson. Mr. Robinson has been with Holmes & Connell over a year and Mr. Hudson has been identified with the grocery department of Spencer Bros. over two years.

Albion—The new brick block of six stores, on South Superior street, is now ready for the roof. The front is of sand brick, like the new Irwin block, and, while they are ornamental, it is doubtful if anything more can be said in their favor. Cracks have appeared in the Irwin block which cannot be charged to the settling of the foundation, and the supporting columns at the front of the partition walls of the block first mentioned have given out, a portion of one of them having fallen down.

MANUFACTURING MATTERS.

Beaverton—Brown & Ryan, of Saginaw, will operate a sawmill and stave mill here during the winter.

Brinton—L. Russell intends to remove his sawmill to Crooked Lake, where he has 8,000,000 feet of pine and hemlock.

Gladwin—R. L. Colter has purchased machinery and is erecting a new shingle mill to replace the one burned recently.

Reed City—The Dewey Stave Co., of Toledo, has purchased a site at Temple and will build a large stave and heading mill there.

Marquette—Mullen Thompson is putting in a saw and shingle mill at Pori on the Ontonagon branch of the Milwaukee & Northern.

Cheboygan—Swift Bros.' sawmill has cut 16,000,000 feet and gone into winter quarters. This firm is negotiating for a tract of pine near Gaylord.

Ludington—T. R. Lyon has started up his Lake county railroad camps under Ed. Goodrich, and will put in 20,000,000 feet over the road before July 15.

Saginaw—Thomas Toohey is shipping his camp outfit in Gladwin county to Otsego Lake, where he is putting in 25,000,000 feet of logs for S. O. Fisher.

Onkama—The Onkama Lumber Co. will have a good run this year, and will, when it shuts down, have cut about 5,000,000 feet of hemlock and hardwoods.

Saginaw—Smith & Adams, lumber jobbers of this city, have started camp in Montmorency county, where they will bank 6,000,000 for Rupp & Kerr of this city.

Marquette—Paul Johnson is negotiating with the Michigan Land & Iron Co. for a site for a saw and shingle mill near Sidnaw, on the Duluth, South Shore & Atlantic.

Saginaw—Mitts & Co., of this place, are considering a proposition to erect a shingle mill on the Au Train River, about 40 miles from Marquette. If the mill is erected, a dry kiln will also be built in connection.

Ludington—Pardee, Cook & Co. will wind up their operations with this season and will probably remove their mill, such parts of it at least as they can use, to some other point, where they have considerable timber yet to cut.

Marquette—Geo. L. Burtis and the Cleveland Saw Mill Co. have both shut down their mills in this city, having cut out their stock to the last log. Had all the logs come down this year, both of these mills would have manufactured more lumber to date and been still running.

Kenton—Clark & Heath, a new firm, will move Heath's mill, now at Nestoria, to this place, where they have made ex-

tensive preparations, have a dam almost completed across the east branch of the Ontonagon, and are now grading for side tracks, piling ground, etc. Their mill will cut about 50,000 feet a day.

Saginaw—C. Merrill & Co. expect to close the season at their sawmill this week with a cut of about 24,000,000 feet. The firm has 17,000,000 feet of lumber on dock, about the same as at this date a year ago. A full stock of logs will be put in this winter for next season. The mill has a stock in Gladwin county for a six years' run.

Republic—W. J. Allen, who has logged heavily for the past four years on the Michigamme river, making his headquarters at this place, has taken the contract to cut and bank on the Popple. He has others interested with him and will begin cutting at once, putting in 30,000,000 feet a year for ten years. He will make his headquarters at Iron Mountain.

Marcellus—Ezra C. Gard, Frank S. Hall, Geo. P. Benton, Manly B. Welchen and Chas. E. Myers have merged their school seat business into a stock company under the style of the Adjustable School Seat Manufacturing Co. The new corporation has a capital stock of \$32,000, one-half of which has been subscribed by the incorporators, the remainder to be taken by outside parties.

Gladwin—There has been a material decrease in the manufacture of shingles in Gladwin county this season. The Dutcher mill at this place is cutting for the local trade. F. A. Barge has a stock for a few weeks' run. Neff & Son's mill at Grout, has changed hands and will be operated during the winter, and W. B. Tubbs is removing his mill east of Winegar Station, where he has bought the timber on 3,300 acres G. B. Wiggins.

Manistee—The Charles Rietz & Bros. Salt & Lumber Co., which has been in business here for a quarter of a century, and which was the pioneer in the salt industry at this point, has about come to the end of its pine, and has decided not to operate at this point any more, but to sell what little scattering pine it has. The company has not decided what to do with its salt plant, but may run that another season if it can procure enough fuel from the surrounding mills to keep it in operation.

Leroy—The Sawyerville mill, which was burned July 19, has been rebuilt by the Cutler-Savidge Lumber Co., and began sawing October 15. The mill building is 40x150 feet; boiler house, 50x50; pump house, 16x24; machine shop, 26x50; filing room, 20x30. Power is furnished by eight boilers, which drive a engine 26x30 inches. There is a Stearns circular, and a No. 3 Prescott band. The band saw will be 12 inches wide. The mill is equipped with steam nigger and steam wench for the log deck, and slab slasher and lumber trimmers. Shingle and lath machinery will be immediately added.

Detroit—Six years ago the Merchants' National Bank of Chicago discounted two drafts for an aggregate of \$2,807, drawn by the Osgood & Wolfinger Manufacturing Co. of Chicago, on the Detroit Knitting and Corset Works, and accepted for the latter by S. Olin Johnson as manager. The Knitting and Corset Works afterwards refused to honor the drafts, on the ground that they had never authorized the acceptances by Johnson and because the drafts were merely accommodation. The Bank sued the

Works, but lost. Suit has accordingly been begun against Johnson, as the acceptor, for \$5,000 damages.

Marquette—The Sturgeon River Lumber Co. has put a crew of river drivers on the Sturgeon and Otter Rivers, and hope to bring down all the logs hung up on those streams last spring. The logs are moving steadily, the main drive being above the Baraga and Ontonagon State road. The logs belong to different parties, most of them being owned by the Nester estate, Sturgeon River Lumber Co. and William Coach. The Nester estate logs heavily on the Ontonagon, and has 7,000,000 feet on that stream near Ewen. The recent rains raised the water so that in two days a crew of men took the logs from Ewen to Ontonagon, a distance of over thirty miles. This addition to the logs in stock will help keep the mills at that place running until cold weather sets in.

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 plant 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—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. 321

FOR SALE OR EXCHANGE—STOCK OF GROCERIES, well located in city; will invoice \$800. Enquire at No. 78 Stocking street. 327

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. 328

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

FOR SALE—FIRST CLASS HARDWARE STOCK; will invoice \$6,000 or \$7,000; located near new depot, No. 120 West Fulton street, Grand Rapids. Will discount for cash. Also new brick store 25x30, two stories, all modern conveniences for living rooms in second story. Will rent store at reasonable figures or sell the same for \$7,000. Has a good paying trade; only reason for selling, too much other business to look after. Size of lot 25x100 and alley. Winans & Allen, 3 & 4 Tower block. 328

SITUATIONS WANTED.

WANTED—SITUATION AS TRAVELING SALESMAN, glassware or specialty house preferred, by man of experience who has best of references. Address 115 Charles street, Grand Rapids, Mich. 325

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

WANTED—SITUATION AS TRAVELING SALESMAN. Have had experience in furniture line, but would take any line of goods. Address J. C. 160 Clarence. 330

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

MISCELLANEOUS.

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

FOR RENT—With or without fixtures, nice small new store, plate glass front. Good location for drug store, dry goods, hardware, jewelry and many other things. Address F., care letter carrier No. 4, Grand Rapids, Mich. 329

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

FOR RENT—A GOOD STORE ON SOUTH DIVISION street—one of the best locations on the street. Desirable for the dry goods business, as it has been used for the dry goods business for three years. Size, 22x80 feet, with basement. Geo. K. Nelson, 68 Monroe street. 326

IF YOU HAVE ANY PROPERTY TO EXCHANGE FOR a residence brick block in Grand Rapids, address B. W. Barnard, 35 Allen street, Grand Rapids, Mich. 331

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.

Geo. G. Steketee succeeds Steketee & Co. in the drug business at 89 Monroe street.

J. A. Quimbach & Co. have opened a meat market on Sixth street, near the corner of Broadway.

The Elliott Button Fastener Co. has doubled its shop room, thus increasing its facilities nearly three-fold.

N. G. McPhee has moved his dry goods and carpet stock from Oscoda to this city, locating on West Bridge street.

Eaton, Lyon & Co. have purchased the stock of the Grand Rapids Paper Co. and consolidated it with their own paper stock.

S. A. Wilson, formerly engaged in the grocery business at St. Ignace, has opened a grocery store at Petoskey. The I. M. Clark Grocery Co. furnished the stock.

John H. Wierenga, who recently sold his grocery stock and meat market at South Grand Rapids to Seth Ellis, has opened a meat market at 417 Grandville avenue.

Putnam & McWilliams are succeeded by Putnam & Company in the jobbing of confectionery at 412 South Division street. The firm has added a manufacturing department to its business.

Dr. J. H. C. Van Deinse, who was engaged in the drug business at Muskegon several years, has arranged to open a drug store at Greenville. The Hazeltine & Perkins Drug Co. will furnish the stock.

It is reported that "High Kicker" compressed yeast has been temporarily withdrawn from the market, owing to the failure of the special train—the one glowingly depicted on the wrappers—to arrive.

Hawkins & Company bid in the Holt & Co. grocery stock, at Muskegon, on attachment sale one day last week. The stock was seized by Hawkins & Company last spring and has since been stored, pending litigation which has resulted in favor of the Grand Rapids house.

Hester & Fox report the following recent sales: Sawmill outfit to John H. Jeffers, Moline; 30 horse power engine to E. B. Stebbins, proprietor of Cato Novelty Works, Lakeview; 10 horse power engine to G. A. Goul, proprietor of grain elevator at Sand Lake.

O. A. Fanckboner has opened a drug store on East Bridge street, the Hazeltine & Perkins Drug Co. furnishing the stock. Mr. Fanckboner was formerly engaged in the drug business at St. Lawrence, Dak., and comes to Grand Rapids with excellent recommendations as to character and ability.

O. F. Conklin and Peter DeVois have formed a copartnership under the style of Conklin & DeVoist and the new firm will embark in the dry goods, clothing and hat and cap business in the new store recently erected by B. S. Harris at 523 South Division street. The store will open for business about November 15.

E. M. Stickney, for many years engaged in general trade and the lumber business at Paris, has formed a copartnership with F. M. Lillibridge, formerly engaged in the lumber business at Detroit, under the style of Lillibridge &

Stickney. The firm will handle hardwood lumber only, having an office in the Tower block.

W. H. Downs, wholesale notion dealer at 8 South Ionia street, has formed a copartnership with John W. Parke under the style of Parke & Downs and the new firm will continue the business at the same location. Mr. Parke has been engaged in the wholesale notion business in Chicago and Northern Indiana for twenty-six years, having been located at South Bend for the past seven years.

The suit brought against the Sheriff by J. F. Ferris, growing out of the attachment of the Fish stock, at Cedar Springs, by Spring & Company—on which Ferris held a mortgage for \$7,000—is set for trial in the Kent Circuit Court on the 10th. The case will be stubbornly contested on both sides and promises to be one of the most interesting litigations of the year. Spring & Company will defend their action by contesting the legality of the mortgage and the outcome of the suit is eagerly anticipated in jobbing circles.

Purely Personal.

Mr. Hawes, buyer for Buckley & Douglass, of Manistee, was in town Saturday.

D. H. Meeker, the Perrinton druggist, is spending four weeks in Northern Michigan with rod and gun.

P. A. DeWitt, the Spring Lake druggist, leaves home to-day for Presque Isle county, where he will spend a month on a hunting trip.

John W. Parke, who has come to Grand Rapids to take an interest in the wholesale notion business of W. H. Downs, has lately returned from a three months' tour of Europe.

J. C. Wellington, formerly engaged in the grocery business at 33 West Bridge street, has come into possession of a legacy of £20,000 sterling in England and proposes to spend a portion of the windfall in traveling about the country for a year to come.

Chas. W. Jennings will be married at Buffalo on the evening of November 10 to Miss Irene Burt Hawley. The ceremony will take place at the First Presbyterian church and the happy couple will be "at home" at the Livingston after Jan. 1.

THE TRADESMAN joins with Mr. Jennings' many among the trade in wishing him much joy in his new relation.

Who Wants the \$75?

The Grand Rapids Savings Bank is out with an offer of \$75 in prizes for young story writers.

Four prizes are offered: First, \$30; second, \$20; third \$15, and fourth \$10, for the best short Christmas story to most completely illustrate the methods and benefits of small savings. The story must contain not more than fifteen hundred nor less than one thousand words, and the competitors are limited to girls and boys under eighteen years of age who reside in Kent or adjoining counties.

The awards will be made by a committee of judges consisting of a member of the staff of each of the following Grand Rapids papers: *Eagle*, *Democrat*, *Telegram-Herald*, *Leader* and *THE MICHIGAN TRADESMAN*.

All competing stories must be addressed to Grand Rapids Savings Bank, corner Fulton and South Division streets, Grand Rapids, Mich., to become the property of the Bank, to be printed at its discretion, and must be in the hands of the Bank by December 15, 1891.

Buckwheat Flour!

We make an absolutely pure and unadulterated article, and it has the

Genuine Old-Fashioned Flavor

which is utterly wanting in most of the so-called Buckwheat Flour put on the market. Our customers of previous years know whereof we speak and from others we solicit a trial order. Present price \$5 per bbl. in paper $\frac{1}{2}$ and 1-16 sacks.

THE WALSH-DEROO MILLING CO.,

HOLLAND, MICH.

Correspondence Solicited.



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.

Heyman & Company,

Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.

MAN AND HIS CLOTHES.

Speaking of dress reform—and I don't see what right a sex that wears a chimney pot hat, a collar like a band of steel and a shirt like a coat of mail, to say nothing of a vest that has no known use in the world save to hide a wearied shirt where the all-concealing scarf doesn't reach, and cuffs that are far more respectable and probably quite as comfortable as shackles, has to enter this discussion from a feminine point of view—but speaking of dress reform, as men are wont to speak most freely and confidentially upon subjects they know the least about, does it never occur to the reformers that nothing is more discomforting at times than comfort.

Dear sisters, if you men will allow me to call you so, it is a mistake to suppose that looseness and slouchiness are conducive to ease and comfort, or that easy-fitting garments, that sway and yield to every movement of the figure, are pleasant to wear. I once talked with a man who had been tarred and feathered. He said it was the most wretchedly uncomfortable suit he ever wore, and he nearly killed himself trying to get it off. It was warm, it fit him like a glove, it clung to him like a Grecian robe and shed water like a duck's back, and yet he never had a moment's peace while he wore it.

After all, I think there must have been heaps of misery in the graceful garb of the classic Greeks. I have an idea that a classic costume would be great medicine, if I may be allowed the expression, if a man could carry his pedestal around with him, and climb up on it whenever he saw anybody looking at him. But it wouldn't be the sort of thing to saw wood in or to wear while putting up a stove-pipe, or breaking the colt to the saddle, or in any active employment. I have no doubt that the spectacle of Socrates, at his time of life, going about clad in an aggravated ulster and pair of sandals, ruined Xantippe's temper. It must have been maddening sometimes and extremely irritating at others.

There is a thing—I hardly dare call it a garment—that travels under the alias "dressing gown" in our own day, worn by middle-aged and elderly men, whose sense of personal pride has suffered from repeated paralytic strokes until it has lost all consciousness. Very rarely do men venture out in the light of day clad in this disguise, and never do they appear upon the street in it. I presume the robe which falls in such graceful folds and curves over the motionless figure of a statue which was made to order for the robe, looked something like the modern dressing gown when it was worn on the uneasy shoulders of a live man. It is so much easier to dress up a statue or a painting than it is a real man. You know that marble bust of your grandfather, draped in classic style, that stands in your library? The majestic poise of the head, the noble expression of the features, all set off so well by the graceful folds of the toga that fall away from the column-like neck and drape the massive chest? Yes, I see you know it. Well, I knew your old grandfather. Yes, indeed, I knew the old admiral. Used to run a push boat up the Big Sandy. I just fancy I see the old man clad in a Roman toga, with a roll of parchment, supposed to be the constitution of the United States, under his arm, poling out from Gattletsburg when the water was so low the catfish had to stand on their heads to get a drink.

And sandals, now I suppose if it never snowed and never rained and never was muddy and never was dusty that sandals would be a comfortable sort of footwear. But when a friend plows his way a mile or so down a dusty road to call on you and then, after he rings the bell, unships his sandals and empties two nice little heaps of dust and sand and gravel on your doorstep, a sweet looking place the front porch would be all summer, wouldn't it? And when you gave a reception! Why, for comfort and cleanliness an Indian moccasin "can get to ride where sandals would have to walk."

"Take, therefore, no thought of your raiment;" the tailor and dressmakers can manage these things much better for us, and with much less trouble than we can

for ourselves. Oh, there are some features of our raiment that might be improved. For instance, for the benefit of the man who has to make four pairs of pantaloons last through the year, I think they should be made reversible, double bowed, like a ferryboat, so that the wearer could reverse them every day—fore and aft trousers, so to speak. This would prevent the fatal disease so prevalent among pantaloons known as "bagging at the knees."

Something should also be done either to discard the vest entirely, as it is merely a thing to hang pockets on, anyhow, or to facilitate its decay, so that when the women folk of the household should confiscate a man's second-best suit and devote it to the missionary barrel it wouldn't break his heart to see a vest, good as new, without a wrinkle or a break or a fray about it, going to the frontier with a coat and a pair of pantaloons that would set the cause of religion back ten years, when the frontier heathen Indians and other frontier heathen should see the missionary wearing them. And many times, indeed, I know, from the confessions of friends who have unloaded their consciences upon me when they were billed to accompany their wives to a reduction sale, or were drawn on the jury in Feud county, Ky., or had some similar dangerous mission in view—that men have surreptitiously rescued their vests from the barrel, thereby depriving the missionary of the only good piece of raiment in the entire mosaic. I know one man who is afraid, in consequence of his crimes, to sleep alone, or to go to bed in the dark, who for many years has withheld his vests from the home mission barrels by declaring that he wanted them to "go fishing in." To my own knowledge, that man hasn't cast a fly or wet a bass line in three years, and yet he has saved nearly a barrel of vests for "fishing suits." You would think to hear him talk that when a man went fishing he wore nothing but a vest, and changed it every fifteen minutes. I don't believe there was a Swede landed in Castle Garden last winter who wore on his person as many vests as this man owns, and that is a very startling assertion to make. Do you know, when a Swedish immigrant comes over they make him unbutton his vests—he doesn't take them off lest he catch cold and die—while the inspector counts them, and if he has less than eighteen he is sent back as a pauper.

I don't see, indeed, why the vest couldn't be made a part of the coat. Still, that would be hard on the laboring man. The honest, horny-handed son of toil is about the only man in our midst, as a cannibal might say, who utilizes the vest. He keeps a coat to carry on his arm and a vest to hang on the fence while he toils and to put on when he dresses for dinner. A vest with a frontpiece of some unknown but imperishable material and an after guard of gauze will outlast a bad reputation. After a vest reaches a certain stage of decay it becomes practically indestructible. Perhaps if a vest were hidden away in a dark closet and left there for a century or two, the iron tooth of time, assisted by the moths, might compass its destruction. But if it is taken down and worn occasionally, especially out of season, nothing can destroy it except an unusually destructive conflagration. If some means could be designed whereby the life of the vest might be shortened it would tend to relieve society at every change of the season of the startling eruption of what are called "pot-pourri suits," consisting of an ultra summer coat of pale gray, last winter's pantaloons, dark as crime and heavily ribbed, and a plaid vest that can be heard with the naked eye. When this array is crowned with a straw hat with a white band, in the early days of brown October, a dull, strange ache, like the restless forebodings of a discontented tooth, gnaws at the heart of the beholder; he broods over the burdens of life and the strange vicissitudes of existence without knowing what is the matter with him; sometimes it drives him to melancholy and he "pours through his mellow horn the pensive soul" until it is mellowed than the horn.

The worship of the cast-off vest is a

Dry Goods Price Current.

UNBLEACHED COTTONS.			
Adriatic	7	Arrow Brand	5 1/4
Argyle	6 1/2	World Wide	7
Atlanta A.A.	6 1/2	LL	5
Atlantic A.	7	Full Yard Wide	6 1/2
" H.	6 1/2	Georgia A.	6 1/2
" P.	6	Honest Width	6 1/2
" D.	6 1/2	Hartford A.	5
" LL	5 1/2	Indian Head	7 1/2
Amory	7	King A.	6 1/2
Archery Bunting	4	King E.C.	5
Beaver Dam A.	5 1/2	Lawrence L.L.	5 1/2
Blackstone O.	3 1/2	Madras cheese cloth	6 1/2
Black Crow	6 1/2	Newmarket G.	6
Black Rock	7	B	5 1/2
Boot, AL.	7 1/2	N	6 1/2
Capital A.	5 1/2	DD	5 1/2
Cavanat V.	5 1/2	X	7
Chapman cheese cl.	3 1/2	Nolbe R.	5
Clifton C.R.	5 1/2	Our Level Best	6 1/2
Comet	7	Oxford R.	6 1/2
Dwight Star	7 1/2	Pegnot	7 1/2
Clifton C.C.	6 1/2	Solar	6 1/2
		Top of the Heap	7 1/2
BLEACHED COTTONS.			
A B C	8 1/2	Geo. Washington	8
Amazon	8	Glen Mills	7
Amsburg	7	Gold Medal	7 1/2
Art Cambric	10	Green Ticket	8 1/2
Blackstone A.A.	8	Great Falls	6 1/2
Beats All	4 1/2	Hope	7 1/2
Boston	12	Just Out.	4 1/2 @ 5
Cabot.	7	King Phillip.	7 1/2
Cabot, %	6 1/2	OP.	7 1/2
Charter Oak.	5 1/2	Lonsdale Cambric.	10 1/2
Conway W.	7 1/2	Lonsdale.	@ 8 1/2
Cleveland	7	Middlesex.	@ 5
Dwight Anchor	8 1/2	No Name.	7 1/2
" shorts.	8 1/2	Oak View	6
Edwards.	6	Our Own	5 1/2
Empire.	7	Pride of the West.	12
Farwell.	7 1/2	Rosalind.	7 1/2
Fruit of the Loom.	8 1/2	Sunlight.	4 1/2
Fitchville	7	Utica Mills	8 1/2
First Prize	6 1/2	Nonpareil.	11
Fruit of the Loom %.	8 1/2	Vinyard	8 1/2
Fairmount.	4 1/2	White Horse.	6
Full Value.	6 1/2	Rock.	8 1/2
HALF BLEACHED COTTONS.			
Cabot.	7 1/2	Dwight Anchor.	9
Farwell.	8		
UNBLEACHED CANTON FLANNEL.			
Tremont N.	5 1/2	Middlesex No. 1.	10
Hamilton N.	6 1/2	" 2.	11
" L.	7	" 3.	12
Middlesex AT.	8	" 7.	18
" X.	9	" 8.	19
" No. 25.	9	" 10.	20
BLEACHED CANTON FLANNEL.			
Hamilton N.	7 1/2	Middlesex A.A.	11
Middlesex P.T.	8	" 2.	12
" A.T.	9	" A.O.	13 1/2
" X.A.	9	" 4.	17 1/2
" X.F.	10 1/2	" 5.	16
CARPET WARP.			
Peerless, white.	18	Integrity, colored.	21
" colored.	20 1/2	White Star.	18 1/2
Integrity.	18 1/2	" colored.	21
DRESS GOODS.			
Hamilton	8	Nameless.	20
" 9	9	" 25	25
" 10	10 1/2	" 30	27 1/2
G G Cashmere.	21	" 30	30
Nameless	16	" 35	32 1/2
" 18	18	" 35	35
CORSETS.			
Coraline	8 1/2	Wonderful.	8 1/2
Schilling's	9 00	Brighton	4 75
Davis Waists	9 00	Bortree's	9 00
Grand Rapids	4 50	Abdominal	15 00
CORSET JEANS.			
Armory	6 1/2	Naumkeag satteen.	7 1/2
Androsoggin	7 1/2	Rockport.	6 1/2
Biddeford	6	Conestoga.	6 1/2
Brunswick	6 1/2	Walworth.	6 1/2
PRINTS.			
Allen turkey reds.	5 1/2	Berwick fancies.	5 1/2
" robes.	5 1/2	Clyde Robes.	5
" pink & purple	6 1/2	Charter Oak fancies.	4 1/2
" buffs	6	DelMarine cashm's.	6
" pink checks.	5 1/2	mour'n'g	6
" staples	5 1/2	Eddystone fancy.	6
" shirtings	3 1/2	" chocolat	6
American fancy	5 1/2	" rober	6
American indigo	5 1/2	" sateens.	6
American shirtings.	3 1/2	Hamilton fancy.	6
Argentine Grays.	6	" staple	5 1/2
Anchor Shirtings.	4 1/2	Manchester fancy.	6
Arnold	6 1/2	" new era.	6
Arnold Merino	6	Merrimack D fancy.	6
" long cloth B.	10 1/2	Merrim'ck shirtings.	4
" C.	8 1/2	" Reppfurn	8 1/2
" century cloth	7	Pacific fancy.	6
" gold seal.	10 1/2	" robes.	6 1/2
" green seal TR	10 1/2	Portsmouth robes.	6
" yellow seal.	10 1/2	Simpson mourning.	6
" serge.	11 1/2	" greys	6
" Turkey	10 1/2	" solid black.	6
Ballou solid black	5	Washington indigo.	6
" colors.	5 1/2	" Turkey robes.	7 1/2
Bengal blue, green,	5 1/2	" India robes.	7 1/2
red and orange.	5 1/2	" plain T'ky X	8 1/2
Berlin solids.	5 1/2	" X.	10
" oil blue.	6 1/2	" Ottoman Tur	6
" green	6 1/2	key red	6
" Foulards	5 1/2	Martha Washington	7 1/2
" red	7	Turkey red	7 1/2
" 44	9 1/2	Martha Washington	9 1/2
" 3-XXXXX	12	Turkey red.	9 1/2
Cochecho fancy	6	Riverpoint robes.	5
" madders.	6	Windsor robes.	6 1/2
" XX twills.	6 1/2	" gold ticket	6 1/2
" solids.	5 1/2	Indigo blue.	10 1/2
TICKINGS.			
Amoskeag A.C.A.	12 1/2	A.C.A.	12 1/2
Hamilton N.	7 1/2	Pemberton AAA.	16
" D.	8 1/2	York.	10 1/2
" Awning.	11	Swift River.	7 1/2
Farmer	13	Swirl River.	12
First Prize	11 1/2	Warren.	13
Lenox Mills	18		
COTTON DRILL.			
Atlanta, D.	6 1/2	Stark A.	8
Boot.	6 1/2	No Name.	7 1/2
Clifton, K.	6 1/2	Top of Heap.	10
SATINES.			
Simpson	20	Imperia.	10 1/2
" 18	18	Black	9 1/2 @ 9
" 16	16	" BC.	@ 10
Cochecho	10 1/2		

sure indication of approaching age. I don't think a young man ever cares what becomes of a vest when the rest of the suit is gone. But when a man falls into the habit of casually pausing before a forgotten vest when he is rummaging through a clothes closet for something else, and stands thoughtfully looking at it; when he takes it down and examines it, and says, with the air of a Daniel pronouncing judgment "Why, that's a good vest," with the accent heavy on the vest, as though a "good vest" was a pearl of great price; when he tells his wife that he found a good vest, good as new, stowed away among some of her things, that man can take himself out of young society with the positive assurance that he will not be missed five minutes. He may have been a young man half an hour ago, but he is growing old now. It is a sign more infallible than blindness, deafness, toothlessness and childishness. When a man begins to take an interest in saving vests, which save themselves more than a hired man, he is growing old.

There were some other points of reform to which I had intended calling the attention of our apparel designers, but I seem to have side-tracked again. The manager says that this tendency to stray from one's subject and wander and mander around over half a dozen fields of thought—he pronounces "thought" in italics and quotation marks and with an accent which the proofreader says isn't in the score—is also an indication of old age. It is in other men, I know, but not in me. I always was that way, less or more. When I was a boy I couldn't get through a recitation in arithmetic without introducing three or four answers that were not in the book, and which the teacher said never were in any book and never would be. This was an unconscious tribute to my originality, of the truth of which I was perfectly conscious at the time, and of which I have been justly proud ever since.

ROBERT J. BURDETTE.

He Wanted His Money.

The Binghamton Herald tells the following story about the startling effect upon a granger of a cash carrier in a retail store:

Some amusement was created in a dry goods store in this city, the other day, when a farmer came in to make a purchase. He bought some calico, and when the clerk placed inside the cash ball the \$5 bill the farmer gave him and sent it spinning along the wires towards the cashier's desk, a funny sight was witnessed. Our rural friend evidently thought that was the last he would ever see of his bill, unless he moved lively, which he did, keeping his eyes fixed on the ball. He collided with an old lady, fell over one of the seats, regained his feet, and kept right on until he arrived at the cashier's desk. "By gosh! I want my money," he gasped. "I've read too much about bunco-steerers to lose my money, and I'll have my change if I clean out the whole shebang." He was finally pacified, and departed amid the broad smiles of the clerks and customers in the store. As he went out he muttered: "If I don't come to the city very often, them swindlers can't catch me with their sawdust games."

A Model Collector.

The chief requisites for a successful collector of bad debts in a certain Southern State is amusingly illustrated by the following, which is a genuine advertisement: "We desire an able-bodied, hard-featured, bad-tempered, not-to-be-put-off and not-to-be-backed-down young man, to collect for us. Must furnish his own horse, saddle-bags, pistols, bowie knife, and cow-hide. We will furnish the accounts. To such a young person we promise constant and laborious employment."

A woman in Americus, Ga., is using a lamp chimney that she has used daily for the past eight years, and she expects to use it for many years yet. She says that she boiled it in salt and water when it was bought, in 1882, and no matter how large a flame runs through it, it won't break.

Hardware Price Current.

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

AUGERS AND BITS.	
Snell's.....	dis. 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.....	50
" D. B. Steel.....	13 50
BARROWS.	
Railroad.....	\$ 14 00
Garden.....	net 30 00
BOLTS.	
Stove.....	50&10
Carriage new list.....	75
Plow.....	40&10
Sleigh shoe.....	70
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST.	
Cast Loose Pin, figured.....	70&10
Wrought Narrow, bright cast 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.	
Grain.....	dis. 50&62
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	60
G. D.....	35
Musket.....	60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	132 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 28
" 14x52, 14x56, 14x60.....	26
Cold Rolled, 14x56 and 14x60.....	23
Cold Rolled, 14x48.....	25
Bottoms.....	25
DRILLS.	
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6 1/2
ELBOWS.	
Com. 4 piece, 6 in.....	dos. net 75
Corrugated.....	dis. 40
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
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.....	12 13 14 15 18
Discount, 60.....	
GAUGES.	
Stanley Rule and Level Co.'s.....	dis. 50

HAMMERS.	
Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	80c 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.	
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.	
Bright.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s.....	dis. 70
KNOS—New List.	
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	55
LOCKS—POOR.	
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.....	\$15.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled.....	dis. 50
MILLS.	
Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Co.'s.....	40
" Enterprise.....	30
MOLASSES GATES.	
Stebbin's Pattern.....	dis. 60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25
NAILS.	
Steel nails, base.....	1 80
Wire nails, base.....	2 05
Advance over base:	
60.....	Base 10
50.....	Base 10
40.....	05 30
30.....	10 30
20.....	15 30
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
Fine 3.....	1 50 2 00
Case 10.....	60 90
" 8.....	75 1 00
" 6.....	90 1 25
Finish 10.....	85 1 00
" 8.....	1 00 1 25
" 6.....	1 15 1 50
Clinch 10.....	85 75
" 8.....	1 00 90
" 6.....	1 15 1 50
Barrell 1/2.....	1 75 2 50
PLANES.	
Ohio Tool Co.'s, fancy.....	@ 40
Sciota Bench.....	@ 60
Sandusky Tool Co.'s, fancy.....	@ 40
Bench, first quality.....	@ 80
Stanley Rule and Level Co.'s, wood.....	@ 10
PANS.	
Fry, Acme.....	dis. 60-10
Common, polished.....	dis. 70
RIVETS.	
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, 1/4 inch and larger.....	7
Manilla.....	11 1/2
SQUARES.	
Steel and Iron.....	dis. 75
Try and Bevels.....	60
Mitre.....	20
SHEET IRON.	
Nos. 10 to 14.....	Com. Smooth. Com. \$4 05 \$2 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.	
List acct. 19, '86.....	dis. 50
SASH CORD.	
Silver Lake, White A.....	list 50
" Drab A.....	" 55
" White B.....	" 50
" Drab B.....	" 55
" White C.....	" 35
Discount, 10.....	
SASH WEIGHTS.	
Solid Eyes.....	per ton \$26
SAWS.	
" Hand.....	dis. 20
" Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dia. X Cuts, per foot.....	50
" Special Steel Dia. X Cuts, per foot.....	30
" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.	
Steel, Game.....	dis. 60&10
Oneida Community, Newhouse's.....	35
Oneida Community, Hawley & Norton's.....	70
Mouse, choker.....	15c per doz
Mouse, delusion.....	\$1.50 per doz.
WIRE.	
Bright Market.....	dis. 65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 35
" painted.....	2 85
HORSE NAILS.	
Au Sable.....	dis. 25&10 25&10&5
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Bird Cages.....	dis. 50
Pumps, Cistern.....	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
Duty: Sheet, 2 1/4c per pound.....	
600 pound casks.....	6 1/2
Per pound.....	7
SOLDER.	
1/2@1/4.....	16
Extra Wiping.....	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson.....	per pound 16
Hallett's.....	" 13
TIN—MELYN GRADE.	
10x14 IC, Charcoal.....	\$ 7 50
14x20 IC, ".....	7 50
10x14 IC, ".....	9 25
14x20 IC, ".....	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal.....	\$ 6 75
14x20 IC, ".....	6 75
10x14 IC, ".....	8 25
14x20 IC, ".....	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, ".....	6 50
14x20 IC, ".....	8 50
20x28 IC, ".....	13 50
14x20 IC, " Allway Grade.....	6 00
14x20 IC, ".....	7 50
20x28 IC, ".....	12 50
20x28 IC, ".....	15 50
BOILER SIZE TIN PLATE.	
14x28 IC.....	\$14 00
14x31 IC.....	15
14x56 IC, for No. 8 Boilers, per pound.....	10
14x60 IC.....	

The Kelly Perfect Axe

— ALSO —

The Falls City Axe

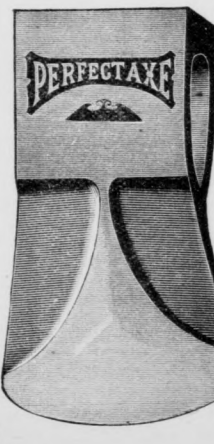
Both Manufactured by

The Kelly Axe Mfg Co, Louisville, Ky.

We carry a good stock of these axes and quote them at the following prices:

	S. Bit.	D. Bit.
Kelly Perfect, per doz.	\$7	\$12
Falls City, per doz.	\$6	\$9

FOSTER & STEVENS & CO.



Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

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The Tradesman Company, Proprietor.

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E. A. STOWE, Editor.

WEDNESDAY, NOVEMBER 4, 1891.

UNION LABEL AGAIN CONDEMNED.

The Supreme Court of Pennsylvania has placed itself in line with the courts of last resort in about twenty other States by refusing to recognize the so-called union label, by means of which irresponsible demagogues seek to black-mail decent people by preventing the use of cigars not bearing that infamous emblem of tyranny.

Cigarmakers' International Union No. 126 of Uprata, Lancaster county, by bill in equity, restrained John H. Brendle from using the Cigarmakers' International Union label on his goods. The County Court sustained the Master's report in behalf of this injunction. Brendle is a union manufacturer who had incurred the ill-will of local officials and refused to use their labels. He issued similar labels or trade marks of his own, and appealed to the Supreme Court from the injunction.

The Supreme Court, in refusing to continue the injunction, reversed the lower court's decision on the ground that the Cigarmakers' Union, formed for the "mental, moral and physical welfare of its members," is a personal and social organization, not a commercial one, and under the law of Congress, therefore, cannot own a trade mark. Referring to the impudent boast of the label that the cigars it covers are "made by first-class workmen" and its lying claim that all cigars not bearing the label are of "inferior rat-shop, coolie, prison or filthy tenement house workmanship," Pennsylvania's highest court issues the following severe though righteous rebuke:

"This is an attempt to use the public as a means of coercion, in order to find a market for their goods and labor.

"A first-class workman is one who does first-class work, whether his name is on the rolls of any given society or not.

"Filthiness and criminality of character depend on conduct, not on membership in a union.

"Legitimate competition rests on superiority of workmanship and business methods, not on the use of vulgar epithets and personal denunciation."

If the tribunals of the country continue to pronounce against the union label, and strikes and boycotts continue to fail as they have during the past year, the superstructure of trades unions will soon have no foundation on which to rest and will fall to pieces from its own weight.

IS THE THING OVERDONE?

A representative retailer, who does not wish to disclose his identity, writes THE TRADESMAN as follows on a subject which is of mutual interest to both wholesaler and retailer:

As a retail grocer in a stirring Northern Michigan town, I am at a loss to understand why the wholesale houses of Grand Rapids send out so many men to drum the trade—in other words, why they send their men around so often to

take orders which are necessarily so small as to hardly be worth coming after. I am always glad to see the boys, and devote all the time to them I can, but I can't buy of everyone, much as I should like to do so. I must confess that I over-buy continually, due to the importunities of the boys and the desire on my part to help them all I can, and this sometimes keeps me so close in money matters that the houses write me sharp letters by way of reminders that I am behind in my payments.

I do not write this for the purpose of informing the wholesale houses how to do their business, but it occurs to me that a little agitation of the matter in THE TRADESMAN cannot fail to result to the advantage of all concerned.

While THE TRADESMAN firmly believes that the traveling system is the most desirable plan yet devised to facilitate transactions between the wholesaler and retailer, it cannot dispute the statement of its correspondent that the system has been overdone—that there are altogether too many men on the road and that in many lines the trade is called on more often than necessity or profit require. There is a tendency on the part of many jobbers to check this evil and THE TRADESMAN will next week present the views of local dealers on this question.

THE TRADESMAN does not often feel called upon to dissent from the conclusions of its contributors, but some of the statements made by the author of "Behind the Counter" in this week's paper are certainly susceptible of criticism. The inference that strictly honest men in trade are at a premium because wholesale dealers no longer entrust men with large stocks to sell on commission is based on wrong conclusions. The commission method, so common a third of a century ago, was abandoned because it had to give way to improved business methods to keep pace with the spirit of the age. When profits were large and variations in prices were not so marked as at present; when the means of transportation were meager and railway lines were few and far between, it is not to be wondered that men of large means were glad to entrust stocks of goods to trusted lieutenants to be sold on commission or joint account. The changes of time, however, have reversed all the conditions then existing in the commercial world. Profits are no longer large; the prices of staple goods are subject to constant variation; the rapid increase in railway and steamship lines, bringing transportation rates down to nominal figures, enables the merchant to buy his goods a thousand miles away from home, if he so desires. Furthermore, the man who can conduct a commission business successfully has wisely come to the conclusion that he might better be behind his own counter, taking the entire profits, instead of dividing them with a man who has been so generous as to furnish him with a stock of goods which he is compelled to sell at the prices dictated by the owner. The commission stores served a useful purpose in their day, by giving trusted agents an opportunity to develop their business capacities and by furnishing the people of isolated communities with varied stocks from which to make their selections, but they have been crowded into the background—not by the lack of honest men to conduct them, but for the several reasons above enumerated, the commission method not being in keeping with the times.

The most encouraging thing connected

with politics at the present time is the apparent growing popularity of the plan of joint debates between candidates or representative men of the parties, to which the adherents of each are invited, that they may hear both sides discussed. We all know that in politics, as well as in other matters, the apparent color of the shield depends much upon which side of it we are in a position to see. By attending such debates the people are, better than in any other way, enabled to see both side, and know all about the shield. Each speaker at such debates talks with the knowledge that he will be held to account by his opponent for all he says, which is a good thing in itself, and will directly tend to lessen the wild and unqualified assertions which make up the bulk of the ordinary political speech. It is to be hoped that the custom of holding joint debates will grow and become universal, that the people may hear both sides, and, intelligently choosing between them, decide which they prefer.

The subjoined advice from the Kalamazoo Telegraph is equally applicable to any other community:

People who live in Kalamazoo should make it a point to patronize those who help to pay the taxes, own or rent stores and have some interest in the welfare of our city. Strangers who slip in here twice a year during the busy season, take a few hundred dollars out of the place, then fold their tents and disappear are not entitled to the encouragement of our citizens.

Joseph Martin has been noted for years as a man who has waxed rich on the misfortunes of his fellows. If the statements of a former domestic of D. A. Blodgett are true, Mr. Martin's son is following in the footsteps of his illustrious and usurious sire.

Is He a Chattel Mortgage Shark?

D. A. Blodgett, whose disposition to relieve the pangs of poverty is only equalled by his ability to do so, financially, recently had his attention called to the "peculiar" methods of the chattel mortgage operator. A former domestic, now married and the mother of several children, borrowed \$75 from John B. Martin on June 25, giving a mortgage on her household effects of every description for \$81. Two payments, of \$6 each were made—the lady asserting that Martin demanded \$6 a month interest (being a fraction less than 100 per cent.)—and in default of further payments, Martin wrote the lady a letter, stating that he would take possession of the goods the next day. The lady appealed to her former employer, who was so incensed over the matter that he placed it in the hands of Ex-Judge Burch, who tendered Martin the face of his claim of \$81, less the \$12 paid. It is needless to say that he accepted the tender, as it was the intention of Mr. Blodgett to prosecute the matter, in the event of any quibbling on the part of young Martin.

It is due Judge Burch to say that he made no charge for his services.

The Employer Was Hard Hearted.

Tired Salesman—I'd like to go off for the rest of the week, sir.
Unfeeling Employer—No need to do that. Stay right here and the rest of the week will come to you.

One fault begets another; one crime makes another necessary.

Card from Desenberg & Schuster.

[THE TRADESMAN cheerfully gives place to the following communication from Desenberg & Schuster, reputable Hebrew merchants of Kalamazoo, condemning an article in last week's paper. While the writers of the communication undoubtedly intend to be fair in their treatment of the subject, their enthusiasm leads them to attribute meanings to words and sentences not at all intended by the writer and not so interpreted by the leading Hebrew patrons of THE TRADESMAN in Grand Rapids, who assert that the article complained of contains nothing which could offend the most orthodox Israelite. THE TRADESMAN will have more to say on this subject next week.]

"You too, my Brutus," Julius Caesar shall have exclaimed when the death-dealing steel of the assassin reached his heart. Such, at least, has been the accepted idea for centuries past, and whether it is only an ideal tragedy, born of the fertile brain of the poet or whether it actually was a *bona fide* plot, conceived and enacted upon the stage of life does not impair the existence of the idea, for what comes nearer the conception of immortality than a "thought." So said the immortal Thomas Payne. Here is THE MICHIGAN TRADESMAN, a periodical of undisputed merit in many respects and hitherto considered to be impartial in matters of dispute, generous with those who maintain opposing views and, above all, neutral in race and religious matters, here it comes like a thunderbolt from a sunny sky with the ominous war song of "Keep your eye on the Jew," and forthwith proceeds to state the cause of his fears, to wit: "They crowd out all others." This is a broad statement and undoubtedly an off-hand and thoughtless word on your part, Mr. Editor. We venture to make the assertion that you have no practical experience, *personally*, nor can you support your accusation by actual proof, but if you can you will find the percentage of instances to be way below those of the gentile portion of the community. You quote Judge Hilton; to be sure he *had* to quit, but it was a unique and exceptional case, for he crowded *himself* out. The product of his factories was almost entirely disposed of to the "hateful Jews." They were welcome and profitable customers, entirely welcome with their shekels, but they were not welcome at his hotel; they were haughtily and sneeringly excluded. We imagine, Mr. Editor, that in return for this his Jewish patrons should have fawned at his feet, considering themselves fortunate if Mr. Hilton was still gracious enough to sell them his goods. Now, "be honest," says Col. Ingersoll, would you continue to patronize your dry goods merchant should he one day open his magnificent mansion inviting all his patrons to partake of his hospitality, and on your presenting yourself in the anti-chamber, there to be met with the sneering remark that printers are excluded or that your nationality or religion were distasteful to him? Why "Keep your eye on the Jew?" Why should you envy him his prosperity? Rather should you try to get at the secret of it and profit by the example. But here it is: The Jew does not stand at the corner or lounge around in public places, but attends to his business. He does not sport a horse and buggy as soon as he has accumulated enough to own it. He does not sparkle his diamonds before he has the ducats and the dollars to warrant it. If he earns one dollar he uses less; in short, he lives within his means,

always with a view to lay up something for a rainy day or to support an aged parent. All this means success in nine cases out of ten; hence his diamonds, ducats and dollars.

A reproach, which takes the form of an indictment against the Jew, is his being exclusively a tradesman, shunning manual labor, or the tilling of the soil. Also for the noble ship of the desert, the poor camel whom a kind providence gave a well and softly padded foot, the more easily to traverse the sandy sea, but was transported to the icy north, its soft and tender feet put in rigid iron shoes, fed upon frozen fish instead of its wonted grasses and then expect the same service from the poor, willing but emaciated beast. Or have you ever seen the wonders of one of our mammoth caves, and in wandering through it noticed, by the glare of your torch, the fishes playing in its subterranean waters? Now these fishes are totally blind. Whence came these blind fishes, you ask. The answer is simple enough. When, many thousand years ago, by a mighty upheaval of the earth's surface, these caves were created, the inflowing waters carried along with it the ancestors of these fishes who, however, were provided with a good pair of eyes. Living and propagating, however, these thousands of years in total darkness, their organism was changed, and the optic faculties destroyed, the organ obliterated so that only an indistinct mark remains where the eye used to be. Does any one suppose their sight, which it took so many centuries to obliterate, would be restored in a comparatively short period by removing these blind creatures back into the life and light giving sun? Now you, the "Christian"—the would-be Christian nations—have up to recently deprived the Jew of the right to carry on trades, professions, agriculture, hampering his ways and means of livelihood in a thousand ways, leaving him only the alternative of starving or trading with his so-called Christian fellow-beings, thus making of him what he is to-day, a trader, and now, as in the case of the tender-footed camel or the blind fish, after having subverted his organism, forced it into strange channels, you forthwith ask him why are you not tillers of the soil before you have given him chance to regain his former qualification in that direction, before you have given him time to revert back and fit himself for his new vocation. How many generation will it require pray tell me, to undo the existing and restore and inhibit former conditions.

But no, you do not stop to consider; you are inexorable; you say "no matter, the Jew must be burned" and without further ceremony you bind him to the stake, you confiscate his property, you expatriate him, you bound him from place to place, you sneer at him and call him a Shylock, because he is what you made him, a trader. Christianity! Thy name is—yes, what is it? I confess it puzzles us, but this much we know—it is not consistency, and we also know that it is not what its great and noble, sincere and self-denying founder preached and intended it to be, woe to the would-be Christian who so woefully misconstrues His teachings. Think ye of His sayings on the mount, that sermon of all sermons. "The peaceful shall be called the children of God, the merciful shall find mercy, the pure in heart shall see God."

And now pray, Mr. Editor of THE TRADESMAN, won't you tell us what you intend to do with the Jew after you are done keeping your eye on him? But it is easy to infer: Kill him, of course, or, in case you feel somewhat humanely, you will be satisfied with plucking out his beard and kicking him out of the country. And this, we imagine, is what you mean when you say "Theologians tell us that wonderful things will be seen before the end of this century." This is prophetic, and their right to prophesy may be as legal as that of the prophets of old, but if it is claimed that the latter's have been fulfilled, there is still one portion left awaiting fulfillment, and that is, "The scepter shall not depart from Judah, says the Lord of hosts." So we need not altogether give up in despair, at least not in this great and glorious country, where justice will prevail in the end. And now, Mr. Editor, whenever you and your brother editors take it into your heads to indulge in a little tirade or expedition against the hounded game, have you ever considered that upon every inciting and passion-kindling word you send out broadcast, there may hang an innocent human life, for with every word of approval you utter in encouragement of the tyrant, you may cause innocent blood to flow. For the sake of humanity, for the sake of mercy, of which all creatures are so much in need, stop adding fuel to the raging flames.

D. & S.

KALAMAZOO, Oct. 31, 1891.

Gripsack Brigade

Ed. Pike, who has been on the road the past four years for Voigt, Herpolsheimer & Co., has severed his connection with that house.

R. P. Bigelow, the Owosso traveler, was relieved of \$100 in cash, \$300 in checks, two watches and other valuables by a midnight visitor one night last week.

Frank H. White, late of the defunct Grand Rapids Paper Co., has engaged to travel for the paper department of Eaton, Lyon & Co., covering the same territory as he did when with the former firm of Curtiss & Co.

J. M. Raper, of Big Rapids, Michigan representative of the Celluloid Starch Co., of New Haven, Conn., has been in the city a few days this week, calling on the retail and jobbing trade. "John" reports trade lively in his line.

A New York jewelry house has had a lady drummer on the road for several months, and claims that she is not only away up on the art of meeting hotel clerks, hackmen and railroad men on their own ground, but sells as many goods as their best traveling man.

Lowell Journal: A bright Ionia traveling man perpetrated a huge practical joke on two fellow knights of the grip by jumping out in a dark street at Vernon station with leveled pistol and demanding their money. The large dimensions of the joke came in at this point: The two held-up men recognized their Ionia friend and literally mopped the ground with the disheveled highwayman regardless of his pitiful appeals. Then the two apologized for not recognizing him earlier and assisted in wiping the mud and gore off the ruins of his natty fall suit.

Big Rapids people must like peanuts, the Putnam Candy Co. having an order for twenty-five sacks from Charlie Raper, of that place.

Strong Endorsement of Local Organization.

The National Wholesale Druggists' Association, in annual convention at Louisville week before last, adopted the following resolutions in regard to the local organization of the retail trade:

WHEREAS, Upon the thorough organization of retail druggists throughout the United States depend almost entirely the hope of relief from price cutting under any plan that may be proposed and adopted at this conference between the manufacturers, wholesalers and retailers, therefore be it

Resolved, That the N. W. D. A. strongly urge such immediate organization in each State and each county.

Resolved, That when such organizations are perfected, this work of substantiating complaints of violators under this A. P. A. plan, just endorsed by this body, or any other plan that proprietors may work under, shall be carried on by the properly accredited delegates of such retail organizations.

Resolved, That our sub-committee on violations of contracts be instructed to give such delegates every aid in its power to supervise and publish the list of names on cut-off list when reported by the associated retailers, if upon consultation with counsel such publication shall be found to be legal.

Ionia—Hayes, Spaulding & Co., dealers in agricultural implements, have put in a line of hardware.

Geo. H. Reeder & Co.,

JOBBER OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

Wayne County Savings Bank, Detroit, Mich.

\$500,000 TO INVEST IN BONDS

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

Use Tradesman Coupon Books.

Agents Wanted!

SAGINAW, Mich., June 22, 1891.

Albion Milling Co., Albion, Michigan:

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

WELLS STONE MERCANTILE CO.

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

ALBION MILLING COMPANY, Albion, Mich.

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.

Coupon Books

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

The Tradesman Company, Grand Rapids

Jewett Brothers,

Druggists,

No. 37 Monroe Street.

Grand Rapids, Mich., 1891

The Hazelton & Perkins Drug Co.
City.

Gentlemen

We take pleasure
in testifying to the promptness
with which you invariably
fill our orders.

The quality of the goods
is of the best and it is
rarely we are troubled
with your being out of
any thing

Yours Respt
Jewett Bros.

DR. H. E. LOCHER & CO.

DEALERS IN

Drugs and Chemicals,

SPECTACLES, STATIONERY, AND TOILET ARTICLES.

168 ELLSWORTH AVE.

Grand Rapids, Mich., Sept. 11, 1891

Hazelton & Perkins Drug Co
Gentlemen

We have been dealing with your
House for the last eleven years
and take pleasure in saying
that our orders have always been
filled with accuracy and promptness.
We find, when comparing your
prices with those of other Drug
Houses that we have been able to
get just as low figures (and in
many cases lower) than any
other House can offer East or
West besides having the advantage
of getting goods immediately.
Wishing you prosperity in the
future We remain Truly yours
Dr H E Locher & Co

Testimonials That Tell!

W. A. Van Leeuwen Druggist
Grand Rapids, Mich.

Sept 10, 91.

Hazelton & Perkins Drug Co

City

Gentlemen:

It is now about
7 years that I have done
business with your House,
and can cheerfully state
that prices, quality and
delivery of goods, as well as
the filling of my orders by
you have always been
very satisfactory, and
the treatment, both of
yourselves and employees,
gentlemanly and pleasant.

Respectfully
W. A. Van Leeuwen

R. A. McWILLIAMS,



NO. 22 WEST BRIDGE STREET

Grand Rapids, Mich. Sept 12, 1891

Hazelton & Perkins Co
Dear Sir

Having bought
Drugs of you for the last six years,
I can truthfully say that for
the quality of your goods and
promptness in delivering you
stand at the head

Yours Truly

R. A. McWilliams

38 W. Bridge St.

Advanced—Cassia buds **Declined**—Bromide potash, balsam peru, powdered jalap, glycerina.

Morpha, S. P. & W.	1 95¢ 20	Selditz Mixture	25	Linseed, boiled	39	42
" S. N. Y. Q. &	1	Sluapls	18	Neat's Foot, winter		
Cochus Canton	1 85¢ 10	"	30	" strainer	50	60
Myristica, No. 1	70¢ 75	Snuff, Maccaboy, De		Spirits Turpentine	41	46
Nux Vomica, (po 20)	10	Voes	35			
Os. Sepia	25¢ 28	Snuff, Scotch, De. Voes	35	PAINTS.	bbl.	1
Pepsin Saac, H. & P. D. . . .		Soda Boras, (po 12)	11¢ 12	Red Venetian	13	20 3/4
Co	2¢ 00	Soda et Potass Tart.	30¢ 33	Ochre, yellow Mars	13	20 3/4
Picls Liq. N. C. 1/4 gal	22 00	Soda Carb.	1 1/2 2	" Ber	13	20 3/4
doz	22 00	Soda, Bi Carb.	5	Putty, commercial	2 1/2	2 3/4
Picls Liq, quarts	21 00	Soda, Ash	3 1/2 4	" strictly pure	2 1/2	2 3/4
"	85	Soda, Sulphas	2	Vermilion Prime Amer-		
Pi Hydrarg, (po 80)	1	Spis. Ether Co	50¢ 55	"can	13¢ 16	16
Piper Nigrs, (po 32)	1	" Myrcia Dom	25 25	Vermilion, English	70¢ 75	75
Piper Alba, (po 55)	3	" Myrcia Imp.	23 00	Green, Penninsular	70¢ 75	75
Pip Burgun	7	" Vinl Rect. bbl		Lead, red	7	7 1/4
Plumbi Acet	14¢ 15	" 2 27	2 31¢ 42	" white	7	7 1/4
Pulvis Ipecac et opil.	1 10¢ 20	Less Sc gal, cash ten days . .		Whiting, white Span.	70¢	70
Pyrethrum, boxes H		Strynchia Crystal	21 30	Whiting, Gilders	70¢	70
& P. D. Co., doz	1 25	Sulphur, Subl.	3 2 4	White, Paris American	1 0	1
Pyrethrum, pv	30¢ 35	" Roll	2 1/2 3 1/2	Whiting, Paris Eng.		
Quassiae	8¢ 10	Tamarinds	8¢ 10	" cliff	1 40	1
Quinia, S. P. & W	31¢ 36	Terebenth Venice	28¢ 30	Pioneer Prepared Paints 20¢ 1		
" S. German	20 30	Theobromae	4¢ 56	Swiss Villa Prepared		
Rubia Tincturum	12¢ 14	Vanilla	9 00¢ 16 00	Paints	1 00¢ 1 20	1 20
Saccharum Lactis pv	7 35	Zinci Sulph.	7¢ 8			
Salacia	1 80¢ 15			VARNISHES.		
Sanguis Draconis	40¢ 50	"		No. 1 Turp Coach	1 10¢ 21	20
Santonine	4 50	"		Extra Turp	1 60¢ 71	70
Sapo, W	12¢ 14	"		Coach Body	2 75¢ 3 00	30
"	10¢ 12	"		No. 1 Turp Furn	1 00¢ 1 20	120
" G	15	"		Extra Turp Damar	1 55¢ 1 60	160
		"		Japan Dryer, No. 1		
		"		Turp	70¢	75

Drugs & Medicines.

Michigan State Pharmaceutical Ass'n.
President—H. G. Coleman, Kalamazoo.
Vice Presidents—S. E. Parkill, Owasco; L. Pauley, St. Ignace; A. S. Parker, Detroit.
Secretary—Mr. Parsons, Detroit.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—F. J. Wurzburg, Grand Rapids; Frank Inglis and G. W. Stringer, Detroit; C. E. Webb, Jackson.
Next place of meeting—Grand Rapids.
Local Secretary—John D. Muir.

Grand Rapids Drug Clerks' Association.
resident, 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 Plan Now Officially Adopted.

The plan to prevent cutting of patents, officially adopted by the National Wholesale Druggists' Association, the Association of Manufacturers and Dealers in Proprietary Articles, the American Pharmaceutical Association, by eighteen State Pharmaceutical Associations and the Interstate League, is as follows:

Condition 1—Manufacturers and owners of proprietary preparations on the contract plan agree to sell their products only to druggists, wholesale dealers in proprietary medicines and established agencies.

2—Wholesale druggists or established agencies are not to supply any dealer on the cut-off list, excepting at full retail prices. Further, wholesale druggists agree not to substitute when any order is presented for an article on the contract plan.

3—Retail dealers to agree to sell all contract goods at full retail prices, including all contract or rebate articles, that they will not violate the conditions of said agreement; and further agree not to substitute another article for any article requested if such article is on the contract or rebate plan, nor deliver such goods to any dealer on the cut-off list, excepting at full retail prices, and it is hereby provided that the names of all druggists who fail to comply with these conditions will be placed upon the cut-off list upon information to be furnished the proprietors by some regular retail association.

4—Under no consideration shall any manufacturer, wholesale druggist, or other dealer, directly or by collusion,

supply any proprietary preparation on the contract plan to dealers on the cut-off list, excepting at full retail prices.

5—Manufacturers, wholesale druggists, or wholesale dealers in proprietary goods and retail dealers shall refuse to sell commission merchants, brokers, express men, or agents, any article on the contract plan, unless such sales are for export, or for purchasers who are removed from domestic competition.

6—Manufacturers and wholesale druggists, or distributors of articles on the contract plan, to agree to not sell such articles to any retailer of said articles (excepting at full prices), who will not agree to sell such articles at full retail prices.

7—Manufacturers of proprietary articles on the contract plan to make their contracts in such manner as not to materially increase the purchasing price to the retailer in quantities of one-fourth of a dozen or over.

8—Any wholesale druggist, retail dealer, or other dealer, violating this contract shall be placed on the cut-off list as a penalty for such violation.

Standing Committees of the M. S. P. A.

The standing committees of the Michigan State Pharmaceutical Association for the coming year are as follows:

Trade Interests—J. E. Peck and F. J. Wurzburg, Grand Rapids; W. A. Hall, Greenville.

Pharmacy and Queries—A. B. Prescott, Ann Arbor; J. B. Watson, Coopersville; D. E. Prall, Saginaw.

Legislation — James Vernor, Detroit; A. A. Goodyear, Ann Arbor; D. B. Perry, West Bay City.

Adulterations—H. W. Snow, Detroit; Geo. McDonald, Kalamazoo; O. C. Johnson, Ann Arbor.

Membership—H. B. Fairchild, Grand Rapids; R. P. Williams, Jas. E. Davis, C. C. Hinchman and B. L. Lambert, Detroit.

The Drug Market.

Opium is very firm, on account of light supplies. Morphia is unchanged. Quinine is dull. Bromide potash has declined. Balsam peru is lower. Cassia buds have advanced. Powdered jalap has declined. Turpentine is lower.

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDE.

GROCERIES.

The Potato Outlook Better.

The potato prospect is more encouraging as to prices. Official advices indicate that Canadian tubers will have free entry to Cuba only until February 1, after which United States potatoes will be admitted to that market free, while all others except Spain's will have to pay 28 cents per bushel duty. This will make a little extra call for the United States crop. Secretary Bruce, of the Royal Northern Agricultural Society, reports that potatoes in Scotland are only 85 per cent. of a crop and likely to be curtailed by rot, which has caused them to be rushed into market at 50 cents per bushel, but with poor turnips and stock feeding stuffs very high, potatoes are expected to go higher in Scotland, which in favorable years has a surplus for export. Londonderry, North Ireland, now reports injury by disease, which has been still more marked in the adjoining county of Antrim, and prices are 40 cents with exports to Scotland because more easily reached than the South of Ireland when the crop is short. Great Britain certainly has no potatoes to spare for the continent, so that Canada and the United States may have to ship potatoes to Europe. The freight from New York to Liverpool is quoted at 72 cents per barrel or \$6 per ton of 2240 pounds if in sacks, 5 per cent. of the value of the shipment being added for insurance. The ton rate is equal to 17.4 cents per bushel, and if 40 cents is the export price in sacks, insurance and dockage would make the cost fully 20 cents per bushel. As potatoes are selling at 40@50 cents per bushel in English markets, we couldn't net over 20 or 25 cents to export at present value. France and Germany prohibit imports of American tubers for fear of potato bugs; if this restriction can be removed, it may pay to ship to those countries, as prices there are 50@95 cents per bushel, potatoes in Germany being 80 per cent. higher than last year. Both the United States and Canada have an abundant crop. September being warm but dry in most sections the rot threatened in August was arrested and the condition October 1 the highest on record, averaging 91.3 for the United States. This means 82 bushels per acre, or a total yield of 213,686,588 bushels, exceeding by 11,322,000 bushel the largest crop previously, that of 1888, and greater by 67,220,000 bushels than last year, when it was the shortest on record. The condition October 1 in the principal states of production compared thus, 100 representing perfection in yield and quality:

	1891	1890	1888
New England.....	95	78	91
New York.....	86	67	82
Pennsylvania.....	86	74	91
Ohio.....	96	51	91
Indiana.....	80	48	85
Illinois.....	90	32	84
Michigan.....	87	58	83
Iowa.....	95	51	97
Missouri.....	94	52	89
United States.....	91.3	61.7	86.8

An Eye on the Main Chance.

Drummer—When I marry I want a girl with a family tree.

Hotel Clerk—What use would that be to you?

Drummer—Mighty hand place to roost.

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.

Lakeview Items.

LAKEVIEW, Oct. 31—Dr. John Lamoreux, who has practiced medicine, and run a drug store here for twelve years, by the aid and timely advice of his wife—who is, by the way, one of the best business women in the State—has disposed of his property, packed his household goods and gone to Lansing, where they will make their future residence.

The Cato Novelty Works has been making some improvements, including the putting in of a larger new engine, and will begin work on Monday next.

John J. Bale is building a brick addition to his large sawmill and otherwise making extensive preparations for a big cut of hardwood lumber this winter.

C. Newton Smith is erecting his eleventh tenant house in this village.

E. G. Smith recently built a hoop shop here and employs six men making hoops. Six other men here work at hoop making.

Worlds of potatoes are being bought here now at 20 cents a bushel.

Two Houses Combine in One.

J. W. Parke, of South Bend, Ind., of twenty-six years successful experience in the notion and furnishing goods business, and W. H. Downs, of Grand Rapids, also of nineteen years' like experience in the same line, have formed a copartnership under the style of Parke & Downs for the purpose of giving the trade of Grand Rapids, and that tributary to it, the best stock of notions and furnishing goods at lowest prices, and at wholesale only, which can possibly be procured anywhere, as they have all the facilities for so doing.

W. A. Stebbins, for the past six years book-keeper and cashier for the Standard Oil Co., in this city, has tendered his resignation to take effect January 1. Mr. Stebbins is a good citizen and an expert accountant and has THE TRADESMAN'S hearty wishes for success in whatever he undertakes.

Use Tradesman Coupon Books.

Crockery & Glassware

FRUIT JARS.	
Mason's or Lightning.	10 00
Pints.....	10 50
Quarts.....	13 50
Half gallons.....	13 50
Rubbers.....	55
Caps only.....	4 50

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

LAMP CHIMNEYS.—Per box.	
6 doz. in box.....	1 75
No. 0 Sun.....	88
No. 1 ".....	2 70
First quality.	
No. 0 Sun, crimp top.....	2 25
No. 1 ".....	2 40
No. 2 ".....	3 40
XXX Flint.	
No. 0 Sun, crimp top.....	2 60
No. 1 ".....	2 80
No. 2 ".....	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled.....	3 70
No. 2 ".....	4 70
No. 2 Hinge, ".....	4 70
La Bastie.	
No. 1 Sun, plain bulb, per doz.....	1 25
No. 2 ".....	1 50
No. 1 crimp, per doz.....	1 35
No. 2 ".....	1 60

LAMP WICKS.	
No. 6, per gross.....	23
No. 1, ".....	28
No. 2, ".....	38
No. 3, ".....	75
Mammoth, per doz.....	90

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

POULTRY.

Local dealers pay as follows for dressed fowls:	
Spring chickens.....	2 @10
Fall chickens.....	8 @9
Turkeys.....	10 @11
Spring ducks.....	11 @13
Fall ducks.....	10 @11
Geese.....	10 @11

PRODUCE MARKET.

Apples—\$2.25 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 \$1.60 for city picked pea or medium.

Butter—Choice dairy finds ready sale at 21@22c. Factory creamery is held at 25c.

Celery—The crop appears to be an exceptional large one, many growers are being unable to secure anything like adequate returns. Local handlers manage to hold the price steady at 20c by preventing over supply.

Cabbages—40c per doz.

Cider—Sweet, 10c per gal.

Cranberries—Fancy Cape Cod are held at \$8.00 per bbl. Fancy in crates bring \$2.75.

Eggs—Dealers pay 30c for strictly fresh, holding at 22c. Cold storage and pickled are in fair demand at about 2c below fresh stock.

Evaporated Apples—The market is utterly featureless, dealers buying grudgingly at 5 1/2@6c and holding at 7c.

Grapes—Nine pound baskets sold at 30c for Concord and 35c for Delawares. California Tokay command \$2 per 4 basket crate.

Honey—The demand is strong but it is impossible to secure choice stock.

Onions—Dealers pay 45@50c and hold at 55@60c, extra fancy commanding about 70c.

Potatoes—Outside dealers are paying 20@25c and shipping into the Chicago market, almost invariably at a loss, as the choicest Burbanks have never sold above 3 1/2c, 25c being about a fair average.

Quinces—\$2 per bushel.

Squash—Hubbard, 2c per lb.

Sweet Potatoes—\$2.50 per bbl. for choice Jersey stock.

Turnips—25c per bushel.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new.....	10 00
Short cut.....	12 50
Extra clear pig, short cut.....	14 50
Extra clear, heavy.....	14 50
Clear, fat back.....	11 00
Clear, short cut.....	14 00
Clear back, short cut.....	14 00
Standard clear, short cut, best.....	14 50

SAUSAGE—Fresh and Smoked.	
Pork Sausage.....	7
Ham Sausage.....	9
Tongue Sausage.....	9
Frankfort Sausage.....	8
Blood Sausage.....	5
Bologna, straight.....	5
Bologna, thick.....	5
Head Cheese.....	5

LARD—Kettle Rendered	
Tierces.....	8
Tubs.....	8 1/2
50 lb. Tins.....	8 1/2

LARD.	
	Family.
Tierces.....	6
" 50 and 50 lb. Tubs.....	6 1/2
3 lb. Pails, 20 in a case.....	7
5 lb. Pails, 12 in a case.....	6 1/2
10 lb. Pails, 6 in a case.....	6 1/2
20 lb. Pails, 4 in a case.....	6 1/2
50 lb. Cans.....	6 1/2

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.....	7 00
Extra Mess, Chicago packing.....	7 00
Boneless, rump butts.....	10 00

SMOKED MEATS—Canned or Plain.	
Hams, average 30 lbs.....	9 1/2
" " 12 to 14 lbs.....	10
" picnic.....	7 1/2
" best boneless.....	9 1/2
Shoulders.....	6 1/2
Breakfast Bacon, boneless.....	10 1/2
Dried beef, ham prices.....	8 1/2
Long Clears, heavy.....	7 1/2
Briskets, medium.....	8
" light.....	8

FRESH MEATS.

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

FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows:	
FRESH FISH.	
Whitefish.....	2 @ 8
Trout.....	2 @ 8
Halibut.....	2 @ 15
Ciscoes.....	2 @ 5
Flounders.....	2 @ 9
Bluefish.....	2 @ 10
Mackerel.....	2 @ 12
Cod.....	2 @ 13
California salmon.....	2 @ 13
OYSTERS—Bulk.	
Standards, per gal.....	\$1 15
Selects, ".....	1 75
OYSTERS—Cans.	
Fairhaven Counts.....	2 @ 35
F. J. D. Selects.....	2 @ 30
Selects.....	2 @ 23
F. J. D. Anchor.....	2 @ 20
Standards.....	2 @ 17
Favorites.....	2 @ 15
SHELL GOODS.	
Oysters, per 100.....	1 25
Clams, ".....	75

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

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

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

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

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. R. Licorice Drops.....	80
Lozenges, plain.....	65
" printed.....	70
Imperial.....	65
Mottoes.....	75
Cream Bar.....	60
Molasses Bar.....	55
Hand Made Creams.....	85 @ 95
Plain Creams.....	80 @ 90
Decorated Creams.....	1 00
String Rock.....	70
Burnt Almonds.....	1 00
Wintergreen Berries.....	65

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

ORANGES.	
Floridas.....	3 25 @ 3 50

LEMONS.	
Messina, choice, 360.....	@ 6 75
" fancy, 360.....	@ 7 00
" choice 300.....	@ 7 00
" fancy 300.....	@ 7 00
OTHER FOREIGN FRUITS.	
Figs, fancy layers, 6 lb.....	@ 15
" " 10 lb.....	@ 15
" extra " 14 lb.....	@ 18
" " 20 lb.....	@ 20
Dates, Fard, 10-lb. box.....	@ 9
" " 50-lb. ".....	@ 8
" Persian, 50-lb. box.....	@ 8

NUTS.	
Almonds, Tarragona.....	@ 16 1/2
" Ivaca.....	@ 16
" California.....	@ 14 1/2
Brazils, new.....	@ 8
Filberts.....	@ 11 1/2
Walnuts, Grenoble.....	@ 14
" Marbot.....	@ 10
" Chili.....	@ 10
Table Nuts, fancy.....	@ 14
" choice.....	11 @ 12 1/2
Pecans, Texas, H. P.....	15 1/2 @ 17 1/2
Cocoanuts, full sacks.....	@ 4 00
PEANUTS.	
Fancy, H. P., Suns.....	@ 5 1/2
" Roasted.....	7 @ 7 1/2
Fancy, H. P., Flags.....	@ 5 1/2
" Roasted.....	7 @ 7 1/2
Choice, H. P., Extras.....	@ 4 1/2
" Roasted.....	@ 6 1/2

HIDES, PELTS and FURS.

Perkins & Hess pay as follows:	
HIDES.	
Green.....	3 @ 4
Part Cured.....	@ 4 1/2
Full.....	@ 5
Dry.....	6 @ 7
Kips, cured.....	3 @ 4
" cured.....	3 @ 5
Calfskins, green.....	4 @ 5
" cured.....	5 @ 6
Deacon skins.....	10 @ 30
No. 2 hides 1/2 off.....	
PELTS.	
Shearlings.....	10 @ 25
Lambs.....	20 @ 75
WOOL.	
Washed.....	20 @ 30
Unwashed.....	10 @ 20
MISCELLANEOUS.	
Tallow.....	3 1/2 @ 4 1/2
Grease butter.....	1 @ 2
Switches.....	1 1/2 @ 2
Ginseng.....	2 00 @ 2 50

OILS.

The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
W. W. Headlight, 150 fire test (old test).....	@ 8 1/2
Water White.....	@ 8
Michigan Test.....	@ 7 1/2
Naphtha.....	@ 7 1/2
Gasoline.....	@ 8 1/2
Cylinder.....	@ 36
Engine.....	17 @ 21
Black, 25 to 30 deg.....	@ 7 1/2

APPLE BUTTER	5	Lawrence	1	Eagle	7 40	Cracked	5	Nutmegs, fancy	30	Common to fair	23 @26
20 lb. pails	5 1/2	Hamburgh	2 25	Crown	6 50	" No. 2	5	" No. 2	75	Superior to fine	30 @35
AXLE GREASE.		Erie	1 15	Genuine Swiss	8 00	FISH—Salt.		Pepper, Singapore, black	15	Common to fair	18 @25
Frazer's.		Whortleberries.		American Swiss	7 00	Bloaters.		" shot	19	Superior to fine	30 @40
Wood boxes, per doz	80	Common	1 40	COUPON BOOKS.		Yarmouth	1 10	Pure Ground in Bulk		ENGLISH BREAKFAST.	
" 3 doz. case	2 40	F. & W.	1 25	TRADESMAN'S CREDIT COUPON		Cod		Allspice	15	Fair	18 @22
" per gross	3 00	Blueberries	1 30	TRADESMAN'S CREDIT COUPON		Whole Grand Bank	6 @24	Cassia, Batavia	20	Choice	24 @28
25 lb. pails	1 00	MEATS.		"Tradesman."		Boneless, bricks	7 1/2 @24	" and Saigon	25	Best	40 @50
15 lb. pails	75	Corned beef, Libby's	2 10	"Superior."		Boneless, strips	7 1/2 @24	Cloves, Amboy	30	TOBACCO.	
Aurora.		Roast beef, Armour's	1 75	Bulk orders for above coupon books are subject to the following discounts:		Halibut		Ginger, African	15	Fine Cut.	
Wood boxes, per doz	60	Potted ham, 1 lb.	1 50	1 per hundred		Smoked	12	" Jamaica	20	Pails unless otherwise noted.	
" 3 doz. case	1 75	" tongue, 1 lb.	1 10	2 per hundred		Herring		Cochin	15	Hiawatha	60
" per gross	6 00	" chicken, 1 lb.	95	3 per hundred		Scalped	21	" Trinidad	20	Sweet Cuba	34
Diamond.		VEGETABLES.		4 per hundred		Holland, bbls.	1 10	Mustard, Eng. and Trieste	25	McGinty	34
Wood boxes, per doz	50	Beans		5 per hundred		Round shore, 1/2 bbl.	2 50	" Trieste	27	Little Darling	22
" 3 doz. case	1 50	Hamburgh stringless	1 25	6 per hundred		No. 1, 1/2 bbls, 100 lbs.	11 00	Nutmegs, No. 2	25	" 1/2 bbl.	20
" per gross	5 50	" French style	1 40	7 per hundred		Family, 1/2 bbls, 100 lbs.	5 50	Pepper, Singapore, black	30	1791	20
Peerless.		Lima, green	1 20	8 per hundred		" kits, 10 lbs.	75	" white	30	1891, 1/2 bbls.	19
BAKING POWDER.		soaked	90	9 per hundred		Sardines		" Cayenne	30	Valley City	33
Acme, 1/2 lb. cans, 3 doz	45	Lewis Boston Baked	1 35	10 per hundred		Russian, kegs	45	" Absolute in Packages	30	Dandy Jim	27
" 1 lb. " 1 "	85	Bay State Baked	1 35	11 per hundred		Trout				Tornado	20
" 1 lb. " 1 "	1 00	World's Fair	1 35	12 per hundred		No. 1, 1/2 bbls, 100lbs	5 75			Searhead	40
" bulk	10	Corn		13 per hundred		No. 2 home	90			Joker	17
Telfer's, 1/2 lb. cans, doz.	45	Hamburgh	1 20	14 per hundred		Whitefish				Zeno	22
" 1 lb. " 1 "	85	Tiger	1 10	15 per hundred		Family, 1/2 bbls, 100 lbs	2 50			L. & W.	2
" 1 lb. " 1 "	1 50	Purity	1 10	16 per hundred		" kits 10 lbs	50			Here It Is	28
Arctic, 1/2 lb. cans	60	Honey Dew	1 40	17 per hundred						Old Style	31
" 1/2 lb. " 1 "	1 20	Hamburgh marrofat	1 35	18 per hundred						Jolly Tar	32
" 1 lb. " 1 "	2 00	No. early June	1 50	19 per hundred						Hiawatha	37
" 5 lb. " 1 "	9 00	Champion Eng.	1 50	20 per hundred						Valley City	34
Red Star, 1/2 lb. cans	40	Hamburgh petit pois	1 00	21 per hundred						Jas. G. Butler & Co.'s Brand	
" 1 lb. " 1 "	80	Soaked	65	22 per hundred						Something Good	38
" 1 lb. " 1 "	1 50	Harris standard	75	23 per hundred						Toss Up	26
BATH BRICK.		Van Camp's Marrofat	1 10	24 per hundred						Out of Sight	25
2 dozen in case		Early June	1 30	25 per hundred						Smoking	
English	90	Archer's Early Blossom	1 35	26 per hundred						Boss	12 1/2
Bristol	70	French	1 80	27 per hundred						Colonel's Choice	13
Domestic	60	Mushrooms	17 @18	28 per hundred						Warpath	14
BLUING.		Pumpkin		29 per hundred						Banner	14
Arctic, 4 oz. ovals	4 00	Erie	90	30 per hundred						King Bee	20
" 8 oz	7 00	Squash		31 per hundred						Kiln Dried	17
" pints, round	10 50	Hubbard	1 30	32 per hundred						Nigger Head	23
" No. 2, sifting box	2 75	Succotash		33 per hundred						Honey Dew	24
" No. 3	4 00	Soaked	85	34 per hundred						Gold Block	28
" No. 5	8 00	Honey Dew	1 60	35 per hundred						Peerless	24
" 1 oz ball	4 50	Tomatoes		36 per hundred						Rob Roy	24
BROOMS.		Van Camp's	1 00	37 per hundred						Uncle Sam	24
No. 2 Hurl	1 75	No. Collins	1 00	38 per hundred						Tom and Jerry	30
No. 1	2 00	Hamburg	1 10	39 per hundred						Brier Pipe	30
No. 2 Carpet	2 25	Gallon	2 50	40 per hundred						Yum Yum	32
No. 1	2 50	CHOCOLATE-BAKER'S.		41 per hundred						Red Clover	32
Parlor Gem	2 75	German Sweet	32	42 per hundred						Navy	32
Common Whisk	30	Premium	34	43 per hundred						Handmade	40
Fancy	1 20	Pure	38	44 per hundred						Frog	43
Mill	3 25	Breakfast Cocoa	40	45 per hundred						VINEGAR.	
Warehouse	2 75	Amboy	@12 1/4	46 per hundred						40 gr.	8
BUCKWHEAT FLOUR.		Norway	@11 1/4	47 per hundred						50 gr.	9
Rising Sun	5 00	Riverside	@12	48 per hundred						WET MUSTARD.	
York State	5 00	Allegan	@11 1/4	49 per hundred						Bulk, per gal	30
Self Rising, case	5 10	Skim	@10	50 per hundred						Beer mug, 2 doz in case	1 75
CANDLES.		Brick	@12 1/2	51 per hundred						YEAST—Compressed.	
Hotel, 40 lb. boxes	10 1/2	Edam	@10	52 per hundred						Fermentum per doz. cakes	15
Star, 40 "	10 1/2	Limburger	@10	53 per hundred						per lb.	3
Paraffine	12	Rougefort	@22	54 per hundred						PAPER & WOODENWARE.	
Wicking	25	Sap Sago	@22	55 per hundred						PAPER.	
CANNED GOODS.		Schweitzer, imported.	@25	56 per hundred						Straw	1 1/2
FISH.		" domestic	@13	57 per hundred						Rockfalls	2
Clams.		CATSUP.		58 per hundred						Rag sugar	2
Little Neck, 1 lb.	1 10	Half pint common	80	59 per hundred						Hardware	2 1/2
" 2 lb.	1 90	Pint	1 00	60 per hundred						Bakers	2 1/2
Clam Chowder.		Quart	1 25	61 per hundred						Dry Goods	5 1/2 @26
Standard, 3 lb.	2 30	Half pint, fancy	1 50	62 per hundred						Jute Manila	@26 1/2
Cove Oysters.		Pint	2 00	63 per hundred						Red Express	No. 1
Standard, 1 lb.	1 10	Quart	3 00	64 per hundred						" No. 2	4 1/2
" 2 lb.	2 10	CLOTHES PINS.		65 per hundred						TWINES.	
Lobsters		5 gross boxes	40	66 per hundred						48 Cotton	22
Star, 1 lb.	2 45	Bulk	@4	67 per hundred						Cotton, No. 1	30
" 2 lb.	3 45	Pound packages	@7	68 per hundred						" No. 2	18
Picnic, 1 lb.	2 00	COCOA SHELLS.		69 per hundred						Sea Island, assorted	35
" 2 lb.	3 00			70 per hundred						No. 5 Hemp	15
Mackerel.				71 per hundred						No. 6 "	15
Standard, 1 lb.	1 20			72 per hundred						WOODENWARE.	
" 2 lb.	2 20			73 per hundred						Tubs, No. 1	7 00
Mustard, 3 lb.	3 00			74 per hundred						" No. 2	6 00
Tomato Sauce, 3 lb.	3 00			75 per hundred						" No. 3	5 00
Soused, 3 lb.	3 00			76 per hundred						Pails, No. 1, two-hoop	1 35
Salmon.				77 per hundred						" No. 1, three-hoop	1 60
Columbia River, flat	1 90			78 per hundred						Clothespins, 5 gr. boxes	50
" tall	1 75			79 per hundred						Bowls, 11 inch	1 00
Alaska, 1 lb.	1 40			80 per hundred						" 13 "	1 25
" 2 lb.	2 10			81 per hundred						" 15 "	2 00
Sardines.				82 per hundred						" 17 "	2 00
American	4 1/2 @ 5			83 per hundred						" assorted, 17s and 19s	2 50
1/2 lb.	6 1/2 @ 7			84 per hundred						" 15s, 17s and 19s	2 75
Imported	11 @12			85 per hundred						Baskets, market	35
Mustard 1/2 lb.	13 @14			86 per hundred						" shipping bushel	1 20
Trout.				87 per hundred						" full hoop "	1 30
Brook, 3 lb.	50			88 per hundred						" bushel "	1 50
FRUITS.				89 per hundred						" willow cl'hs, No. 1	5 75
Apples.				90 per hundred						" No. 2 "	6 25
York State, gallons	2 50			91 per hundred						" No. 3 "	7 25
Hamburgh	2 50			92 per hundred						" No. 4 "	8 25
Apricots.				93 per hundred						" No. 5 "	9 25
Santa Cruz	2 00			94 per hundred						" No. 6 "	10 25
Lusk's	2 50			95 per hundred						GRAINS and FEEDSTUFFS.	
Overland	1 90			96 per hundred						WHEAT.	
Blackberries.				97 per hundred						No. 1 White (58 lb. test)	90
F. & W.	90			98 per hundred						No. 1 Red (60 lb. test)	90
Cherries.				99 per hundred						MEAL.	
Red	1 20			100 per hundred						Boiled	1 75
Pitted Hamburg	1 75			101 per hundred						Granulated	2 00
White	1 60			102 per hundred						FLOUR.	
Erie	1 30			103 per hundred						Straight, in sacks	5 00
Damsons, Egg Plums and Green Gages	@1 25			104 per hundred						" barrels	5 10
Gooseberries.				105 per hundred						" sacks	6 00
Common	1 10			106 per hundred						" barrels	6 10
Peaches.				107 per hundred						Graham " sacks	2 30
Pie	90 @1 00			108 per hundred						Rye	2 65
Maxwell	1 75			109 per hundred						MILLSTUFFS.	
Shepard's	1 75			110 per hundred						Brain	15 00
California	@2 25			111 per hundred						Screenings	12 00
Pears.				112 per hundred						Middlings	19 00
Domestic	1 25			113 per hundred						Mixed Feed	23 50
Riverside	2 25			114 per hundred						Coarse meal	20 00
Pineapples.				115 per hundred						CORN.	
Common	1 30			116 per hundred						Car lots	50
Johnson's sliced	2 50			117 per hundred						Less than car lots	62
" grated	2 75			118 per hundred						Car lots	33 1/2
Quinces.				119 per hundred						Less than car lots	35
Common	1 10			120 per hundred						No. 1 Timothy, car lots	12 00
Raspberries.				121 per hundred						No. 1 "	13 00
Red	1 30			122 per hundred						HAY.	
Black Hamburg	1 50			123 per hundred							
Erie, black	1 40			124 per hundred							

ON A FIVE PER CENT. BASIS.

I have seen nowhere, yet, any comment on what is to me a very noticeable feature of the present financial situation, namely, the fall in the current prices of first-class, or, as they are commonly called, "gilt-edged" securities, from the four or even three and a half per cent. basis upon which they were bought and sold two or three years ago, to one of five per cent. or thereabouts. The first mortgage bonds of the New York Central, the Erie, the Lake Shore, and other near-by railroad companies, to say nothing of those whose properties lie further west, together with guaranteed and leased lines stocks such as the New York, Lackawanna and Western, the Rensselaer and Saratoga, the Pittsburg and Fort Wayne, and the Michigan Southern guaranteed, can all be bought so as to yield the purchaser five per cent. per annum or very near it, whereas three years ago he had to pay so much more as to get from them barely four per cent. Even the stock of the Harlem Railroad, upon which the New York Central guarantees a rental of eight per cent., and which divides, in addition, two and a half per cent. per annum from the earnings of its city lines, with a prospect of an increase to three per cent. very speedily, brought at auction the other day only 246½ against 270 last spring, and 275 twelve months ago. As for less esteemed securities, which, by those who know about them, are believed to be quite as safe as those I have mentioned, many of them can be brought to yield between five and six per cent. against four and a half to four and three-quarters formerly.

That this decline in the price of the principal of first-class securities and the consequent rise in the rate of the income from them is due, not to special causes, but to a general one which affects the entire market is proved by the contemporaneous decline in Government and municipal bonds. Two years ago the United States 4s brought 130, now they bring but 117. This is a rise from two and one-quarter per cent. income to nearly two and three-quarters per cent. New York city non-taxable two and a half per cent. consols, of which \$9,000,000 were disposed of by the city in April, 1889, at par and over, and which, for a long time, commanded a premium of one or two points, now sell at 95 or a little more. The city of Brooklyn cannot sell her three per cents. at par, and her four per cents. bring only a trifle over par. I do not know how the bonds of other towns and cities stand, but they cannot possibly be higher than those of New York and Brooklyn.

A similar phenomenon is observable abroad. Three years ago the British Chancellor of the Exchequer, Mr. Goschen, gained great renown for himself by reducing the rate of interest on some hundreds of millions of three per cent. consols to two and three-quarters per cent. for twenty years, and, after that, to two and a half per cent. At the reduced rate of income the security sold at par for a long time, but it now commands only 95 to 96. Nobody pretends that the financial ability of Great Britain has diminished in the interim, nor that she has strained her credit by an excessive increase of her funded debt. The French three per cents sell at about 95, after having touched 98, and the new Russian three per cent. loan had to be offered at

less than 80 to find takers, after futile attempts to launch it at a higher price.

The unmistakable meaning of these facts is that the supply of loanable capital relatively to the demand is less than it was three years ago, and that, consequently, the owners of it are able to obtain a larger compensation for its use. This, too, is in the face of the notorious fact that the call for capital for new investments has also diminished very much latterly, both in Europe and in this country. The new enterprises brought out in London since Jan. 1 have been only about three-fifths of what they were during the corresponding period of 1890, and for the three months ending Oct. 1 less than one-half. A similar diminution has taken place in this country, though, unfortunately, no accurate record of the particulars has been kept. The actual diminution in both countries of the supply of capital for investment must, therefore, have diminished more than the actual demand, or else the rate of remuneration for its use could not have risen.

A further proof of the actual decline in the amount of capital seeking investment is found in the quantity of new bonds of solvent railroad companies which cannot be marketed at what their officers think a proper price, and which it is by no means certain could be marketed at all. The Atchison, Topeka and Santa Fe Railroad, for example, has just agreed to pay seven per cent. per annum for a two years' extension of a large maturing loan, rather than try to sell its four per cent. first mortgage bonds. Many other railroad companies, also, have, it is known, bonds to sell which they do not attempt to offer, and as for the new bonds still in the hands of their first takers, while it is impossible to compute their exact amount, they must run up into the tens if not hundreds of millions. How many new enterprises have been nipped in the bud by this difficulty of borrowing is also hard to say, exactly, but their number must be large.

I am aware that to those who look only at the stock of currency in the banks and in the pockets of the people, it seems very strange to say that there is less capital awaiting investment now than there was two or three years ago. They see that the quantity of gold in the country has been increased and is increasing, that silver dollars have been coined by the tens of millions, and that the national printing press is pouring out \$4,500,000 per month of paper money, behind which stands an equal amount, gold value, of silver bullion. But, like the Ancient Mariner's "water, water, everywhere, and not a drop to drink," so this ocean of money is in itself unavailable for investment purposes. I say "in itself," because until it is exchanged for labor, materials, or commodities produced by labor out of materials, it is of no more value for investment purposes than so much rubbish. You may plate an acre of ground an inch deep with gold or silver, or plough into it a bushel of greenbacks, without making it yield a grain of wheat or a single boll of cotton. The only capital which can be really used for investment is the surplus of the products of human industry over and above the quantity consumed in the process of production. When this surplus is large and abundant, capital for new investment is abundant; when it is scanty, the amount of fresh capital avail-

able shrinks accordingly. The latter result may be due either to deficient production, as in the case of bad harvests, or by misdirected enterprise, as in building railroads and factories, opening mines, and engaging in other undertakings which are not remunerative. Whether new capital be not produced, or whether, after it is produced, it be wasted in unprofitable enterprises, comes to the same thing.

It seems to me very likely that the diminished supply of floating capital which has brought down the price of investment securities, results from both the causes just mentioned. The crops in this country, except cotton, for the past two or three years, have been poor. In Europe, the harvests are never sufficient for the wants of its population, and this year they are uncommonly bad. On top of this, much industry and materials have been wasted in ill-judged undertakings on both sides of the Atlantic. The Panama Canal, for example, swallowed up hundreds of millions of dollars' worth, of which nothing available remains. Germany has invested immense sums in unprofitable mines and factories, and Great Britain has squandered as much in Argentine railways, waterworks, and land speculations. Of equally unwise investments in this country it is unnecessary for me to speak; my readers know too much of them probably from their own experience. It ought not to surprise them, therefore, that the reserves of the world should for the moment have been drawn down, and must await replenishing before capital will again be as abundant as it was.

Such a replenishing, I am happy to agree with my optimist friends in believing, is about to result, for this country, from this year's abundant crops. Where I have differed with them is in my estimate of the length of time required for the effect of this abundance to make itself felt in financial centers. In the famous legend of the old woman and her pig, the fire had to burn the stick, the stick had to beat the dog, the dog had to bark at the pig, and the pig to go through the stile before the venerable lady could reach her domicile. So, the crops have first to be bought from the farmers, the farmers have to pay their debts to the storekeepers, the storekeepers theirs to the jobbers and to the banks, and then the proceeds begin to find their way into the hands of capitalists who, in turn, will send them out again in payment for labor and materials to be invested in new wealth-producing forms. All this requires time, and until the time needed for it has elapsed it is premature to anticipate it. Even when the process has been completed, so many borrowers of capital, now lying quiet, may spring forward with their demands, that the supply may, relatively, be no greater than it is now, and thus good investments may still remain on their present five per cent. basis.

MATTHEW MARSHALL.

Charlotte—Mrs. Ida A. Hovey has sold her confectionery stock to Geo. E. Woodbury, who has removed his cigar stock to the same location.

CUTS for BOOM EDITIONS

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LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN

Whither are we drifting? Toward higher and more honorable planes of human activities, or in the opposite direction, toward less honorable methods and more unreliable conditions? For light on this question—or, in fact, any other moral question pertaining to human conditions—we are compelled to rely very largely upon observation.

The optimist tells us that the old world is getting better every day and he backs up his assertion with a gorgeous array of proofs which makes it look very plausible indeed, and we feel strongly inclined to credit the old world with the full benefit of the assertion.

But the pessimist cries, "Hold! Not so fast! Wait until you hear the other side of the question before you render your decision!" And then comes another gorgeous array of proofs, facts and figures which makes it look just as plausible that the old world is growing worse every day, instead of better.

It would be a foolish waste of time, and barren of results other than a loss of physical energy, to swallow both poison and antidote at the same time, as the one would completely neutralize the other, and make it of non-effect. So in seeking for light on this, or any other moral question relating to human conditions, it would be dangerous and misleading to swallow the allegations set up by either side, and as it would be a foolish and needless waste of time and energy to swallow both, it would, therefore, be better to hold both at arm's length, and depend principally upon observation for help in arriving at conclusions.

For instance, on the aged but vital question of temperance, we are told that the demon of intemperance is gaining power every day; that the consumption of alcoholic beverages is continuously on the increase, and a vast area of figures is produced to prove the statement; that drunkenness has increased at such an alarming extent that the nation is tottering on the verge of ruin and despair. But those of us who have been on earth forty-five years know from observation that this is not true. We know that the proportion of the people who have no use for spirituous liquors as a beverage is very much greater than it used to be. Forty years ago pretty much everybody kept a supply of liquor in the house, and men, women and children drank it freely. Do they do it to-day? We say, No. How do we know? Not by reading a wonderfully arranged mass of figures which has been compiled by some statistical crank who is either very young in worldly experience or else tormented with an insatiable appetite for notoriety; but by a very peculiar habit we have of going about with both eyes wide open. We know what we did and what our neighbors did forty years ago and we know what we do and what our neighbors are doing to-day. So, from observation, we realize that the world is getting better, so far as the use of intoxicating liquors are concerned.

But it was in view of business methods and conditions that the thought embodied in the first sentence of this article occurred to the writer's mind. Is life behind the counter to-day purer and more ennobling than it was forty years ago? Are business methods more honorable than formerly, and are business men becoming more and more worthy of confi-

dence? If so, then the business world is becoming better; but if men who operate behind the counter are becoming less trustworthy, and if the getting of money is becoming more and more a primary consideration, and the means employed to obtain it more and more a secondary consideration—then the world is becoming worse and we are retrogressing in the scale of human excellence.

Forty years ago it paid a man to be honest. When the writer was a boy, it was a common thing to see a commission store—that is, a store where the entire stock was sold on commission. The store might be a branch of some large retail concern at some other point, or the stock might be furnished by some wholesale jobbing house. In either case, the stock was furnished to some man to be sold by him on a commission of generally 15 per cent. It was a common thing in those days to meet a merchant of this kind who was proprietor (virtually) and manager of a well-kept store, paying for his goods when sold, and retaining a certain percentage of the gross sales, out of which he paid all the expenses of the business. These men were without financial means, but they were rated high in uprightness of character and business integrity and men of means did not hesitate to place values in their hands for fear of being robbed by them. At that time pretty much all of the agricultural implement stocks were carried on commission and no one dreamed of paying for anything in that line before he had sold it. I am referring to the local dealers, of course, and not to the general dealers at the larger distributing points. Sewing machines and all other domestic machinery were handled the same way.

Every old druggist knows that forty years ago the trade was not hampered, as now, by patent medicines. Patent medicines of all kinds were placed with the druggist on commission and paid for only when sold. To-day patent medicines must be bought like any other goods the druggist carries, and it keeps him loaded down with a lot of dead stock which detracts very much from the profits of the business. Patent medicine is the skeleton of the drug store of to-day. A gang of street fakirs with painted faces and feathers in their hats swoop down upon a town and bewitch the people with Jim Crow songs and dances, and then, while the hallucination lasts, they ply them with "Swagyah" or some other mixture which has just been discovered to contain everlasting life-producing properties. The nostrum may prove to be a tolerably fair tonic and, although costing \$1 per bottle, it may actually be worth, in virtue, about one-half of what a pint of burdock tea is worth, and the latter costs absolutely nothing. Still, the people demand it—as they always demand every new dis-

covery in medicine—and some druggist in the town is persuaded to buy it, and that means that every druggist in the town finally lays in a stock of "Swagyah." The orders are small and the stock runs out before the people recover their senses, and a gross order is then given; but when the second installment is about one-half disposed of, another wonderful discovery is made which consigns the remains of "Swagyah" to the top shelf in the back room.

What has brought about these changes in business methods? There is no jobbing or manufacturing house in this city to-day which will furnish any man with a stock of goods to be sold on commission. I care not how worthy or well recommended that man may be, or how perfect and complete the credentials he presents. It certainly would be better and more profitable for each party than the present system, that is, the jobber or manufacturer would receive a larger percentage, and the retailer, who lacked the capital to carry his stock without incurring constant danger of loss to himself, and his creditor, would be able to

exercise his talents and use his judgment in a way that would redound to the greatest possible advantage to himself and to the community at large. This is conceded all around; but, in order to make it a success, it is necessary to have honest and competent men to manage the stores. As such stores did exist formerly, we infer that a remnant of honest men was actually in existence at that time; and as such stores do not exist to-day, we infer that honest men have become extinct. At least, they have become so exceedingly scarce that their identity is no longer recognized and they are now counted with the rogues and scoundrels.

Of what avail to-day are "good references," "high recommendations," "clean records," etc.? None whatever. Will the optimist please read the article in last week's issue of THE TRADESMAN, under the head of "Breaches of Trust by Directors," and then seriously ask himself whether the "tasting of the pudding is a reliable test of its goodness;" and, if he finds that it is not, then he must conclude with me that the pudding is not as good as it used to be. E. A. OWEN.

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THE MICHIGAN TRADESMAN.

The Corner Grocery Crowd in Poketown Village.

POKETOWN, Oct. 30.—In last week's issue of THE TRADESMAN, the writer of "Life Behind the Counter," states that he has often asked himself the question, "Why do I buy my groceries at McPinnigan's when there are better and cleaner stocks nearer by?" Not being able to give an intelligent reason therefor, he ascribes it to a sort of animal affinity and then goes on to show that this indefinable affinity attracts to every store a crowd of loungers that is peculiar unto itself, and that partakes of the nature of the merchant. For instance, he says a cranky merchant attracts an exclusively cranky crowd, and a liberal, popular merchant will attract a popular crowd made up of a greater variety of conflicting elements.

When I read the article in question, I was forcibly reminded of the corner grocery crowd here in Poketown and the thought occurred to me that, as I was a regularly attending spectator at the nightly gatherings of the corner grocery crowd, that the world at large should have the benefit of the able discussions, the weighty opinions, and the cartloads of native wit which have heretofore run to waste around the big wood stove in the corner grocery. It also struck me that the most expeditious way of imparting this valuable information to the world would be through the columns of THE TRADESMAN, because every sensible and enterprising business man in the world (that is Michigan) takes it—in fact, the time will soon come, no doubt, when Dun's Mercantile Agency will mark every retail merchant in Michigan "N. G." who is found without a copy of the latest issue of THE TRADESMAN on his office desk. Then, again, by using the columns of a paper, I will avoid all danger of having my valuable head caved in, in case I should accidentally step on some Poketown corns.

A description of any village in Southern Michigan, with a population anywhere between 1,200 and 1,800, would pass current as a description of Poketown, or any other fairly representative Southern Michigan village. In common with all other sister villages of like size, we maintain and support three or four churches, the usual number of saloons, a brass band, and a big, fat, good-for-nothing sort-of-a-fellow, whom the village dads took to raise when he was a yearling—known in official circles as the village marshal and described on the street as the "Old Crank with a Tin Star." Of course, we have our little exchange bank, and, like every other little exchange bank, it has a wonderfully important personage at the head of it who imagines that he has the earth by the caudal appendage and that the village and everything in it is his legitimate fodder. The financial head of our little bank is a great head, and like the big heads of all little village banks, sets himself up as dictator in religio-social and political circles. He is the supreme court and chief executive of the village. The members of the village board all keep one eye on his thumb, so as to know how and when to act. In school matters, he is the prominent figure, and in his church he is simply monarch of all he surveys and his right there is none to dispute. In the church he is the House of Lords, with full control over the exchequer which places the Commons' prerogative of withholding the supplies in his own hands, making him master of the situation. Who does not envy the "soft-snap" of the village banker? Who had not rather be a big warty toad in a very small puddle than be a little mite of a wriggler in the Gulf of Mexico?

Our neighbors say that our village is called Poketown because it is such a slow-poke of a place; but our village marshal, who is authority in such matters, and who can occasionally say a good thing—if you give him time to think of it—says that Poketown is struck with the dry rot and is no more of a slow-poke than any other village. "Fact of the business is," said he to me the other day while we were discussing the matter, "the big fish is swallerin' the little ones; the big towns is suckin' the life blood out of the little towns. These great, big,

monied concerns concentrate at the big centers of trade and, with the aid of the railroads, they bring everybody to the city, and while everybody is away to the city spendin' their money and havin' a big time, the grass is growin' in Poketown's streets and Poketown's merchants are wearin' out the seats of their trousers." He says the village was called Poketown before the dry rot struck it, and if the name was given it on account of any peculiarity of the place, it must be the habit the citizens have of poking their noses into each other's business affairs.

Poketown has its weakly newspaper, and what country village has not? It is called the Poketown Boomerang, and its editor is really quite a man, that is, considering what he is and the nature of his business, he is quite a decent fellow and does not deserve the hard life of destitution and self-denial which cruel fate compels him to follow. The Boomerang started in to do up the old paper, the Poketown Mule, and for a time we had two papers. But the fact that the Boomerang made its appearance one day in advance of the Mule, thereby giving the bulk of the news away before the Mule got ready to tell it and leaving it nothing to startle the world with but the petty gossip of one day out of seven, made life very monotonous and tame for the editor of the Mule. He could not hold his subscribers by feeding them on hash, and he had nothing else to offer them except what might happen on the day that the Boomerang was issued. It was very discouraging, after writing up a startling item of news, giving a full inch and a half report of how Mrs. McFadden had painted her smokehouse and how Mrs. McDowd's little boy ran a sliver in the end of his nose while making a face through the crack of the fence at Mrs. O'Tool's little cross-eyed girl—and then have the Boomerang pop out and give it all away.

One day in the month of January the Mule failed to make its appearance and a few anxious friends climbed up into the dingy old attic to ascertain the cause. The editor was dead. Every particle of fuel had been consumed. The paste pot had been licked clean. The jury at the coroner's inquest could not agree upon the cause of death. Three found that the editor had frozen to death and the other three found that he had starved to death. He was given a Christian burial, out of respect for his family. The officiating minister spoke from the text, "Woe unto you scribes and pharisees," and warned his hearers to resist temptation, keep out of the newspaper business and escape the wrath to come.

The corner grocery is run by Whiffleson & Spigot. They bought out the business five years ago, after it had been run into the ground, and without any previous experience in the business and with a very limited amount of capital, they have succeeded in building up a trade which is second to none in the village. Jerry Whiffleson, the senior member of the firm, is a plain, out-spoken, off-hand, jolly sort of a fellow, who always welcomes his customers with a smile and a pleasant word. He is passionately fond of a good story and every drummer on the road knows it. When they make Poketown they ply Jerry with one or two "corkers," and so he is always loaded for bear; and during the evening, when the coast is clear, and no modest person or boy under eighteen years of age is present, he occasionally fires off one for the benefit of the crowd.

ICHABOD GRIZZLE.

J. L. Strelitsky, while in New York a few days ago, arranged for a full line of Key West cigars, which he proposes to handle on a somewhat extensive scale. This addition to his line is made necessary by the rapid increase in his business, a fact all his friends will be pleased to note. He also purchased a line of cheap goods, especially adapted to the wants of this territory.

Patience is a plant of slow growth, but it bears precious fruit.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapid Express to and from Detroit. FRED M. BRIGGS, 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	6:50 a.m.	1:20 a.m.	3:45 p.m.	10:55 p.m.
Ionla, Ar	7:45 a.m.	11:25 a.m.	4:52 p.m.	12:37 a.m.
St. Johns, Ar	8:25 a.m.	12:17 a.m.	5:40 p.m.	1:55 a.m.
Owosso, Ar	9:15 a.m.	1:20 p.m.	6:40 p.m.	3:15 a.m.
E. Saginaw, Ar	11:05 a.m.	3:00 p.m.	8:45 p.m.	.....
Bay City, Ar	11:55 a.m.	3:45 p.m.	9:35 p.m.	.....
Flint, Ar	11:10 a.m.	3:40 p.m.	8:00 p.m.	5:40 a.m.
Pt. Huron, Ar	3:05 p.m.	6:00 p.m.	10:30 p.m.	7:35 a.m.
Port Huron, Ar	11:55 a.m.	3:05 p.m.	8:55 p.m.	5:50 a.m.
Detroit, Ar	11:15 a.m.	4:05 p.m.	9:50 p.m.	7:00 a.m.

WESTWARD.

Trains Leave	*No. 81	+No. 11	+No. 13	+No. 15
G'd Rapids, Lv	7:05 a.m.	1:00 p.m.	5:10 p.m.	10:30 p.m.
G'd Haven, Ar	8:50 a.m.	2:15 p.m.	6:15 p.m.	11:30 p.m.
Mt. W'kee Str " "	.....	.....	6:45 a.m.	6:45 a.m.
Chicago Str. " "	.....	.....	6:00 a.m.	.....

*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., 3:55 p. m., and 9:50 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car, No. 18 Chair Car, No. 82 Wagner Sleeper. Westward—No. 81 Wagner Sleeper, No. 11 Chair Car, No. 15 Wagner Parlor Buffetcar. JOHN W. LOUD, Traffic Manager. BEN FLETCHER, Trav. Pass. Agent. JAS. CAMPBELL, City Ticket Agent. 23 Monroe Street.

CHICAGO & WEST MICHIGAN RY.

SEPT. 6, 1891.

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

+Week Days. *Daily. \$Except Saturday.

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

DETROIT, Lansing & Northern R R

JUNE 21, 1891.

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

6:50 A. M. runs through to Detroit with parlor car; seats 25 cents.

1:00 P. M. Has through Parlor car to Detroit. Seats, 25 cents.

6:25 P. M. runs through to Detroit with parlor car, seats 25 cents.

7:05 A. M. has parlor car to Saginaw, seats 25 cents.

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

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N.

Lv. Grand Rapids at.....7:25 a. m. and 6:25 p. m.
Ar. Toledo at.....1:10 p. m. and 11:00 p. m.

VIA D., G. H. & M.

Lv. Grand Rapids at.....6:50 a. m. and 3:45 p. m.
Ar. Toledo at.....1:10 p. m. and 11:00 p. m.

Return connections equally as good.

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

Grand Rapids & Indiana.

Schedule in effect September 10, 1891.

TRAINS GOING NORTH.

For	Arrive from	Leave going
For Saginaw & Traverse City.....	South. 5:15 a.m.	North. 7:05 a.m.
For Traverse City & Mackinaw.....	South. 9:20 a.m.	North. 11:30 a.m.
For Saginaw and Cadillac.....	South. 2:15 p.m.	North. 4:30 p.m.
For Petoskey & Mackinaw.....	South. 8:55 p.m.	North. 10:30 p.m.
Train arriving at 9:20 daily; all other trains daily except Sunday.		

TRAINS GOING SOUTH.

For	Arrive from	Leave going
For Cincinnati.....	South. 6:20 a.m.	North. 7:00 a.m.
For Kalamazoo and Chicago.....	South. 11:50 a.m.	North. 2:00 p.m.
For Fort Wayne and the East.....	South. 5:30 p.m.	North. 6:00 p.m.
For Chicago.....	South. 10:40 p.m.	North. 11:05 p.m.
From Saginaw.....	South. 10:40 p.m.	North. 11:05 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.			
11:05 p.m. train daily, through Wagner Sleeping Car.			
Lv Chicago	7:05 a.m.	3:10 p.m.	10:10 p.m.
Ar Grand Rapids	2:15 p.m.	8:50 p.m.	5:15 a.m.
3:10 p.m. through Wagner Parlor Car.			
train daily, through Wagner Sleeping Car.			

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

C. L. LOCKWOOD, General Passenger and Ticket Agent.

Grand Rapids Electrotpe Co., ELECTROTYPERS

—AND—

STEREOTYPERS

6 and 8 Erie St., GRAND RAPIDS.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids - Mich.

WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS

and all kinds of Produce.

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

EARL BROS., COMMISSION MERCHANTS

157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADESMAN, Grand Rapids.

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.



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.

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.

Delectable!

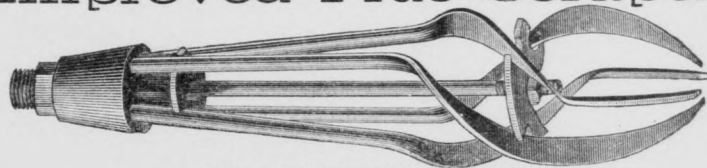
We have made arrangements whereby we have secured the exclusive sale in Michigan of the famous

Cherrystone Oysters

which have never before been sold in the State. On account of their superior quality and delicious flavor they were, heretofore, invariably eaten by epicures in the East, but we, ever on the alert to place the best before our patrons, beg to assure them that when they buy the P. & B. brand they will get genuine Cherrystone Oysters, everywhere in the East considered to be "par excellence." Positively the fattest, plumpest, sweetest, most tempting article of its kind to be obtained anywhere. Order P. & B.s through any Grand Rapids jobber or of us direct.

THE PUTNAM CANDY CO.

Improved Flue Scraper.



THE BEST ON THE MARKET.

HESTER & FOX, Sole Agents, Grand Rapids, Mich.

W. H. DOWNS,

— JOBBER OF —

Notions & Fancy Goods.

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

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

Grand Rapids Storage & Transfer Co., Limited.

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

GRAND RAPIDS, MICH.

General Warehousemen and Transfer Agents.

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

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

Telephone No. 945.

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

To Dealers in Wall Papers:

Our representative will call on you soon with a complete line of Wall Papers at Manufacturers' Prices. Wait until you see our line as we can save you money.

HARVEY & HEYSTEK

Monroe, Ottawa and Fountain Sts.,

Grand Rapids, Mich.

Keep Up Your Stock of Kerosene Oil Goods!

The people are now demanding better light than ever before, and our stock is complete with handsome new styles that suit all classes of trade. You can greatly increase your business on this popular line by **KEEPING UP YOUR ASSORTMENT**. Ask to see our lines of Library Lamps with Decorated Founts and Shades fitted with light-giving burners. Colored Lithographs with price list sent on request.



Keep Up
PEARL TOP
Chimneys.

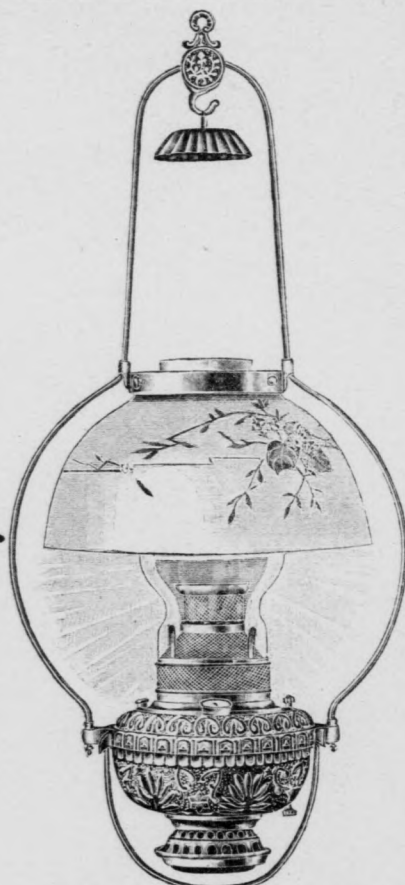


Keep Up
LABASTIE
Chimneys.



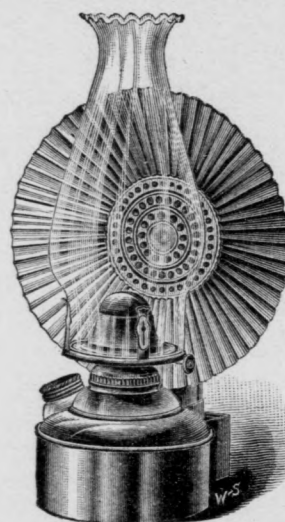
KEEP UP
Mammoth Rochester Lamps.

They will give as much light as an electric plant, and at present prices of oil cost next to nothing to run. **KEEP YOUR STORE WELL LIGHTED.**

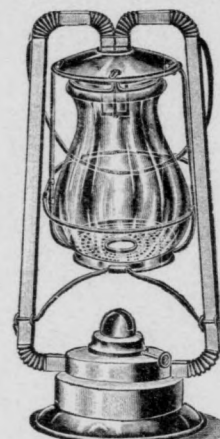


The "Pittsburg" Mammoth Lamp.

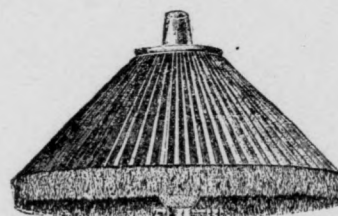
With indicator always showing amount of oil in fount. Gives a magnificent light and is the best advertised lamp in the world.



Keep up the **Crescent Side Lamp**.
For use in Kitchens, Stores, Factories, Halls and every place where a "handy" lamp is needed.



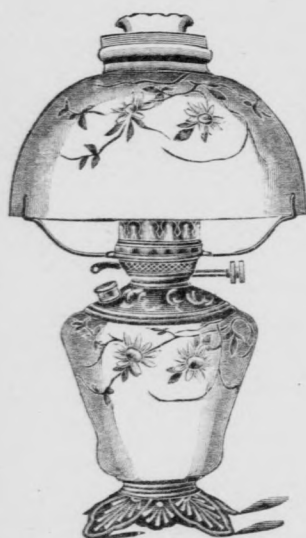
Keep Up the
"Crank" Tubular Lantern
Handiest lantern yet devised. Will outlast half a dozen common styles of tubular—once tried, a farmer will use no other.



Keep up **"Umbrella" Shades** of every size. Nothing makes your stock look so bright and pretty as a variety of these beautiful shades. They will fit on any lamp.



Keep Up the
"Dashboard" Tubular Lantern.
With the bull-eye globe it will throw the light ahead of the horse and wagon, and should be used by every man or woman in night driving.



Keep Up
Parlor Lamps and Shades.

Never has any house shown the line of these that we carry, in handsome decorations suitable for every family table. Over fifty distinct styles from which to make your selections.



Keep a Few
Banquet Lamps

in your stock. They are the coming lamp for all. Buy one of our "Aurora" or "Pittsburgh" lamps for your own use and eat a few meals under its genial happy light, with a beautiful tinted shade casting a glow over the room, and you will appreciate.



Keep up **Piano Lamps** Never were they so cheap durable and handsome.



KEEP UP
Your common, every day glass lamps, they are so cheap and we have such splendid burners for them and such beautiful tinted shades that every family in the State may have a brilliantly lighted room with the most trifling expense.



Keep the Best
Oil Heating Stove

ever made. No need for one of your customers dressing or sitting in a cold room. Less than ten cents a day will run it, and we guarantee it to please. No smoke or smell. Has a can of water inside the flame to make a moist, healthy atmosphere. Make no mistake—No other stove will suit as well as this. We know whereof we speak.

H. LEONARD & SONS, Grand Rapids,