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"Agents for the Boston Rubber Shoe Co."

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

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Of Every Description.

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First-Class Work Only.

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See Quotations in Another Column.

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED.

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Highest Price Paid for Empty Carbon and Gasoline Barrels.

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.,

Correspondence Solicited.

HOLLAND, MICH.

MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 11, 1891.

NO. 425

E. J. Mason & Co.,

PROPRIETORS OF

Old Homestead Factory

GRANT, MICH.

MANUFACTURERS OF

Fruit Jellies and Apple Butter

Our goods are guaranteed to be made from wholesome fruit and are free from any adulteration or sophistication whatever. See quotations in grocery price current.

Our goods are now all put up in patent kits, weighing 5, 10, 20 and 30 pounds net.

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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...	35
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.

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

Depositors' Security, \$200,000.

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To Buy ALLEN B. WRISLEY'S
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Let us send You

A Few Rugs

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From which to make selections for the Holiday Trade.

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OYSTERS

We quote:

Solid Brand Oysters.	
Selects.....	25 E. F..... 22
Standards.....	20
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Selects.....	23 Standards..... 18
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Our Favorite Brand.

Mrs. Withey'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.

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WHOLESALE

Dry Goods. Carpets & Cloaks.

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

Overalls of our own Manufacture.

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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.

THE **Grand Rapids** FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
S. F. ASPINWALL, Pres't.
W. FRED MCBAIN, Sec'y.

THE TRUE DELZEL.

They write the name "Delzel" now, but it was originally "Dalzel," a branch of the Scotch Dalzels, of Forfarshire; a family who felt dishonor like a wound, and boasted that no meaner strain than their own had ever weakened the old Dalzel attributes. Early in colonial days a younger son had emigrated to the Southern settlements, and being naturally prudent, as well as brave, had amassed great wealth and a vast estate.

True, it had often been weakened by the subdivisions incidental to large families; but in 1825, Alexander Dalzel, the sole representative of the main line, was a wealthy and important man, of whom great things were hoped, now that he had abandoned his roving habits, married a beautiful wife, and entered the arena of politics and jurisprudence.

The necessity for this course had come upon him suddenly, after a week of rain and ennui in London. He was near forty years of age, weary of every form of familiar enjoyment, and matrimony seemed to promise at least, a change. Besides, he really had a large remnant of family pride—he did not care to be the last of his race—he would marry and have sons. He returned home, and meeting Lola Sheldon, a pretty New Orleans belle in her eighteenth year, he married her. Lola was winning and obedient; he grew every day more and more enamored of his young wife, and he was almost broken-hearted when, after a year of unbroken happiness, she gave birth to a daughter and died.

It was almost with a feeling of resentment he heard of the child; he had no desire to see it. If it had been a son, there might, indeed, have been some consolation in the idea. But the little girl was not welcome at the price he had had to pay for her, and she was placed with small ceremony in the charge of Effie MacRae, the young wife of the head gardener, who also had just become the mother of a little girl.

Effie was to bring up the child with her own until the unwilling father sent her further instructions. Then the Delzel house was closed, the servants hired out hither and thither, and John MacRae, his wife and the two infants alone remained in charge of the pleasant house and gardens. There was but a few days' difference in the children's ages, and there were, also, many points of resemblance in their appearance. Before they could walk these facts had begun to sow strange thoughts in Effie's mind. Mrs. MacRae was a proud woman—"ane o' the Campbells," as she continually told both herself and her husband—the imperious, willful baby, which was so like herself, grew gradually in her eyes to be the most suitable heiress of Delzel mansion and lands.

Weak as her husband was, he did not submit to the imposition without stormy protests, but he both feared and idolized his wife, and had not the moral courage to oppose her first small beginnings of wrong. Before the children were two years old, Effie's own child was known

to all around as Adrienne Delzel, while the real Adrienne bore the simple name of Jessie MacRae.

In the children's fifth year a circumstance happened which still further bound Effie to the part she had taken. The father of Adrienne suddenly returned, and coming unexpectedly in search of his child, found the two little girls in the midst of a quarrel. He watched them keenly, and seeing Effie's child, with flashing eyes and commanding manner, completely humble her companion, he instantly decided that the queenly, black-eyed vixen was his own daughter. He called her to him, and learning that her name was Adrienne Delzel, he threw a gold chain and locket about her neck, and told her that he was her father.

The child had been well prepared for this event. From her infancy Effie had privately told her wonderful stores of a splendid papa who would come to see her some day; and the child was quite ready to welcome him. Many other little things conspired, after this, to bind the deception irrevocably.

Ten years passed away, and Effie's sin had not yet found her out. "God does not pay every Saturday;" but now, for the first time, she began to perceive that she would not be always able to control events. Mr. Delzel came down to Delzel with Adrienne's aunt, and Effie was required to give up her child to this lady's keeping. She cried and implored, but without effect; it had been decided that it was time the young heiress should go to a fashionable school, and have fine masters and fine clothes.

The pain of the separation was heightened, too, by the child's manifest delight at the change. Effie loved her daughter passionately, and it was worse than death to give her up to utter strangers, who were to train her for a life which would eventually separate them still further. All she could obtain, however, was a promise of a letter every three months, and an invitation to visit Adrienne at her aunt's house once a year.

In the children's sixteenth year two new complications arose. Jessie was wooed, and her affections won, by a young backwoodsman and hunter called Andrew Latta. Effie had tacitly encouraged this love affair, but John, for once, defied his wife, and positively forbade the young people to see each other again.

In the midst of this dispute Mr. Delzel suddenly returned to the house, bringing with him workmen and artificers of all kinds, and a large retinue of servants. Miss Delzel had finished her education and made a brilliant debut, receiving almost at her entrance into society the offer of an alliance whose wealth and position had filled her father and friends with pride and gratification. The Delzel home was to be adorned for her bridal, and for a few months of wooing and preparation she was to queen it over her father's house and the whole countryside.

It was a lovely day in the early sum-

mer when Adrienne came home again. But the day had grown warm in its advance, and the beauty was tired and cross. Effie, full of an unnatural exaltation which no one understood, was necessarily disappointed. Her very effusiveness was wearisome to the proud, tired girl, who, barely civil at first, became speedily bored and indifferent. Poor Effie! She came home from that first interview with a tide of mortified love and anger swelling in her heart.

But she soon made plenty of excuses for her idol, and as the day cooled, went back to offer her services as maid. Adrienne was good-humored now, but full of that insolence of youth and beauty, which is so overbearing when allied to wealth.

"You good creature," she said, "whoever heard of such a thing! What a fright you would make me! I have Fanchette here, who knows all the new modes and can dress hair to a marvel." And Fanchette smiled and bowed to her mistress, and looked at Effie with an incredible disdain.

Evidently nothing was to be granted Effie on account of the past, nor was Adrienne really to blame for her view of the case. She had only a vague memory of her first ten years, as of a very stupid time in which she had no fine clothes, no books, saw no company, and was alternately extravagantly petted and scolded by her "Mamma Effie." She had quite understood, as she grew older, her aunt's view, that Effie had been exorbitantly paid for her care, and that really this sentimentality and writing and visiting were something of a bore.

Consequently, Effie's continual pressing of her claims and attentions, her pets and angers and reproaches soon became a very serious annoyance at Delzel House. Adrienne continually excused herself through Fanchette; and Fanchette took small pains to render the message conciliatory. The servants made unpleasant remarks; madame, the aunt, scarcely returned her courtesy; even Mr. Delzel avoided her. It was all very bitter, far bitterer than anyone but her own heart knew, and John was sulkily silent.

Days and weeks of this mental irritation began at last to tell frightfully upon the once hale, positive woman. She had a constant fever; she could not sleep; she gave up gradually all her regular duties; she was sick—she was very sick; doctors were called, and John left everything to watch beside the moaning, wasting form he loved so dearly.

One day, after a terrible night, Effie insisted upon seeing Adrienne. John did not like to go for her; he doubted, indeed, whether she would come. The good doctor offered to make the request; he believed her visit to be the only means of preserving reason—perhaps life; he did not doubt but that Miss Delzel would cheerfully comply with Effie's ardent desire. Not "cheerfully," but she did come, accompanied by her father and Fanchette bearing her shawl and parasol. The dying woman took in the trio with a fierce glance as they entered.

"Send her out!" she said, pointing to Fanchette; "and come here, my child. I want to whisper to you."

Adrienne demurred; perhaps very naturally so. The fiery eyes, the haggard, hollow face, the black, parched lips were terrifying.

"So you won't come to your dying mother! Ungrateful girl, for whom I

have lived a lie for seventeen years—for whom I have sinned my soul to death!"

Mr. Delzel now came close enough to Effie.

"Effie MacRae," he said, "you must say more than this. What do you mean? Speak, woman!"

"I mean nothing," she answered sullenly. "Will you come?" to Adrienne. The girl moved reluctantly toward her. She pulled the fair, young face down to her own, and said, in a fierce, vibrant whisper: "You are my child! Hah! Hah! What will the old Delzels say?"

Adrienne turned sick and faint, she stretched out her hands; but for once Mr. Delzel did not see her. He was pondering on what he had heard, and looking keenly at a fair, young girl, sitting with her face in her hands, gazing mournfully from the open window. Then he turned to the trembling husband.

"John," he said, sternly, "what does your wife mean?"

John was sorely tried. For many a year he had longed for an opportunity to ease his conscience. He could do it now, but at what a price! Betraying his dying wife. He looked at the face dear to him from childhood, and, stooping, said gently:

"Effie, my darling, the master wants to know what you mean; will you tell me?"

She gave him one passionate, entreating glance and shut her lips tightly. So much and no more; never again could she be persuaded to speak, and next morning speech was impossible; Effie had joined the immense majority whom we call—the dead. After this event, John was absolutely non-committal, not the most subtle of Mr. Delzel's questions moved him, and that gentleman was finally obliged to assure himself that Effie had been either raving or actuated by a spirit of revenge for Adrienne's cold and contemptuous treatment of her advances. So he buried his doubts in his own heart, and gave Adrienne, with great pomp and parade, to her wealthy lover. If there had been any certainty that he was sanctioning a fraud against the dead and the living, Alexander Delzel was the last man to have done such a thing; but what had he but a dying woman's angry, fevered ravings, and a certain expression and attitude in a young girl, which truly resembled his dead wife's, but which might also resemble many other women's?

John MacRae gave Jessie an inkling of the truth when Andrew Latta reappeared, but she preferred love and a home in Texas to the heirship of the Delzel name and wealth.

John and Jessie disappeared very quietly, and the years rolled steadily away. Many boys and girls played up and down the halls and gardens of Delzel, and the old place was alive with youthful merriment and old-fashioned

hospitality. This was especially so on Christmas Day, A. D., 1850; then every room was a blaze of light and fine ladies and brilliant flowers and happy children; then there were music and dancing and feasting that brightened all the countryside for miles.

Yet far away on the outskirts of a lonely Texas prairie, in a log-house far removed from any other habitation, a scene was transpiring which might or might not seriously affect the fortunes of every one in that brilliant Delzel mansion.

In the large main room of this log-house, a room comfortably, nay, even handsomely furnished, were three people—an old man, calmly and peacefully waiting for the grand change, and a young man and woman, who tenderly and solemnly watched with him.

"There is a paper under my pillow, Andrew," said the dying man. "That is it. Here, Jessie. When I am gone, while yet you think lovingly of me, you and Andrew read this together, and then do as you think best with it. Don't cease to love me!"

"Dear father, never."

In a few hours John MacRae was beyond all human judgment, and Jessie and Andrew stood together over the blazing logs on the hearth, reading his late confession. Both remained silent for some time afterward, then Andrew said:

"Jessie, darling, what would you like to do with this paper? Will you go to your father with it?"

"Andrew, I knew these things when I married you. I preferred you then to rank and gold. How much more infinitely do I prefer you now! Have we not enough and to spare? Will not our Phil be the richest stock-raiser in the State? Is not little Mary's fortune secured? Are we fit for fashionable life? Could we bear to leave this log-house which we have made so beautiful? And what good would it do to make poor Adrienne and her children miserable? Andrew, my husband, we are wronging no one, not even ourselves. Let us burn the paper!"

And Andrew, putting his arm around his wife and kissing her, threw the tardy confession of wrong into the blazing cedar logs. Without a tear, without a wish they silently watched it disappear, and then with another kiss, that sealed and ratified their perfect satisfaction with their humbler lot, they turned back, with a smile, to the duties and loves of a busy and purposeful every-day life.

AMELIA E. BARR.

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.

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, arctic, 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.

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.

P. Steketee & Sons
WHOLESALE DRY GOODS.

81 and 83 Monroe St.

10, 12, 14, 16 and 18 Fountain St.

Combinations to Maintain Prices Unlawful.

The Michigan Supreme Court handed down a decision last week which declares all trusts, combines, syndicates, etc., organized for the purpose of fixing prices, illegal. The title of the case is Daniel and Edwin Lovejoy vs. Jacob Michaels. The defendant, as a manufacturer of hoop machines, is obliged to use a certain peculiar knife to shave the hoops, which he purchased from White Bros., of Buffalo, N. Y. He was accustomed for eight years to pay \$58.28 per pair for them. A short time ago Daniel and Edwin Lovejoy, extensive manufacturers of steel knives, solicited Mr. Michaels' trade with the later result of securing an order for two pair of knives. When Michaels received a bill he found that he had been charged \$72.86, instead of \$58.28 per pair. When he objected to the increase he was informed by the Lovejoys that during the interval between the time his trade was solicited and when he ordered the knives, the machine knife makers' protective association, of which they were members, had raised the price 25 per cent. Mr. Michaels refused to pay the increase and was sued. In the Circuit Court a verdict was rendered against him. Michaels' attorney immediately appealed the case to the Supreme Court, three of the judges subsequently handing down independent decisions.

Judge John W. McGrath said in effect: "The price was not agreed upon when the order was given and there is no evidence to show that defendant had any knowledge of the price fixed by the knife makers' trust. It is sufficient to know that the price sought to be imposed on such a purchaser is that fixed by a combination. A combination for the purpose of controlling prices is unlawful, and the fact that the manufacturers deem the price fixed to be reasonable does not purge it of its unlawful character. Independently of the unlawful character of the combination fixing it, a price so fixed cannot be regarded as any better evidence of value than that fixed by any vendor upon his own wares. A price so fixed is not a market price within the contemplation of the law.

"The market price of an article manufactured by a number of different persons is a price fixed by buyer and seller in an open market in ordinary trade and competition. It cannot be divested of these incidents and retain its character. Trusts give the buyer no voice and close the market against competition.

"It has frequently been held that the value of a commodity is not to be determined by the necessities of a particular buyer or the demand of a particular seller. In the absence of an agreement, a price fixed by a combination of dealers does not bind the purchaser, nor will the law so far countenance such combinations as to regard prices fixed by them as even evidence of value."

Judge Morse concurred in Judge McGrath's finding.

Judge Champlin denounced all combinations of the kind in the following vigorous terms:

I do not think a price so fixed by a combination of manufacturers or dealers is competent evidence to show a reasonable price of goods sold by the members of such combinations. Such combinations to control prices are intended to stifle competition, which is a stimulus of commercial transactions, and to substitute therefor the stimulus of unconscionable gain whereby the participants in such combinations become enriched at the expense of the consumer, beyond what he ought legitimately to pay under a healthy spirit of competition in the business community. The effect of such combinations to control prices is the same as that other class of contracts which has always been denounced as vicious, namely, contracts in restraint of

trade. Public policy places its reprobation upon one equally with the other. These combinations to control prices are becoming very numerous, and effect not only the staples of human sustenance, but nearly all the necessities of life and the necessities of business. Such combinations to control prices are against public policy, and void on the ground that they have a mischievous tendency so as to be injurious to the best interests of the state. The best interests of the state require that all legitimate business should be open to competition; that the current price of commodities should be controlled by the law of demand and supply; that the laws of commerce should flow in their accustomed channels and should not be diverted by combinations to control prices fixed by the arbitrary decisions of interested parties.

Of course, what is said above does not apply to monopolies authorized by law, as, for instance, to patented articles. The odious features of legal monopolies are plainly apparent. These can absolutely control the prices which the public shall pay, and it is this monopolistic feature of such combinations to control prices which stamps them as odious, because they exercise the franchise of the monopoly without the legal right.

Judge Grant held, in substance, that associations of manufacturers are not necessarily unlawful and that prices established by a combination are not unlawful unless they are exorbitant. Judge Long concurred in this opinion.

Sounded Suspicious.

The startling cry of "murder" rang out from a room on the third floor of a leading hotel the other evening, and catching the ear of several chambermaids created instant consternation. "Oh, Heavens! Let up on me! Don't kill me by inches!" were the agonized cries that followed each other at short intervals.

It was the voice of a man. Besides the chambermaids, the blood-curdling words alarmed all the guests on the floor, and in less time than it takes to tell a knot of intensely excited people had collected in the corridor, all talking, gesticulating, and all afraid to go near the room whence the cries had come.

"Who occupies the room?" asked half a dozen women in chorus.

One of the chambermaids recollected having seen a small man, pale and emaciated in appearance, accompanied by a tall, closely veiled woman, enter in the afternoon.

The woman was surely killing her male companion. She seemed to be submitting him to some kind of cruel torture, for muffled moans were distinctly heard now by one or two in the crowd.

Finally the clerk came rushing up from the office. The intelligence of "the murder," had been carried down in breathless haste. He knocked at the door violently and excitedly.

"In the name of the law, open the door," he demanded.

After some little delay the door was opened. A woman smiling, but with a look of astonishment, peeped out and asked what was wanted.

"What's going on here? Who's being hurt?"

For a moment the woman looked embarrassed. Then she broke out with a peal of laughter, which was echoed by the voice of a man within.

"What's all this about?" again asked the clerk angrily.

"Why, sir," she stammered demurely, "I—I was pulling a porous plaster off my husband's back."

E. J. Mason, proprietor of the "Old Homestead" jelly and apple butter factory, at Grant, was in town last Wednesday on his way home from Kishwaukee, Ill., where he sold three carloads of his product. The purchaser saw Mr. Mason's display at the Fruit Manufacturers' Association, at Chicago, two years ago, and the present large sale is due to the favorable impression made by the goods on that occasion.

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.

Crystal—Ed. Steffey has removed his grocery stock to Bellaire.

Dryden—Ira E. Parker succeeds Parker Bros. in the drug business.

Ithaca—Hankins Bros. succeeds C. E. Hankins in the grocery business.

Colon—L. D. (Mrs. W. H.) Chivers has sold her drug stock to Alvin Hoyt.

Reese—John McCloy succeeds H. T. Greenleaf in the grocery business.

Jackson—E. C. Greene is succeeded by Greene Bros. in the clothing business.

Caro—W. B. White is succeeded by Benj. W. White in the grocery business.

Gaston—B. H. Rose has sold his hardware stock to S. J. Doty, of Farnsworth.

Evart—A. P. Wait & Son are putting in a sawmill and planing mill at Temple.

Lansing—F. J. Fellmon is succeeded by Frank M. Howe in the tea store business.

Greenville—W. J. Mills, the clothier, will shortly open a clothing store at Bellaire.

Benzonia—L. C. Merritt has removed his general stock from Vassar to this place.

West Bay City—Chas. Beaudette has sold his grocery stock to Moses Manassa.

Mendon—L. E. Sherrod & Co. succeed Sherrod & Sherrod in the boot and shoe business.

Iron Mountain—Drapeau & Jeddo's general stock has been seized on chattel mortgage.

Pontiac—John Prentice and J. W. Ogle have purchased the furniture stock of D. H. Elliott.

Sanilac Center—C. W. Cadow & Co. is succeeded by Cadow & Plaxton in the harness business.

Kalamazoo—V. H. Bergstrom succeeds Bergstrom & Janusch in the grocery and paint business.

Bay City—Benson & Olmstead are succeeded by Larkins & Olmstead in the grocery business.

Paw Paw—E. L. Goodale succeeds Prentice & Goodale in the furniture and undertaking business.

Iron Mountain—Grant & Co. are succeeded by Antoine Westin in the furniture and undertaking business.

Eaton Rapids—W. A. Hall is erecting a three-story brick agricultural warehouse, 33x80 feet in dimensions.

Charlevoix—J. M. Clark has opened a meat market in connection with his grocery store. The business will be under the management of Horace Cornell.

Saranac—E. F. Payne will engage in the boot and shoe business in the near future. He will take the Anderson stock of goods and will occupy the old Lee & Brown bank building.

Owosso—H. L. Lewis, who has been engaged in the produce business here for the past twenty-six years, has sold out to J. J. Knapp, who will continue the business at the same location.

Charlevoix—J. H. Mullen, who has lately embarked in the clothing business here, was never engaged in the clothing business at White Cloud—previous statements to the contrary notwithstanding.

Bangor—H. D. Harvey's new two-story brick block, 42x80 feet in dimensions, will be ready for occupancy about Dec. 15. One side will be occupied by Geo. J. Stephenson with his drug stock and the other by D. E. Harvey & Co. with their clothing and furnishing goods stock.

Galesburg—The drug stock of Brown & Co. and the drug and grocery stock of W. A. Burdick were destroyed by fire one night last week, the fire starting in the store of the former. Mr. Burdick will resume business as soon as an adjustment is effected with the insurance companies. Brown & Co. will probably not re-engage in business.

MANUFACTURING MATTERS.

Cadillac—Reybold & Claussen, late of Manistee, have opened a cigar factory.

Cheboygan—J. F. Moloney is moving in the matter of organizing a stock company to engage in the manufacture of cigars.

Saginaw—G. W. Bowman has taken a contract to put 2,000,000 feet of logs into the Tittabawassee for Merrill & Ring, of this city.

Gaylord—George Fiege expects to have his new stove and sawmill running in about three weeks. The product will be shipped out by rail.

Columbiaville—Woodard & White, of Lapeer, are erecting a small sawmill on the Flint River, near this place, where they own a tract of timber.

Manistee—Louis Sands has the contract to supply the city with electric light and has recently completed one of the finest plants in the State at a cost of \$50,000.

Marquette—Thomas Sheridan has purchased of J. W. Fordney the timber on 80 acres in township 50, range 26, estimated to cut 1,000,000 feet, and will put in a camp and take it out this winter.

Clare—The Clare Woodenware Co. is shipping carloads of products. Last week 1,110 tubs and 2,748 pails were shipped to Cincinnati. The industry works up a large quantity of timber.

Bay City—M. Garland has in operation a stove, tub and pail bottom factory. It employs ten hands, and the material used is cut-offs and slabs. The cheapness of the material and the good demand for the product ought to make it a paying industry.

Sheffield—F. D. Saunders has sold his interest in the general firm of Saunders & Sipple to Neil Stewart and the firm will hereafter be known as Sipple & Co. Mr. Saunders has begun the erection of a new store building, 18x22 feet in dimensions, and will put in a general stock as soon as same is completed.

Ironwood—The Ironwood Lumber Co., for the manufacture and sale of timber, lumber, shingles, etc., has been organized by S. S. Curry, J. N. Boyington, J. D. Day, Fred M. Prescott and Ward Clement, Ironwood; George H. Abeel, Hurley; and Stephen Clement, Milwaukee. The authorized capital is \$30,000, of which \$21,000 has been subscribed by the above.

Marquette—W. O. Butler has purchased from the Bancroft Iron Co. all of its lands in this county, together with the water powers, mills and furnaces. The tract consists of 6,000 acres lying four miles west of this city. The best of the timber has been taken from the land, but there is still some pine, hemlock and hardwood. The sawmill at Forestville, which has been operated by A. Bertrand, is included in the purchase.

Grayling—Michaelson & Hanson desired to transfer a 40-ton locomotive to their logging railroad, twenty-seven miles west of Grayling. The engine was run down to the end of the Bagley branch of the Michigan Central, and at first the

scheme was tried of laying a track in front of the engine, which was removed as the machine progressed. This was found too slow, and sixteen teams were hitched to it and in seven days snaked it to its destination.

Detroit—The Galvin Brass and Iron Works has been re-organized as the Michigan Brass and Iron Works, the capital stock increased from \$100,000 to \$200,000, with \$140,000 paid in, and officers elected with F. F. Palms president, Dr. J. B. Book vice-president, J. B. Healey secretary and treasurer, and D. F. O'Brien manager. Contracts have been awarded for a \$55,000 factory plant occupying ten acres of the Markey farm four miles out Michigan avenue.

Manistee—The Peters Salt & Lumber Co. plant will be run until the lake freezes, but will do no winter sawing. Should the present demand and good prices for bill stuff continue for the next two years, there will probably be a larger dividend than was promised. Added to the other troubles of the year the Peters company was caught in the Howell failure and in one in Detroit, the losses in that respect this year having been greater than in all the time it has been in business.

Marquette—E. L. Fraser will build a sawmill in this city. He has secured a piece of land in the Nester addition and will dam a small creek for his mill pond. The logs will be brought in on cars. The mill will be a single circular. A planing mill will be built as soon as the mill is completed, and the intention is to add a box factory to utilize the scraps. To stock his mill Mr. Fraser has secured the tracts of land located by Wm. Kroll for E. W. Sparrow, of Lansing. The timber lands lie on both sides of the Western division of the Duluth, South Shore & Atlantic Railway, near Kenton and Kitchi, and are easily accessible even in summer, the ground being firm and level and but a short distance from the railroad. The purchase includes 1,000,000 feet of large white pine logs, as well as the standing timber. Camps have already been established, and everything will be ready for sawing when spring arrives.

Seventy out of One Hundred and Two.

Of the 102 candidates who were examined by the State Board of Pharmacy at Lansing last week, thirty-five succeeded in answering 60 per cent. of the questions propounded, thereby capturing certificates as registered pharmacists, thirty-five secured assistants' certificates, while thirty-three failed to pass. The following is a list of the successful candidates:

Registered pharmacists—J. A. Ardiel, Grand Rapids; R. M. Barry, Huntington, Ind.; Herbert Bradley, Williamston; Clyde M. Brooks, Jackson; Frank Connell, Belding; Cornelius Depew, Holland; W. A. Dewey, Reading; M. F. Drehmer, Marlette; A. H. Dutton, Pontiac; Bernard Fantus, Detroit; G. C. Furness, Nashville; W. E. Gallinger, North Branch; Abram Goodfellow, Clio; A. N. Harris, Detroit; A. J. Holmes, Battle Creek; B. S. Hutchinson, Lyons; J. F. Joslin, Belding; W. F. Knob, Detroit; Z. W. Mikander, Red Jacket; R. S. Patrick, Casapopolis; Lion Percy, Battle Creek; H. H. Prosser, South Lyon; R. L. Riley, Kalamazoo; H. R. Resinger, Cedar Springs; D. L. Robbins, Detroit; S. D. Roche, Concord; F. W. Schettler, Detroit; H. G. Spring, Saginaw; S. C. Stimpson, Chelsea; W. J. Van Arkle, Muskegon; D. J. Walker, East Saginaw; Fred Weinman, Lansing; F. W. White, Manistee; R. H. Whitmarsh, Detroit; O. J. Williams, Lansing.

Assistant pharmacists—Ernest Anschutz, East Tawas; George F. Barbarin, Freeland; Anson Bennett, Potterville;

W. E. Bidwell, Dowagiac; Floyd Chadwick, Muskegon; L. H. Cole, Fenton; L. D. Colvin Mason; T. W. Cooper, Harbor Springs; W. D. Day, Portland; A. F. Ferguson, Battle Creek; Thomas Dugan, Standish; J. J. Fitzgerald, Paris; E. A. Fox, Elsie; H. B. French, Trenton; A. W. Grandy, Dansville; T. R. Graves, St. Louis; C. T. Gustin, Detroit; G. F. Johnson, Marshall; H. G. Johnson, Lisbon; H. B. Longyear, Mason; W. H. McAllister, Detroit; Newell McDonald, St. Johns; Ned McKay, Detroit; F. A. McKee, East Saginaw; H. F. McLean, Chatham, Ont.; O. A. Marliens, Saginaw; C. N. Mienold, Bangor; W. H. Mortimer, Williamston; J. R. Mountain, St. Johns; W. L. Newton, Fort Gratiot; O. A. Nichols, Battle Creek; E. E. Palmer, Potterville; G. F. Parks, Otter Lake; W. P. Payne, Hastings; H. D. Robson, Williamston; D. J. Sauer, Detroit; C. P. Thomas, Cassopolis; R. W. Shaw, Port Huron; John Stewart, Marlette; J. F. W. Bergouow, Detroit; C. A. Ware, Detroit; George H. West, Detroit; A. L. Worden, Grand Ledge.

The most certain sign of wisdom is a perpetual cheerfulness.

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—DRUG STOCK, LOCATED ON BEST BUSINESS corner in Manistee. Will sell at a bargain. Splendid chance for a hustling druggist. Address Jacob Hanselman, Manistee, Mich. 334

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

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

FOR SALE 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. 313

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. 130 West Fulton street, Grand Rapids. Will discount for cash. Also new brick store 25x80, 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 21x100 and alley. Winans & Allen, 3 & 4 Tower block. 328

SITUATIONS WANTED.

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 bred by Louis Napoleon, and by Winans in Banner (Morgan). All fine, handsome, and speedy; never been tracked. Address J. J. Robbins, Stanton, Mich. 311

FOR SALE—CHEAP ENOUGH FOR AN INVESTMENT. Corner lot and 5-room house on North Lafayette St., cellar, brick foundation, soft water in kitchen. \$1,200. Terms to suit. Cheap enough for an investment. 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

WANTED—TO PURCHASE FOR CASH A DRUG stock in a good town of 3,000 to 5,000 inhabitants. Winans & Allen, Tower block, Grand Rapids, Mich. 332

WANTED—YOUNG WOMAN WHO CAN SPEAK German, to wait on customers and keep books in a general store. Address, stating experience and salary expected, No. 333, care Michigan Tradesman. 333

WANTED—UNTIL DECEMBER 15, I WILL PAY 65 cents per pair for partridges, spot cash; ship by express. C. B. Lovejoy, Big Rapids, Mich. 335

WANTED—A FIRST-CLASS TRAVELING SALESMAN from 24 to 30 years of age, to work large cities for wood working specialties. Address, stating references, experience, etc., "Specialty," care Michigan Tradesman. 336

GRAND RAPIDS GOSSIP.

T. E. Bellaire succeeds Mrs. M. Pell in the grocery business at 616 Canal street.

Rob't B. Wiley has opened a grocery store at Wiley. The Olney & Judson Grocer Co. furnished the stock.

J. Leff has removed his dry goods and grocery stock from 115 Broadway to 446 Fourth street, where he proposes to increase his business.

Hiram Collins, special administrator of the estate of the late Jas. H. Brown, has sold the dry goods stock on South Division street to Jas. A. Eaton.

Norman Odell has sold his grocery stock at 233 South Division street to Goss & Co., who will continue the business at the same location.

Louis J. Katz has retired from the firm of Katz Bros., meat dealers at 253 Jefferson avenue. The business will be continued by the remaining partner, Christian Katz.

W. L. Lindhout, candy manufacturer at 284 Jefferson avenue, has enlarged his factory and doubled his manufacturing capacity by the addition of the necessary machinery.

W. T. Lamoreaux & Co. have again increased their capacity to clean and hand-pick beans by the addition of more machinery and the employment of twenty additional hands.

The Grand Rapids Storage & Transfer Co. has leased the store at 9 Pearl street—formerly occupied by W. C. Hopson—and put in a full line of carriages and buggies. The office of the company has also been removed to that location from the west side.

W. B. Remington & Co., who operate a woodenware works at Midland, are building a box factory at Saginaw, having been induced to locate there by the Saginaw Improvement Co. The building will be three stories high, will cost \$12,000 and will employ 150 hands.

The house of Nelson Bros. & Co., who announce their retirement from trade, was established in 1866 by S. K. Nelson and Chas. W. Eaton. On the retirement of Mr. Eaton, about 1868, the firm name was changed to Nelson & Sons, and in 1871 the present firm style was adopted. The house has always conducted business in a conservative manner, and its retirement will be a matter of general regret.

Gripsack Brigade

D. E. McVean laid off last week to spend a few days with friends at Alto, hunting quail and sipping apple jack.

M. Kerns, traveling representative for Dilworth Bros., of Pittsburg, is in town for a few days. His smile is as contagious as ever.

The discussion of the question of changing the trips of the local grocery salesmen from two weeks to three will be taken up next week.

Walter B. Carey, the Muskegon traveling man, died of heart disease last Tuesday, at the age of 32 years. Diseased leaves a wife and two children.

E. H. Pool, traveling representative for the Standard Oil Co., took his vacation last week and spent a portion of the time on a hunting trip in Lake county.

A. C. Truesdell, who was formerly engaged in the grocery business at Muske-

gon, has gone on the road with the lines of a number of furniture factories.

John A. Brummeler succeeds Hiram Madden as city salesman for M. E. Christenson. Jas. B. McInnes succeeds him as city salesman for Hawkins & Company.

Thos. McLeod, the Detroit shoe salesman, was in town Saturday. His wife, son and daughter sailed for Glasgow a week before and will spend six months with Thos.' brother at Edinburgh.

Judd Houghton, traveling salesman for P. Lorillard & Co., has removed his family from Detroit to this city, taking up their residence at 384 Crescent avenue.

Jas. W. Morton, formerly on the road for the Ionia Pants and Overall Co., has engaged to travel for Michael Kolb & Son, of Rochester, assisting the versatile Wm. Connor in this territory.

H. A. Hudson and J. McBurney claim to be the champion heavy-weights traveling for any Grand Rapids house, their combined weight being 610 pounds.

Wm. VanZee, for several years with Nelson Bros. & Co., has engaged to travel for the wall paper department of Harvey & Heystek and started out Monday on his initial trip under the new arrangement.

New York *Shipping List*: An amendment to the Interstate Commerce law allowing railroads to discriminate in favor of commercial travelers, having received the favorable consideration of the House Committee on Commerce, has every chance of passing both houses at the next session of Congress. This amendment will allow railroads to grant cheaper rates to commercial travelers and a greater allowance of baggage, thus stimulating commerce and aiding the commercial traveler materially in every way.

A decision sustaining the right of commercial travelers of one State to sell goods in another without payment of license was recently rendered by Judge Phillips, in the United States Court at Kansas City. The case was one of two Kansas commercial travelers who were arrested under the ordinances of Nevada, Mo., charged with peddling without a license. The canvassers were furnished with samples to be sold, which they carried from house to house. The terms were one-sixth down, the rest in five equal monthly installments. The first payment was made to the solicitor, which was his commission. An order was then sent by the agent to the house at Topeka, who delivered to the purchaser. A collecting agent gathered in the remaining payments. The decision of the Court affirms the right of non-resident merchants to do business in other states by solicitation of purchase, by taking orders on the house to be filled and the goods shipped into other states for delivery without the goods being subject to the license tax of the state, or an occupation tax on the solicitor, on the ground that such a tax would be a burden upon interstate commerce. It was contended that the act of one canvasser in making sale of one clock without taking an order therefor on the house, according to the instruction of the house and custom of the agents, brought his case within the definition of a peddler, and subjected him to the operation of the State law. The Court, however, decided that he was acting as an agent, and that under section 8 of article 1 of the Federal Constitution he could not be held. Both men were discharged.

Purely Personal.

The "Beechnut King of Oceana County"—otherwise known as E. S. Houghtaling, the Hart grocer—proposes to break his previous record this season, in point of nuts handled.

P. S. Fancher, of the former drug firm of Steketee & Co., has purchased the brokerage business of G. W. Strassenreuter, including Kirk's lines of toilet soaps and perfumes and Armour's beef extracts.

The Milwaukee *Telegraph* of recent date contains a flattering reference to Geo. P. Gifford, Jr., formerly identified with the meat department of Hawkins & Company, but now engaged in the wholesale provision business on his own account in the Cream City.

Frank C. Sampson, the Boon shingle manufacturer, was in town last Saturday and favored THE TRADESMAN with a call. His mill cut 1,079,000 shingles from split bolts during the month of October, which he claims is one of the largest records ever made by any mill.

Wm. H. VanLeeuwen, the Cherry street druggist, devotes his spare time to the publication of the *Church Record*, a monthly epitome of religious and social news pertaining to the First Reformed church, of which organization Mr. Van Leeuwen is a leading and influential member.

E. A. Turnbull, President of the Grand Ledge Canning Co., was in town one day last week, placing the product of the factory. It started late in the season, but managed to turn out 400 cases of peas, the same number of beans, 1,000 cases of tomatoes and 2,000 cases of corn. Mr. Turnbull says the farmers in the vicinity are so well pleased over the

prices paid for vegetables that they will largely increase the acreage another season.

Three Classes of Buyers.

There are three classes of buyers in trade—one who buys too much, one too little and the other, who draws the line between the two and strikes the happy medium. The first, as a rule, is always burdened with too much stock. Seasons come and go, and his shelves are filled with goods out of fashion and out of season. As a rule, he is always short of money, behind with his bills, simply because he buys too much.

The merchant who buys too little or too small a stock lacks knowledge of his trade and loses custom by not keeping a sufficient supply on hand to meet the current wants of his customers. Over-cautiousness in this direction is almost as bad as overbuying. It often gives his competitor the means of supplying his regular customers. The good merchant will note what lines sell best and consult with his clerks, or those at the head of the departments of his establishment.

Country Callers.

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

J. S. Weidman, Lakeview.
M. H. Jenner, Howard City.
S. Martindale, McDonald.
Bird & Co., Douglas.
W. E. Hardy, Harbor Springs.
J. E. Thurkow, Morley.
S. W. Perkins, Traverse City.
R. B. Gooding & Son, Gooding.
C. E. Blakeley, Mancelona.
Frank C. Sampson, Boon.
Pine Lake Iron Co., Ironton.
Sands & Maxwell, Pentwater.
M. J. Butler, Sand Lake.
Geo. J. Stephenson, Bangor.

Use Tradesman Coupon Books.



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, nobly three button cutaway frocks and regular frock suits, also Prince Albert and other coats and vests in "Clays" worsted and other attractive materials.

A select line of pants well worthy of attention.

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

MICHAEL KOLB & SON,

Wholesale Clothiers, Rochester, N. Y.

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

THE "SNOB" IN TRADE.

Clerks, male or female, in the dry goods retail trade who are "snobs"—that peculiar and disagreeable variety of humanity described so thoroughly and vividly by Thackeray—do as much harm as hundreds of dollars expended in advertising does good. The snob clerk is generally, upon investigation, found to be a person of small importance. It is rare that a successful buyer, superintendent or employee of importance is a snob. It is not unknown, however. There are buyers and buyers, and some of them are pronounced in their snobism. They cringe and fawn on superiors, and insult and crush, so far as they are able, their inferiors in position. These folks are rare, for they are not popular with even their own class, who perhaps are the first to snuff their feeble though spiteful light.

The snob who does harm to a merchant is the snobbish clerk (and eight times out of ten it is a female), who frowns with a majestic wrinkling of the forehead upon the customer who dares to ask questions or who desires to see something other than what the clerk has been pleased to show.

Practical examples are not wanting which will illustrate the crushing sarcasm or the imitation of the same.

A lady went into one of our largest stores the other day and asked for a cheap corset.

"What have you got in cheap corsets?" she asked.

"How much do you wish to pay for a corset—one dollar?" she was asked in return.

"No, I want a cheap corset; one for 50 or 75 cents," the lady said.

"Oh! we have no 50 cent corsets, and only a few are sold as low as 75." This was said with a sneer and an affected manner which was very tiresome.

This clerk was a snob of a pronounced degree. She was impertinent in suggesting a corset that cost \$1, when she knew that the lady wished a cheaper one. She knew that \$1 was a medium price for that store, and not cheap. When the lady suggested 50 or 75 cents, it was highly impertinent for the clerk to turn up her nose at the idea of a 50 cent corset. She should have known if she was in the corset stock, that there are patterns without number which job at \$4, and \$4.50 per dozen, which makes the natural retail price 50 cents or less. Some of these makes are good, and it makes no difference whether the lady wished the corset for herself or for her servant, she had a perfect right to demand a 50 cent corset, and if the stock did not possess one, she should have been informed in as courteous a manner as if she wished one at \$6. This young lady was probably getting \$5 a week. The lady was amply able to purchase the best the store afforded, and yet the clerk acted the airs of the *grande dame*.

In another store in the same street, a customer in the hearing of the writer, asked concerning the price of a hat frame.

"Have you nothing cheaper than this of a similar shape?"

"Cheaper than that?" replied the young snob, with the greatest disdain. "Why, no; I am sure that is cheap enough for anybody."

Strange to say, the customer was not crushed by this merited rebuke. "It may be cheap enough for anybody, and per-

haps yourself, but it is not cheap enough for me when I have seen the same pattern, and, in fact, the very same hat, not three doors away for one-half the price."

The customer was right—the very same hat frame, same pattern number, same in every respect, at one-half the price. In one of these cases the customer will never purchase, if she can avoid doing so, anything in the store where she received the rebuke from the snobbish clerk. Here is where the merchant suffers. No complaint against the clerk will be made, and the trade is lost to the house without a chance of making things right. There is not as much trouble with men as with women in this respect, nor do the clerks practice their crushing sarcasm with men customers as much as with women. In large stores where buyers are responsible for their departments, there is not much of this business tried when the buyer is around. A buyer in one of the large city stores knows all the tricks of the trade and he or she will not permit any practices which will be detrimental to trade, for on the success or failure of a department a buyer's reputation stands or falls, and it is a matter of dollars at the end of the year when a new engagement is to be made.

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.

One Source of Annoyance.

Many banks are subject to a good deal of petty annoyance from small accounts kept by young men who believe, and reasonably enough, that to have a bank account and pay by check gives one a certain standing. Many of these small accounts are perpetually on the verge of extinction, and if many transactions in checks could be traced to their beginning it would be found that one man with a perilously small account had sought the aid of his neighbor a little better off and used the latter's check for a few days in order to maintain a fictitious appearance of prosperity. Some men deliberately borrow \$200 or \$300 to begin a bank account, and check it out to the lender as soon as they are able to make a second and smaller deposit.

Attention is directed to the advertisement of the "Old Homestead" jelly and apple butter factory in another portion of this week's paper.

Use Tradesman or Superior Coupons.

Dry Goods Price Current.

UNBLEACHED COTTONS.		DEMINS.	
Adriatic	7	Arrow Brand	5 1/2
Argyle	6 1/2	" World Wide	7
Atlanta A.A.	6 1/2	" LL	5
Atlantic A	7	Full Yard Wide	6 1/2
" H	6 1/2	Georgia A	6 1/2
" P	6	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 1/2
Beaver Dam A.A.	5 1/2	Lawrence L.L.	5 1/2
Blackstone O. 32	5	Madras cheese cloth	6 1/2
Black Crow	6 1/2	Newmarket G	6
Black Rock	7	" B	5 1/2
Boat A.L.	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	Noble R	5
Clifton C.H.	5 1/2	Ox Level Best	6 1/2
Comet	7	Oxford H	6 1/2
Dwight Star	6 1/2	Pegot	7 1/2
Clifton C.C.C.	6 1/2	Solar	7 1/2
BLEACHED COTTONS.		Top of the Heap	7 1/2
A.B.C.	8 1/2	Geo. Washington	8
Amazon	8	Glen Mills	7
Amberg	7	Gold Medal	7 1/2
Art Cambric	10	Green Ticket	8 1/2
Blackstone A.A.	8	Great Falls	7 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 N	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	7 1/2
Dwight Anchor	8 1/2	No Name	7 1/2
" shorts	8 1/2	Oak View	6 1/2
Edwards	8	Our Own	5 1/2
Empire	7 1/2	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 N	7 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.		Dwight Anchor	9
Cabot	7 1/2	Middlesex P.L.	10
Farwell	8	Middlesex No. 1	10
Tremont N	5 1/2	" 2	11
Hamilton N	6 1/2	" 3	12
" L	7	" 4	13
Middlesex A.T.	8	" 5	14
" No. 25	9	" 6	15
ELECTRIC CANTON FLANNEL.		" 7	16
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.P.	10 1/2	" 5	16
CARPET WARP.		" 6	17 1/2
Peerless, white	15	Integrity, colored	21
" colored	20	White Star	18 1/2
Integrity	18 1/2	" colored	21
DRESS GOODS.		" 2	25
Hamilton	8	Nameless	20
" 2	9	" 25	25
" 3	10 1/2	" 27 1/2	27 1/2
G.G. Cashmere	21	" 30	30
Nameless	16	" 32 1/2	32 1/2
" 15	18	" 35	35
CORSETS.		" 38 1/2	38 1/2
Coraline	80	Wonderful	84
Schilling's	9 00	Brighton	4 75
Davis Walsts	9 00	Bortree's	9 00
Grand Rapids	4 50	Abdominal	15 00
CORSET JEANS.		" 15	15
Armory	6 1/2	Naumkeag satteen	7 1/2
Andreocoglin	7 1/2	Rockport	6 1/2
Biddeford	6	Conestoga	6 1/2
Brunswick	6 1/2	Walworth	6 1/2
FANCIES.		" 6 1/2	6 1/2
Allen turkey reds	5 1/2	Berwick fancies	5 1/2
" robes	5 1/2	Clyde Robes	5
" pink & purple	6 1/2	Charter Oak fancies	4 1/2
" buffs	6	DelMarine cashm's	6
" pink checks	5 1/2	" mourn'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	saicems	6
American shirtings	5 1/2	Hamilton fancy	6
Argentine Grays	6 1/2	" 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	Repp furn	8 1/2
" century cloth	7	Pacific fancy	6
" gold seal	10 1/2	" robes	6 1/2
" green seal TR	10 1/2	Portsmouth robes	6 1/2
" yellow seal	10 1/2	Stimpson mourning	6
" serge	11 1/2	" greys	6
" Turkey red	10 1/2	" solid black	6
Ballou solid black	5	Washington indigo	6
" colors	5 1/2	" Turkey robes	7 1/2
Bengal blue, green	5 1/2	" India robes	7 1/2
red and orange	5 1/2	" plain T.K.Y.	8 1/2
Berlin solids	5 1/2	" X	8 1/2
" oil blue	6 1/2	" Ottoman Tur	6
" green	6 1/2	key red	6
" Foulards	5 1/2	Martha Washington	6
" red	7	Turkey red	7 1/2
" 44	9 1/2	Martha Washington	7 1/2
" 34XXXX	12	Turkey red	9 1/2
Cochecco fancy	6	Riverpoint robes	5
" madras	6	Windsor fancy	6 1/2
" XX twills	6 1/2	" gold ticket	6 1/2
" solids	5 1/2	Indigo blue	10 1/2
TICKINGS.		" 10 1/2	10 1/2
Amoskeag A.C.A.	12 1/2	A.C.A.	12 1/2
Hamilton N	7 1/2	Pemberton A.A.A.	10
" D	8 1/2	York	10 1/2
" Awning	11	Swift River	7 1/2
Farmer	8	Pearl River	12
First Prize	11 1/2	Warren	13
Lenox Mills	10 1/2	" 10 1/2	10 1/2
COTTON DRILL.		" 10 1/2	10 1/2
Atlanta D	6 1/2	Stark A	8
Boat	6 1/2	No Name	7 1/2
Clifton K	6 1/2	Top of Heap	10
SATINES.		" 10	10
Simpson	20	Imperial	10 1/2
" 18	18	Black	9 1/2
" 16	16	" BC	10
Cochecho	10 1/2	" 10 1/2	10 1/2
COTTON TWINES.		" 10 1/2	10 1/2
Cotton Sall Twine	28	Nashua	18
Crown	12	Rising Star 4 ply	17
Domestic	18 1/2	" 3 ply	17
Anchor	16	North Star	30
Bristol	13	Wool Standard 4 ply	17 1/2
Cherry Valley	15	Powhattan	18
I X L	18 1/2	" 18 1/2	18 1/2
PLAID ON NABURGS.		" 18 1/2	18 1/2
Alabama	6 1/2	Mount Pleasant	6 1/2
Alamance	6 1/2	Onelda	5
Augusta	7 1/2	Prymont	5 1/2
Ar sapha	6	Randelman	6
Georgia	6 1/2	Riverside	5 1/2
Granite	5 1/2	Sibley A	6 1/2
Haw River	5	Toledo	6
Haw J	5	" 5	5

THE BOYS UPON THE ROAD.

Our mission is a changeable one, we go from place to place, we find that many kind of men comprise the human race, Rebuffed by many we would please wear a smiling lip. And push ahead to pastures new—we never lose our grip.

Our lives are filled with pleasant joys as well as caring cares. Oft for our wandering, wayward feet, the tempter sets his snares, Because a few fall by the way, there comes a wild complaint—The edict is—"No drummer can be canonized a saint."

Ours is a life of honest toil; for worthy ends we roam. We keep the fire that warms the hearth; we feed the folks at home. For this we ride through driving storms, we sleep on flying trains, And often for our hardships, have our labor for our pains.

The lazy landlord and his wife; their daughters plump and spry; The freckle-faced, red-headed girl, whose hair was in the pie; The chambermaid who built the fire and wanted to be "tipped;" The stable boy who blacked our boots, who kept our change and "skipped."

The girls who made the ice cream bills and lively charges steep; The crying babies on the cars we helped to soothe to sleep; The man to whom we offered goods at prices "awful slim;" Who asked us if that was the best that we could do by him?

Yes, well remembered are these folks of many a bygone year; The bawling brakeman on the train, the dusty engineer, The muscular conductor, who, with such a pompous air, "Bounced" every poor unfortunate who could not pay his fare.

The quaint and gay old countrymen who cheered us with their mirth. The "cranks" who knew that Vanderbilt would soon own all the earth, Who called us "mean monopolists" that wanted "all the fat," And claimed that their "Alliance stores" were "bound to bust us flat."

The woman who had checked her trunk and feared that it was lost; The greenhorn who admired our "grip" and asked us what it "cost." The shabby, close old sleeping car where hundreds used to snore, All seem to take us back, to-day, upon the road once more.

But tenderer for the loving wife who waited our return, Who has not seen her welcome light within the window burn; The precious little ones who heard the coming of the train, And clasped their dimpled hands with joy, when papa came again.

We know, when sickness lays us low, when we are brought to grief, That we may turn to loyal friends for comfort and relief. That should the summons come for us to quit this world of care, That we may leave the ones we love in your protecting care.

M. V. BLACKBURN.

A Traveling Man's Story.

"I used to have an old German customer up in Minnesota. He kept a little country store where he traded calico and sugar and tinware for eggs and poultry. His little cross-roads place was twenty miles from the railroad among a settlement of Germans. I used to drive out there about three times a year and sell him a nice little bill of goods.

"When I got pretty well acquainted with the old man I found that he had the most rudimentary idea of accounts, and his method of getting a selling price on hardware (my line) was simplicity itself. He just took the cost, whatever it might be, and multiplied it by two. Of course, I was at a good deal of expense in selling him, and I fixed my prices accordingly. "Well, one time I went out and the old man would have nothing to do with me. My name was Dennis—he didn't want to talk at all. I loafed around and finally found out what was the matter. Another hardware man had been out there and had made him prices about 25 per cent. less than mine. Then I just sat down and showed the old man how a padlock that he had paid me \$4 for had been sold him by the other fellow for \$3. My dozen padlocks cost him \$4. He multiplied that by two, sold them for \$8 and made \$4. The other man's cost him \$3; he sold them for \$6 and made \$3. Clear gain by trading with me, \$1 a dozen on those padlocks, and so on through the bill. The old man saw it plain as day and stuck to me after that."

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's.....	60	
Cook's.....	40	
Jennings, genuine.....	25	
Jennings, imitation.....	50&10	
AXES.		
First Quality, S. B. Bronze.....	\$ 7 50	
" D. B. Bronze.....	12 00	
" S. B. S. Steel.....	8 50	
" D. B. Steel.....	13 50	
BARROWS.		dis.
Railroad.....	\$ 14 00	
Garden.....	net 30 00	
BOLTS.		dis.
Stove.....	50&10	
Carriage new list.....	75	
Plow.....	40&10	
Sleigh shoe.....	70	
BUCKETS.		
Well, plain.....	\$ 3 50	
Well, swivel.....	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured.....	70&10	
Wrought Narrow, bright fast joint.....	60&10	
Wrought Loose Pin.....	60&10	
Wrought Table.....	60&10	
Wrought Inside Blind.....	60&10	
Wrought Brass.....	75	
Blind, Clark's.....	70&10	
Blind, Parker's.....	70&10	
Blind, Shepard's.....	70	
BLOCKS.		
Ordinary Tackle, list April 17, '85.....	60	
CRADLES.		
Grain.....	dis. 50&102	
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.		
Idm Fire.....	50	
Central Fire.....	dis. 25	
CHISELS.		dis.
Socket Firmer.....	70&10	
Socket Framing.....	70&10	
Socket Corner.....	70&10	
Socket Slicks.....	70&10	
Butchers' Tanged Firmer.....	40	
COMBS.		dis.
Curry, Lawrence's.....	40	
Hotchkiss.....	25	
CHALK.		
White Crayons, per gross.....	12&12 1/2 dis. 10	
COPPER.		
Planished, 14 oz cut to size.....	per pound 28	
" 14x52, 14x56, 14x60.....	23	
Cold Rolled, 14x56 and 14x60.....	50	
Cold Rolled, 14x48.....	23	
Bottoms.....	25	
DRILLS.		dis.
Morse's Bit Stocks.....	50	
Taper and straight Shank.....	50	
Morse's Taper Shank.....	50	
DRIPPING PANS.		
Small sizes, ser pound.....	07	
Large sizes, per pound.....	9 1/4	
ELBOWS.		
Com. 4 piece, 6 in.....	dos. net 75	
Corrugated.....	dis. 40	
Adjustable.....	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26.....	30	
Ives', 1, \$18; 2, \$24; 3, \$30.....	25	
FILES—New List.		dis.
Disston's.....	50&10	
New American.....	50&10	
Nicholson's.....	50&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	18	
Discount, 60.....	14	
GAUGES.		dis.
Stanley Rule and Level Co.'s.....	50	

HAMMERS.

Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10

HINGES.

Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	3 1/2
Screw Hook and Eye, 1/4.....	net 10
" " " ".....	net 8 1/4
" " " ".....	net 7 1/4
Strap and T.....	dis. 50

HANGERS.

Baru Door Kilder Mfg. Co., Wood track.....	50&10
Champion, anti friction.....	60&10
Kilder, wood track.....	40

HOLLOW WARE.

Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10

HOUSE FURNISHING GOODS.

Stamped Tin Ware.....	new list 70
Japaned 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
Doer, mineral, jap. trimmings.....	55
Doer, porcelain, jap. trimmings.....	55
Doer, porcelain, plated trimmings.....	55
Doer, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70

LOCKS—DOOR.

Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55

MATTOKES.

Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 30&10

MAULS.

Sperry & Co.'s, Post, handled.....	dis. 50
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MILLS.

Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Perry & 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:	
Base.....	Base
60.....	Base
50.....	Base
40.....	Base
30.....	Base
20.....	Base
16.....	Base
12.....	Base
10.....	Base
8.....	Base
7 & 6.....	Base
4.....	Base
3.....	Base
2.....	Base
Fine 3.....	Base
Case 10.....	Base
" 8.....	Base
" 6.....	Base
Finish 10.....	Base
" 8.....	Base
" 6.....	Base
Clinch 10.....	Base
" 8.....	Base
" 6.....	Base
Barrell %.....	Base

PLANES.

Ohio Tool Co.'s, fancy.....	dis. 40
Scota Bench.....	dis. 60
Sandusky Tool Co.'s, fancy.....	dis. 40
Bench, first quality.....	dis. 60
Stanley Rule and Level Co.'s, wood.....	dis. 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 30
"B" Wood's pat. planished, Nos. 25 to 27.....	9 30
Broken packs 1/4c per pound extra.	

ROPES.

Sisal, 1/4 inch and larger	7
Manilla	11 1/2
SQUARES.	
Steel and Iron.....	75
Try and Bevels.....	60
Mitre.....	20

SHEET IRON.

		Com. Smooth.	Com.
Nos. 10 to 14.....	dis. 84 05	82 95	
Nos. 15 to 17.....	4 05	3 15	
Nos. 18 to 21.....	4 05	3 15	
Nos. 22 to 24.....	4 05	3 15	
Nos. 25 to 26.....	4 25	3 25	
No. 27.....	4 45	3 35	
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra			

SAND PAPER.

List acct. 19, '86.....	dis. 50
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SASH CORD.

Silver Lake, White A.....	list 50
" Drab A.....	55
" White B.....	55
" Drab C.....	55
Discount, 10.....	35

SASH WEIGHTS.

Solid Eyes.....	per ton \$25
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SAWS.

" Hand.....	dis. 20
" Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dia. X Cuts, per foot.....	50
" Champion and Electric Tooth X Cuts, per foot.....	30

TRAFF.

Steel, Game.....	dis. 60&10
Oncida Community, Newhouse's.....	35
Oncida Community, Hawley & Norton's.....	70
Mouse, choker.....	18c 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&55
Putnam.....	dis. 06
Northwestern.....	dis. 10&10

WRENCHES.

Baxter's Adjustable, nickeled.....	dis. 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 List.....	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.....	25c	
Pig Bars.....	28c	

ZINC.

Duty: Sheet, 2 1/2c per pound.....	
60 pound casks.....	6 1/2
Per pound.....	7

SOLDER.

40%.....	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 IX, ".....	9 25
14x20 IX, ".....	9 25

Each additional X on this grade, \$1.75.

TIN—ALLAWAY GRADE.

10x14 IC, Charcoal.....	\$ 6 75
14x20 IC, ".....	6 75
10x14 IX, ".....	8 25
14x20 IX, ".....	9 25

Each additional X on this grade \$1.50.

ROOFING PLATES.

14x20 IC, ".....	6 50
14x20 IX, ".....	8 50
30x28 IC, ".....	13 50
14x20 IC, ".....	6 00
30x28 IX, ".....	7 50
30x28 IC, ".....	12 50
30x28 IX, ".....	15 50

BOILER SIZE TIN PLATE.

14x28 IX.....	\$14 00
14x31 IX.....	15
14x56 IX, for No. 8 Boilers, } per pound 10	
14x60 IX, " " " }	

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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E. A. STOWE, Editor.

WEDNESDAY, NOVEMBER 11, 1891.

The Department of Agriculture reports complete success in its recent experiments at Medicine Lodge, Kansas, with the "alcohol process" in the manufacture of sorghum sugar. The new process gives a greatly increased yield, an improvement in quality and a better separation of the sugar from the molasses. It is concisely described by a recent writer as follows: "It is simply an addition to the processes heretofore used in the manufacture of sorghum sugar. When the cane juice has been reduced to a thin sirup, preferably to a sirup containing about forty-five per cent. of water by weight, a quantity of ninety-five per cent. alcohol is mixed with the sirup. This alcohol immediately precipitates the gums, starch and kindred ingredients of the sirup. These substances then settle rapidly to the bottom of the tank, leaving a mixture of sirup and alcohol in the upper part of the tank. This mixture of sirup and alcohol is thus drawn off into another tank. The precipitate in the lower part of the tank also contains, mixed with it, a considerable quantity of the mixture of sirup and alcohol. This is recovered by the usual method of filtering by means of a filter press, and is added to that drawn off, as above described. The alcohol is separated from the sirup by distilling. The sirup is thenceforth treated by the usual methods of first-class sugar factories. The alcohol, as it comes from the sirup, brings with it considerable quantities of water, so it is below the desired strength. It is brought up again to ninety-five per cent. by redistillation."

The reciprocity provision of the tariff act gives the President power to reimpose, after Jan'y 1, 1892, a duty on sugar, hides, tea, coffee and molasses coming from countries which by that time fail to make equivalent concessions in favor of our commerce. Under the reciprocity provisions, treaties have already been made with Brazil, with Spain for Cuba and Porto Rico, and with San Domingo. The treaty with Brazil went into effect April 1, 1891, and has not been in operation long enough to show its full benefits, but already our exports of domestic products to that country have been largely increased. If the reports coming from Washington are true, a reciprocity treaty has been concluded between the United States and Germany, which will be of great importance to the farmers of this country. In return for the free entry of German beet sugar into this country, Germany is to largely reduce her duties on American breadstuffs and meats. Our imports from Germany in 1890 amounted to nearly \$99,000,000; our exports to Germany in the same year amounted to more than \$84,000,000. A reciprocity treaty

will give us a larger market for meats and breadstuffs in that country and turn the balance of trade in our favor.

THE TRADESMAN intended to make a somewhat extended reply to the criticism of Messrs. Desenberg & Schuster, published in last week's paper, but maturer deliberation—and the assurances of half a hundred reputable Hebrew patrons, including such prominent Israelites as Joseph Houseman, that the original publication was in no particular offensive to the Jewish people and, therefore, needs no defense—has satisfied THE TRADESMAN that further reference to the matter is neither necessary nor desirable. Messrs. Desenberg & Schuster attributed to the original publication sentiments not intended by the writer, and not so understood by any other Hebrew in the State, so far as THE TRADESMAN has been able to ascertain. This is in no way intended as a reflection on the writers of the communication, who are educated and cultured gentlemen and who are acting from motives highly commendable from their standpoint.

The master of the National Grange has sent a circular to the members of the order, congratulating them and farmers generally on the bountiful crops and the prospects for good prices which will surely bring better times. He advises them to secure their fair share of the rewards of labor, and not permit the speculators to pocket all the advance in the price of grain. In his opinion, not one bushel of wheat should be sold for less than \$1 a bushel, and he asserts that it will be the fault of the farmer if it brings less. He says that not only have we reason to congratulate ourselves upon better prices for our produce, but we are also to be congratulated that the dollars thus received will buy more farm and family supplies than ever before in the recollection of the oldest inhabitant.

Office Change--Annual Meeting--New Council.

DETROIT, Nov. 7.—For the benefit of your readers in general and members of the Michigan Commercial Travelers' Association and commercial travelers in particular, I wish to announce that the office of the M. C. T. A. has been removed from 34 to 32 Congress street, west, and that the annual meeting of the Association will occur on Thursday, December 24, at 9 o'clock a. m.

Referring to the order of the United Commercial Travelers of America, I will say that Detroit Council No. 9, is increasing in numbers, and that the members are enthusiastic and contemplate giving an entertainment during the Christmas days. Applications are in at the Supreme Council of the order for charters for new councils from several places in Michigan. A new council will be organized at Flint, Saturday, Nov. 14. Members of Detroit and Toledo councils, as well as any transient members of the order, are invited to be present.

M. J. MATTHEWS.

Mr. Connor to Have an Assistant.

MARSHALL, Nov. 7.—In consequence of the increase of the trade of Michael Kolb & Son, whom I have represented in this State during the past nine years—and which I attribute in a great measure to advertising in your paper and the house complying in every respect with the advertising—Kolb & Son have engaged Jas. W. Morton to travel in connection with myself in this State. Mr. Morton has an excellent reputation and possesses a practical knowledge of clothing, having been in the employ of some of the leading retail houses in the State and is at present time assisting Thomas Skelton, clothing merchant, Big Rapids, where resides.

WILLIAM CONNOR.

LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN

In last week's issue of THE TRADESMAN, in an editorial commenting on my "Life Behind the Counter" contribution in the same number, the editor very modestly intimates that some of my conclusions are susceptible of criticism. Now I would advise you, Mr. Editor, to read the article in question carefully, and you will observe that it does not hold as much as you imagined it did when you penned that editorial. You will perceive that I was not so extremely stupid and nonsensical (as is inferred from your editorial) as to assert or claim that the commission system of retailing merchandise as a general system was preferable to the present system of buying and owning. Indeed, I was not advocating any general system, but simply recording a few thoughts inspired by observation and bearing upon the oft-repeated question as to whether we are progressing or retrogressing in the scale of human excellence. I said that "forty years ago it paid a man to be honest." Why? Because if a wave of misfortune should roll over him and his means should be swept away by agencies which were entirely beyond his control, he would still 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." How? Because, if he was "rated high in uprightness of character and business integrity," some wholesaler would stock him up on commission which, I repeat here, would be better than the present system for reasons already given. What is the present system? The editor says that the poor fellow "has wisely come to the conclusion, that he might better be behind his own counter taking the entire profits." I have known more than one clerk to come to a conclusion that he knew more than his employer, but I must confess that I never before heard of a poor man changing the ownership of a counter from some other man to himself, and converting the entire profits of a mercantile business to his own use, by simply coming to a conclusion. The editor gets himself into this ridiculous position by a misunderstanding and a misconstruction of the tenor of the article in question.

To-day the man with a clean record and a high rating of uprightness of character and business integrity, but without means, cannot obtain goods to sell on commission. He may be able to purchase on time, but when he does so he mortgages his manhood by undertaking to do what in the very nature of things it is impossible to do, and ninety-nine times in a hundred ends in the paralysis of his own business vitality, and a considerable loss to his creditors. If he be not able to purchase, his only other alternative is to bury the talent which God has given him and hire out as a "counter-hopper," which means that he will never be able to redeem himself or regain the position to which his talents and abilities entitle him.

In discussing questions of this kind, three things are effected, namely, the wholesaler, the retailer and the community; and in discussing conditions and methods, we should advocate that which would best serve all three of these interests.

You say, "The commission stores served a useful purpose in their day by

giving trusted agents an opportunity to develop their business capacities." "but they have been crowded into the background—not by the lack of honest men, but because the commission method is not in keeping with the times." Trusted agents are not given an opportunity to develop their capacities nowadays, simply because the fashion has changed and it is not in "keeping with the spirit of the times." This agrees exactly with my conclusions—that it is not fashionable to-day, or in harmony with the "spirit of the times" to take very much stock in any man's trustworthiness. But you go beyond a mere freak of fashion and ascribe further causes for the decline of the commission stores, which appear to be so far-fetched as to have little bearing on the subject. It certainly goes beyond my mental scope to understand just why it was necessary to put an end to a custom of trusting our fellow men, thereby destroying an "opportunity to develop their business capacities," simply because competition has increased and a "rapid increase in railway and steamship lines" has taken place, which "enables the merchant to buy his goods a thousand miles away from home, if he so desires?" What has all of this got to do with the fact that man no longer places confidence in his fellow man to as great an extent as he once did? How is it that the "agent" is no longer "trusted" and given "an opportunity to develop his business capacities," as he once was.

The editor of THE TRADESMAN has a certain class of patrons who answer the description of the class referred to in my article. They are honest men and their records are clean; they have reached middle age; their judgments are mature; they have cut their eye teeth; they are careful, provident and economical; but they are without means. I am aware that there is no excuse which the world will accept for a man of middle life without means. The hard, cruel world writes every man down as an incompetent, an imbecile, or a no-body who is found going down the decline of life without means. It is a fact, nevertheless, that no man can master the elements or control the circumstances which surround him, and, therefore, all men are subject to misfortune, and liable to be stranded on the rocky and barren shores of poverty.

I repeat that among the thousands whose names appear on the subscription list of THE TRADESMAN are many, scattered here and there all over our State, answering to the description given above, who would be pleased to have the little sleight of hand trick explained to them which would put them into possession of a "counter" of their own and give them the entire profits of a business by simply coming to a "conclusion" to have it so.

In conclusion, I assert that there never was a necessity or even a good valid reason for furnishing a man with staple, standard goods to sell on commission, who had the means to purchase; and there is just as great a necessity and as good reason for giving worthy men and "trusted agents an opportunity to develop their business capacities," by furnishing them with goods on commission to-day, as there ever was. It is no longer practical, however, and the writer is of the opinion that the reason thereof lies not in the fact that profits are smaller and railroads more numerous, but that men are becoming less trustworthy and manufacturers and wholesalers have less confidence in their fellow men than formerly.

E. A. OWEN.

WHOM TO TRUST.

Views of Marshall Field & Co.'s "Credit Man" on this Question.

Commerce and credit are inseparable. When a dealer sells a bill of goods he sells either for cash or on credit, and sometimes what are frequently looked upon as cash transactions are in reality credit transactions. To illustrate: A merchant residing in Kansas comes to a dealer in Chicago and says he desires to purchase a bill of goods for cash, but on questioning the Kansas man as to what he means by cash the dealer learns that when the goods are received in Kansas and the bill for them is checked up, and the goods are placed on sale, then the Kansas merchant expects to remit for them. Thus it will be seen that what the Kansas man calls a cash deal, as a matter of fact is a credit transaction, for the dealer would be obliged to trust him with the goods from the time they leave Chicago until the time it would take to get his money under these circumstances.

In no country in the world is credit so generally and lavishly given as in the United States, and, therefore, every large wholesale establishment employs a person whose special work is to look after the credits of that house, and he is familiarly known in the mercantile community as the "credit man," and if he prove a credit to the house he represents he will always give credit to the proper parties and decline to give it to those unworthy of it. It is my purpose in this article to call attention to a few things that the credit man bears in mind while performing his duties.

The very first point that the credit man wishes to settle in his own mind is that the person applying for credit is honest. That "an honest man is the noblest work of God" is just as true today as when those words were first uttered. A dishonest man believes this, although he may not be able to speak from experience, but he learns it by observation. Perhaps the most convincing proof of the correctness of this statement was a remark made by an old merchant to a young man just entering a business career. Said he: "My young friend, honesty is the best policy. I've tried both ways and I know what I'm talking about." The President of the First National Bank of Chicago in a recent address laid down the following axiom: "All good men love the approval of the good and all bad men are held in check in fear of a good man's reproach." Integrity is the rock on which the vast commercial interests of this world are resting. Annihilate integrity and immediately trade and commerce are destroyed, and civilization with all its benefits will follow in the train of their destruction. Unless we have faith and confidence in each other's honesty, there can be no credit, and without credit there can be but little business.

A man's ability to conduct successfully the kind of business in which he is engaged is also of very great importance. Ability in the abstract is one thing; ability in the special line of our undertakings is another. To select the vocation suited to our special ability is the most important step in a man's career. Statistics show that of every 100 men engaged in business less than ten are successful throughout their whole lives, and this is convincing proof that something is radically wrong somewhere. I think the trouble is there are so many

"misfits" in business. I have known a good farmer to sell his farm and invest the proceeds in a store, and then make a miserable failure as a merchant, simply because he knew nothing of mercantile life. A man may be a good lawyer and yet make a poor physician. In order to be a success in any department in life, a person should choose that profession or vocation which is suited to his particular ability. Mercantile life is often entered into by people without any preparatory schooling and with no reference to fitness. Any man with a few dollars can become a merchant. How, then, can it be expected that these men will succeed when they are incompetent? The law of the "survival of the fittest" dooms most of them to failure.

A man may be honest and possessed of splendid ability, and yet if he lack application and industry his chances of success will be very precarious. In no occupation are indefatigable energy and close attention so indispensable to success as in mercantile life. This is particularly an age of push and competition, and unless one is thoroughly devoted to this calling he need not hope to accomplish good results. The merchant's path is not strewn with roses, no matter how attractive it may seem to an outsider.

I have thus far dwelt on the importance of things which in themselves alone do not pay bills. No one can take \$1,000 worth of honesty, \$500 worth of ability and \$100 worth of application and go to a wholesale dealer and exchange them for goods unless accompanied by a certain amount of capital. The dealer who trusts the country merchant with his goods believes that the value of those goods will be increased by the aid of his experience, ability and labor, and while it is true that absolute confidence in the integrity of the buyer is the condition of the credit, yet in most cases the dealer would also require for his safety that the buyer should possess a certain amount of capital of his own, and the larger that capital the better it is for both debtor and creditor. The amount of capital required in any particular case to insure safety and success is an uncertain quantity for the reason that some men have the faculty of making money under the most unfavorable circumstances, while others, even more favorably situated, can never make both ends meet; therefore the credit man is obliged to consider in every individual case the elements that go to make up a good business man.

To illustrate: There is a certain young man just commencing business; he has had considerable experience, having been a clerk for many years, and understands all about the nature of the business, and by the practice of rigid economy he has accumulated a few hundred dollars, which is his capital. Every dollar of that young man's capital has an enhanced value; in the first place, he has shown his ability to earn, and, secondly, his frugality in saving what he has earned, and having both earned and saved he understands the value of money as no one can who has done neither. Such a young man is entitled to confidence, and is good for any reasonable credit he is likely to ask. On the other hand, here is another young man just commencing with little or no experience, and not much ability, and some uncle or aunt furnishes him the capital to start with, and the world smiles and says: "What a lucky young fellow; there's no end of money behind

him;" but observation proves in nine cases out of ten that the end of money is seldom very long in being reached.

The credit man finds but little difficulty in handling a case of this kind. Generally it is only a question of time when the aforesaid relative becomes solicitous about the success of the business and insists upon being secured whether anyone else loses by the venture or not; therefore if the credit man sells this young man without the guaranty of said relative, or some other responsible person, he can blame no one but himself if he makes a loss. I have known a young man to come to market to buy goods, and state that the capital he was using in his business was an actual gift from a relative, and later on when he had made a failure it was discovered that the "gift" was looked upon as a "loan," and the relative took the stock of goods to satisfy this debt, while the merchants who furnished the goods were unable to collect a dollar of their indebtedness. In view of such a contingency, the credit man should always satisfy himself as to whether the capital in such cases is a genuine gift, or a gift with "a string attached to it." Some merchants, however, are so anxious to sell goods that they permit this desire to interfere with their better judgment in making a credit. If it were a question of loaning money, they would hesitate before making a loan to some that they do not question when they make a credit; the trouble with this class of dealers is, they look upon merchandise as something that must be kept moving, and it sometimes happens that both the merchandise and the merchant move so far away from the dealer that neither is ever heard from again.

The question naturally arises, how does the credit man obtain the necessary information to enable him to determine what is best to do? A personal interview always gives him an opportunity to learn from the would-be debtor just what his business condition is. Suppose he makes a statement of his affairs like this, viz:

Stock of merchandise on hand.....	\$ 5,000
Sell for cash.....	
Own house and lot in which I live and it is clear of incumbrance.....	1,500
Cash on hand.....	1,000

Total.....	\$7,500
No debts of any kind.....	
Carry \$4,000 fire insurance on stock.....	
Carry \$1,000 insurance on dwelling.....	
Pay \$25 rent for store.....	
Sell \$12,000 annually.....	

It will readily be seen that such a man is in first-class condition, and is perfectly safe to trust with any amount of merchandise that his business demands. In the first place, he has no debts to bother him, and, secondly, if fire should overtake him he is amply insured. Third, as he is selling his goods for cash, he need not have any anxiety about not receiving his pay for goods sold. And fourth, as he is selling \$1,000 worth of goods per month, he will soon have money enough to cancel any reasonable indebtedness that he might incur.

Suppose, however, that the would-be debtor makes a statement like this, viz:

Stock of merchandise on hand.....	\$25,000
Trusted out.....	15,000
House and lot, homestead, clear.....	1,500

Total resources.....	\$41,500
Owe for merchandise not due.....	\$20,000
Owe for merchandise past due.....	2,000
Owe for borrowed money.....	4,500

Total debts.....	\$26,500
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Total worth.....	\$15,000
Carry \$10,000 insurance on stock.....	
Carry \$1,000 insurance on house.....	
Pay \$100 per month rent of store.....	
Sales \$35,000 per annum.....	

It will be observed that the last statement shows that the would-be debtor is worth twice as much as the first party, and yet it would be a very poor credit man that would think of trusting this last man. In the first place, his indebtedness is very large and some of it is past due. If fire should overtake him and burn all his goods, this of itself would ruin him, as he carries but \$10,000 insurance on a \$25,000 stock, the difference, \$15,000, being the amount he thinks he is worth. He is carrying altogether too large a stock for the business he is doing; his sales amount to less than \$3,000 per month and if he were unfortunate in collecting his outstanding accounts, it would take many months' sales to cancel his present indebtedness. The only possible chance that I can see for this man to save himself from an inglorious failure is to reduce his stock, collect his accounts as fast as possible and apply every dollar he can possibly spare towards reducing his indebtedness, and then commence on a smaller scale in some other locality.

But I think I hear some one say: "How do you know the information you get in this way is true? The would-be debtor might deceive you." Well, here is where the credit man has to exercise his judgment. If he has any doubts on these points he can easily correspond with some one living near the party interested and ask him what his opinion of the statement is, from his knowledge of the party and his manner of doing business. There are also a number of mercantile agencies who make it a business to obtain and collect information of the financial standing and responsibility of every one in trade.

The credit man, to be successful, must familiarize himself with the exemption laws of the various states and territories, and must also give considerable attention to many other matters, which the limits of this article will prevent even a reference, and, in closing, I quote from Mr. Earling's work on "Whom to Trust." He says: "The term credit implies that we have parted with something of value, and for which value is to be given at a future time. It is not convenient or even possible for the buyer of the property to give other value in exchange on the spot, and so we resolve to take the chances on what time may do. What it will do we cannot be absolutely certain. There is, then, a degree of uncertainty which attaches to all credit transactions, some more and some less, and to determine these various degrees of risk, ranging from apparent no risk to all risk, is where the critical task comes in. But we need not be without our bearings. The sailor, with his chart and compass, though in the middle of a tempestuous ocean, is not altogether at sea; by making use of the aids at his command and the experience of others before him in locating the danger spots, his risk is reduced to a minimum quantity."

DORR A. KIMBALL.

Harrison—Upon the dissolution of the partnership of Cory Bros. & Ehrenkrook, Philip Cory purchased the saw and shingle mills and what timber remained. He is stocking the shingle mill with 3,000,000 feet of logs. The sawmill will be removed to Neff & Prestel's mill, near Harrison, where he will cut 20,000,000 feet of hard and soft timber for the firm named.

Testimonials that Tell!

H. & F. THUM,
Pharmaceutical Chemists,
84 CANAL STREET.

GRAND RAPIDS, MICH., Oct 27 1891

The Hazelton & Perkins Drug Co.

Gentlemen: In answer to your inquiry as to our business relations with you, we take pleasure in stating that we consider ourselves fortunate to have as ^{on the principles} wholesale drug house in our city conducted by you follow.

All the druggists in the city are indebted to you for your efforts to maintain reasonable prices, and for your action in refusing to sell goods in retail quantities to the consumer at wholesale prices.

In regard to your promptness and accuracy and the quality of the goods obtained from you we can give no better evidence of our approval than by stating that during the last 10 years we have purchased \$73000.00 worth of goods from you. During this period we have never had sufficient cause to cease our business relations for a single day, and are now buying more than ever.

Yours truly

H. & F. Thum.



GRAND RAPIDS, MICH. 10/28/1891

Messrs

Hazelton & Perkins Drug Co
Gentlemen
City

We take great pleasure in endorsing the firm of Hazelton & Perkins Drug Co for their very agreeable method of doing business their prompt correct & neat manner, in putting up & delivering goods and above all as a wholesale druggist the very great interest they have shown in protecting the retail drug trade throughout their territory.

They are not (as many are) merely termed wholesale druggists but practice to the fullest extent just what they claim "exclusive wholesale"

As leading druggists of our city buying from 5 to 10 thousand dollars per year in metals drugs and chemicals we think we are in a position to judge of them.

Respectfully,
H. & F. Thum.

POWELL BROS.,

© DRUGGISTS. ©

817 South Division Street.

Grand Rapids, Mich., Sept 11th 1891

Messrs Hazelton & Perkins Drug Co.

Gentlemen,

We have been dealing with your house for the past three & one half years, and during that time we have had no cause for complaint. We take pleasure in complimenting you upon your system of filling orders when received to insure prompt & quick shipment as we think it perfect. Your prices and the quality of drugs have given us entire satisfaction, and all orders have been filled as complete, as from any house we have ever dealt with, wishing you every success attainable, we are

Very truly yours,

Powell Bros

The Hill Drug Store,

209 East Grand St.

(Grand Rapids Michigan
September 15-91
Hazelton & Perkins Drug Co
City

Gentlemen: Having dealt with your house ever since engaging in the drug business we take pleasure in publicly expressing our candid opinion of you.

We have always found your goods exactly as represented, your service excellent.

I can say with pleasure to the entire drug trade of this that we think, "you are the people."

Very truly yours

C. Schenck & Co

Wholesale Price Current.

Advanced—Gum ammoniac, gum opium, oil peppermint
Declined—Gum arabic, oil orange, oil lemon, po. jalap, sugar milk.

ACIDUM.		Cubebæ.....		TINCTURES.	
Aceticum.....	80 10	Exechthitos.....	2 50 2 75	Aconitum Napellis R.....	60
Benzolium German.....	50 60	Eriogon.....	2 25 2 50	" " F.....	50
Boracic.....	20 30	Gaultheria.....	2 00 2 10	Aloes.....	60
Carbolicum.....	23 35	Geranium, ounce.....	0 75	" and myrrh.....	60
Citricum.....	45 53	Gossipil, Sem. gal.....	5 00 7 50	Arnica.....	50
Hydrochloric.....	3 5	Hedeoma.....	1 40 2 10	Asafoetida.....	0
Nitricum.....	10 12	Juniper.....	5 00 2 00	Atrope Belladonna.....	60
Oxalicum.....	10 12	Lavendula.....	9 00 2 00	Benzoin.....	60
Phosphorium dil.....	20	Limonis.....	2 25 2 80	Sanguinaria.....	50
Salicylicum.....	1 30 7 10	Mentha Piper.....	3 00 3 50	Barosma.....	50
Sulphuricum.....	13 1/2 5	Mentha Verid.....	2 20 2 30	Cantharides.....	75
Tannic.....	1 40 21 60	Morchnæ, gal.....	1 00 2 10	Capicum.....	50
Tartaricum.....	40 42	Myrica, ounce.....	0 50	Ca damon.....	75
AMMONIA.		Olive.....	85 02 7 50	" Co.....	75
Aqua, 16 deg.....	3 1/2 5	Picis Liquida, (gal. 35).....	10 12 12	Castor.....	1 00
" 20 deg.....	5 1/2 7	Ricini.....	1 08 21 24	Catechu.....	50
Carbonas.....	13 12 14	Rosmarini.....	75 01 00	Cinchona.....	60
Chloridum.....	12 14	Rosæ, ounce.....	2 6 50	" Co.....	50
ANILINE.		Succini.....	40 42 45	Sanguinaria.....	50
Black.....	2 00 2 25	Sabina.....	9 01 00	Barosma.....	50
Brown.....	80 21 00	Sassafras.....	3 50 2 00	Cantharides.....	75
Red.....	45 50	Sinapis, ess. ounce.....	0 65	Capicum.....	50
Yellow.....	2 50 3 00	Tiglli.....	2 1 00	Ca damon.....	75
BACCÆ.		Thyme.....	40 42 50	Gentian.....	50
Cubæ (po. 90).....	90 21 10	" opt.....	0 60	" Co.....	60
Juniperus.....	80 10	Theobromas.....	15 20 30	Gualca.....	50
Xanthoxylum.....	25 30	POTASSIUM.		" ammon.....	50
BALSAMUM.		Bi Carb.....	15 18	Zingber.....	50
Copaiba.....	55 60	Bichromate.....	13 12 14	Hyoscyamus.....	50
Peru.....	41 30	Bromide.....	27 28	Iodine.....	75
Terabin, Canada.....	35 40	Carb.....	13 12 15	" Colorless.....	35
Tolutan.....	35 40	Chlorate, (po. 16).....	14 16	Ferr Chloridum.....	35
CORTEX.		Cyanide.....	50 55	Kino.....	30 50
Abies, Canadian.....	18	Iodide.....	2 80 2 90	Lobelia.....	50
Cassia.....	11	Potassa, Bitart, pure.....	28 30	Myrrh.....	50
Cinchona Flava.....	18	Potassa, Bitart, com.....	28 30	N Vomica.....	50
Eucyonimus atropurp.....	30	Potass Nitras, opt.....	8 10 10	Opli.....	45
Myrica Cerifera, po.....	12	Potass Nitras, opt.....	7 0 9	" Camphorated.....	50
Prunus Virgin.....	14	Prussiate.....	28 30	" Deodor.....	2 00
Quillaia, grd.....	14	Sulphate po.....	15 18	Aurant Cortex.....	50
Sassafras.....	14	RADIX.		Quassia.....	50
Ulmus Po (Ground 12).....	10	Aconitum.....	20 25	Rhathany.....	50
EXTRACTUM.		Althæa.....	25 30	Rhel.....	50
Glycyrrhiza Glabra.....	24 25	Anchusa.....	13 12 15	Cassia Acutifol.....	50
" po.....	33 35	Arum, po.....	0 25	" Co.....	50
Haematox, 15 lb. box.....	11 12	Calamus.....	20 50	Serpentaria.....	50
" 1s.....	13 14	Gentiana, (po. 15).....	10 12	Stromonium.....	60
" 1/2s.....	14 15	Glycyrrhiza, (pv. 15).....	10 18	Tolutan.....	50
" 3/4s.....	16 17	Hydrastis Canaden.....	0 35	Veratrum Verde.....	50
FERRUM.		" (po. 40).....	0 35	MISCELLANEOUS.	
Carbonate Freecp.....	0 15	Reheore, Ala, po.....	15 20	Ether, Spts Nit, 3 F.....	20 22
Citrate and Quinia.....	45 50	Insula, po.....	15 20	" " 4 F.....	30 38
Citrate Soluble.....	0 50	Ipecac.....	2 40 2 50	Alumen.....	2 1/2 3
Ferrocyanide Sol.....	0 15	Iris plox (po. 35 2 38).....	35 40	" ground, (po.....	30 4
Sulphate, com'l.....	1 1/2 2 7	Jalapra, pr.....	55 60	" 7).....	40 4
" pure.....	0 7	Maranta, 1/2s.....	0 35	Annatto.....	55 60 60
FLORA.		Podophyllum, po.....	15 18	Antimon, po.....	4 5
Arnica.....	22 25	Rhel.....	75 01 75	" et Potass T.....	55 60 60
Anthemis.....	30 50	" cut.....	75 01 75	Antipyrr.....	60 60
Matricaria.....	25 30	Spigelia.....	48 53	Antifebrin.....	60 60
FOLIA.		Sanguinaria, (po. 35).....	30 35	Argent Nitras, ounce.....	0 67
Barosma.....	20 50	Serpentaria.....	30 35	Arsenicum.....	50 7
Cassia Acutifol, Tin.....	25 28	Senega.....	40 42 45	Balm Gilead Bud.....	35 40
nivelly.....	35 50	Similax, Officinalls, H.....	0 40	Bismuth S. N.....	2 10 2 20
" Alx.....	35 50	" M.....	10 12	Calcium Chlor, 1s, (1/2s.....	@ 9
Salvia officinalls, 1/2s.....	12 15	Scilla, (po. 35).....	0 20	" 11; 1/2s, 12).....	@ 9
Ura Ursi.....	8 10	Symplocarpus, Foeti.....	0 35	Cantharides Russian,.....	@ 21 30
GUMMI.		dius, po.....	0 35	Capicl Fructus, af.....	@ 20
Acacia, 1st picked.....	0 80	Valeriana, Eng. (po. 30).....	15 20	" po.....	@ 25
" 2d.....	0 60	Ingber a German.....	10 12 15	" " H po.....	@ 20
" 3d.....	0 40	Zingber j.....	18 22	Caryophyllus, (po. 15).....	12 13
" sifted sorts.....	60 80	SEKERN.		Caroline, No. 40.....	23 75
" po.....	60 80	Anisum, (po. 20).....	0 15	Cera Alba, S. & F.....	50 52
" Cape, (po. 20).....	50 60	Arum (gravelcons).....	20 22	Cera Flava.....	35 40
" Socotri, (po. 60).....	12 50	Bird, 1st.....	4 6	Coccus.....	0 40
Catechu, 1s, (1/2s, 14 1/2s.....	@ 1	Carul, (po. 18).....	8 12	Cassia Fructus.....	22 22
" 16).....	@ 1	Cardamon.....	1 00 2 12	Centraria.....	@ 10
Ammonias.....	55 60	Corlandrum.....	10 12	Cetaceum.....	@ 10
Asafoetida, (po. 30).....	@ 22	Cannabis Sativa.....	43 25	Chloroform.....	60 62
Benzolium.....	50 55	Cynodon.....	75 01 00	" squibas.....	@ 21
Camphore.....	50 53	Chenopodium.....	10 12	Chloral Hyd Crst.....	1 50 21 70
Euphorbium po.....	35 40	Dipterix Odorate.....	2 10 2 20	Chondrus.....	20 25
Gamboge.....	0 35 50	Foeniculum.....	@ 15	Cinchonidine, P. & W.....	15 20
Guaiacum, (po. 30).....	@ 25	Fraxinagreek, po.....	@ 4	" German 3.....	@ 12
Kino, (po. 25).....	@ 30	Lini.....	4 0 4	Corks, list, dis. per.....	@ 60
Mastic.....	@ 90	Lini, grd, (bbl. 3 1/4).....	4 0 4	Creassout.....	@ 2
Myrrh, (po. 45).....	@ 40	Lobelia.....	35 40	Creta, (bbl. 75).....	@ 5
Opli, (po. 3 20).....	2 10 2 15	Pharlaris Canarian.....	3 1/2 4 1/2	" pre.....	5 5 5
Shellac.....	25 35	Rapa.....	6 7	" recp.....	9 11
" bleached.....	30 35	Sinapis, Albu.....	8 9	" Rubra.....	@ 8
Tragacanth.....	30 75	" Nigra.....	11 12	Crocus.....	30 35
HERBA—In ounce packages.		SPIRITS.		Cudbear.....	@ 24
Absinthium.....	25	Frumentum, W. D. Co.....	2 00 2 50	Cupri Sulph.....	5 0 6
Eupatorium.....	20	" D. F. R.....	1 75 2 00	Dextrine.....	10 12
Lobelia.....	25	Juniperis C. O. T.....	1 75 2 15	Ether Sulph.....	65 70
Majorum.....	25	Saccharum N. E.....	1 75 2 50	Emery, all numbers.....	@ 7
Mentha Piperita.....	25	Spl. Vini Galli.....	1 75 2 50	" po.....	@ 6
Rue.....	25	Vini Oporto.....	2 50 2 50	Ergota, (po.) 60.....	50 52
Tanacetum, V.....	22	Vini Alba.....	2 50 2 00	Flake White.....	12 15
Thymus, V.....	25	SPONGES.		Gambier.....	@ 28
MAGNESIA.		Florida sheeps' wool.....	2 25 2 50	Gelatin, Cooper.....	@ 70
Calcined, Pat.....	55 60	carriage.....	2 25 2 50	" French.....	40 60
Carbonate, Pat.....	20 22	Nassau sheeps' wool.....	2 00	Glassware flint, 70 and 10.....	@ 15
Carbonate, K. & M.....	20 22	carriage.....	1 10	" White.....	12 25
Carbonate, Jennings.....	35 36	Velvet extra sheeps'.....	1 10	Glycerina.....	15 20 20
OLEUM.		wool carriage.....	1 10	Grana Paradisi.....	@ 22
Absinthium.....	3 50 2 40	Extra yellow sheeps'.....	1 10	Humulus.....	25 55
Amygdalæ, Dulc.....	45 75	carriage.....	85	Hydraag Chlor Mite.....	@ 90
Amygdalæ, Amarae.....	8 00 2 85	Grass sheeps' wool.....	65	" Cor.....	@ 80
Anisi.....	1 75 2 15	Hard for slate use.....	75	" Ox Rubrum.....	@ 10
Aurant Cortex.....	2 80 3 10	Yellow Reef, for slate.....	1 40	" Ammoniat.....	@ 10
Bergamoti.....	3 75 2 40	SYRUPS.		" Unguentum.....	45 55
Cajuputi.....	70 80	Acacia.....	50	Hydragryum.....	@ 75
Caryophylli.....	95 01 00	Zingiber.....	50	Ichthyobolia, Am.....	1 25 21 00
Cedar.....	35 65	Ipecac.....	50	Iodine, Kesubi.....	3 75 2 35
Chenopodii.....	@ 75	Purp Iod.....	50	Iodoform.....	@ 70
Cinnamomi.....	1 15 21 10	Aurant Cortes.....	50	Lupulin.....	35 40
Citronelli.....	45 50	Rhel Arom.....	50	Lycopodium.....	40 45
Conium Mac.....	35 65	Similax Officinalls.....	60	Macis.....	80 85
Copaiba.....	1 10 21 20	" Co.....	50	Liquor Arsen et Hy.....	@ 27
".....	1 10 21 20	Senega.....	50	Liquor Potass Arsinits.....	10 12
".....	1 10 21 20	Scilla.....	50	Magnesia, Sulph (bbl.....	@ 30
".....	1 10 21 20	" Co.....	50	" 1 1/2).....	@ 30
".....	1 10 21 20	Tolutan.....	50	Mannia, S. F.....	45 50
".....	1 10 21 20	Prunus virg.....	50	".....	@ 30

In Defense of the Hebrew.

Written for THE TRADERMAN.

I have read with attention the letter by D. & S. in the last *TRADERMAN*, and though I think that these men are mistaken in the intent of the article which they attack, they have still presented a fine line of argument against the Gentile end of the house.

It is conceded that the American is the most extravagant nation on the earth. The Americans have for years received larger wages for the same class of work than any other people of whom we know, and, consequently, have not been forced into ways of economy. The mechanic who receives from \$2 to \$4 per day is apt to get into reckless habits of living, and in most cases has nothing to tide him over those periods of business depression when he is thrown out of employment. It is then that his ignorance of methods of cheap living places him at a disadvantage with his European or, perchance, his Hebraic brethren who have been forced through the bitter experiences of their youth to live within their means and to hoard up a little collateral against the day of need.

The Hebrews are not sole possessors of the art of getting rich by saving. Kape yer oye an the gintlemén from Dooblin. Tak' tent o' the ways o' the cannie Scot. Look a leedle owet for the man from Berlin, or the Amsterdamer or the Hong Konger or even Ole Oleson, of Stockholm. These people are thrifty and prudent, saving in small things, and, as a rule, accumulate enough of wealth in America to keep themselves in comfort at home in their old age. The Hebrew understands the intrinsic worth of his farthing or his copper or his nickel as well as he does the value of his dollars, his ducats and his diamonds.

Though for ages the Jew was obliged to hide his loose change in the cellar, through fear of confiscation, and to clothe himself in rags and cover up all outward signs of wealth, he is not necessarily a miser. Now that he is given a citizenship equal to that of any man, irrespective of race or religion, he is not slow to turn his shekels into channels flowing to the public good. And the same conditions which compelled him to be cautious toward strangers and suspicious of all peoples save his own and which denied him the just protection of all governments and held him a common prey to the greed of the nobility and the aristocracy, tended to the lasting benefit of mankind. It was his fertile intellect which conceived and carried into execution the plan which has developed into the present system of bills of exchange, which has so simplified commercial relations throughout the world, and obviated to a great extent the necessity of making frequent transportations of large sums of money from place to place. That the Jew is a trader is essentially true, yet, as Messrs. D. & S. aptly remark, it is a condition which has been forced upon him.

It is not "foolish to talk of the Jew as an agriculturist" as quoted from the *Dry Goods Retailer* in your last issue. It is not foolish to talk of the Jew in connection with anything to which he may decide to turn his attention. In former times he was an agriculturist, and a pretty good one, too. In fact, he has made his mark in more professions than one. He is an artist, he is a writer, or he is a diplomat. The same qualifications which

have made dollars, ducats and diamonds in the clothing business for many, have built up, under the management of Joseph Pulitzer, that most wonderful of modern dailies, the *New York World*.

As our friends have truly said, the Jew has acquired in perfection the virtue of patience, and has well known how to bide his time. And not to multiply instances, our own day has seen the son of a Hebrew chiefest among the friends and counselors of the mighty ruler of one of the mightiest nations which in times past sought only to plunder and oppress his race. GEO. L. THURSTON.

Monthly Report of the State Salt Inspector.

Following is the report of State Salt Inspector Casey for the month of October:

Counties.	Barrels.
Manistee.....	117,491
Saginaw.....	106,692
Bay.....	71,133
Mason.....	51,490
St. Clair.....	46,216
Iosco.....	39,126
Huron.....	7,362
Midland.....	3,300

Total.....434,145

The amount of salt inspected thus far this year to November 1 was 3,583,253 barrels. Following is a comparative table showing the amount of salt inspected to November 1 during each year since 1885:

	Barrels.
1885.....	2,836,351
1886.....	3,365,724
1887.....	3,719,132
1888.....	3,491,620
1889.....	3,499,221
1890.....	3,075,958
1891.....	3,583,253

Attention is directed to the advertisement of the "Old Homestead" jelly and apple butter factory in another portion of this week's paper.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

Crockery & Glassware

FRUIT JARS.	
Mason's or Lightning.	10 00
Pints	10 50
Quarts	13 50
Half gallons	15 50
Rubbers	4 50
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.....	1 88
No. 1 ".....	2 70
No. 2 ".....	2 70

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

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

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

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

LAMP WICKS.	
No. 0, per gross.....	23
No. 1, ".....	25
No. 2, ".....	35
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.....	9 @10
Fowl.....	7 @8
Turkeys.....	10 @11
Ducks.....	11 @13
Geese.....	11 @12

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 unpecked 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 being unable to secure anything like adequate returns. Local handlers manage to hold the price steady at 20¢ by preventing over supply.
Cabbages—40¢ per doz.
Cider—Sweet, 10¢ per gal.
Cranberries—Fancy Cape Cod are held at 88¢ per bbl. Fancy in crates bring \$2.75.
Eggs—Dealers pay 20¢ for strictly fresh, holding at 22c. Cold storage and pickled are in fair demand at about 2¢ below fresh stock.
Evaporated Apples—The market is utterly featureless, dealers buying grudgingly at 5 1/2¢ @ 6¢ and holding at 7c.
Grapes—Nine-pound baskets sold at 25¢ @ 30¢ for Concord and 40¢ for Delaware. 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¢ @ 50¢ 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 32c, 25c being about a fair average.
Squash—Hubbard, 2¢ per lb.
Sweet Potatoes—\$2.50 per bbl. for choice Jersey stock.
Turnips—25¢ 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 00
Extra clear, heavy.....	14 00
Clear, fat back.....	14 00
Boston clear, short cut.....	14 00
Clear back, short cut.....	14 00
Standard clear, short cut, best.....	14 00

SAUSAGE—Fresh and Smoked.	
Pork Sausage.....	7
Ham Sausage.....	9
Tongue Sausage.....	9
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. Compound.	
Tierces.....	6 5 1/2
30 and 50 lb. Tubs.....	6 5 1/2
3 lb. Pails, 20 in a case.....	6 5 1/2
5 lb. Pails, 12 in a case.....	6 5 1/2
10 lb. Pails, 6 in a case.....	6 5 1/2
20 lb. Pails, 4 in a case.....	6 5 1/2
50 lb. Cans.....	6 5 1/2

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.....	7 00
Extra Mess, Chicago packing.....	7 00
Boneless, rump butts.....	9 75

SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.....	9 1/2
" 16 lbs.....	9 1/2
" 12 to 14 lbs.....	10 1/2
" picnic.....	7 1/2
" best boneless.....	7 1/2
Shoulders.....	10 1/2
Breakfast Bacon, boneless.....	8 1/2
Dried beef, ham prices.....	8 1/2
Long Cleares, heavy.....	7 1/2
Briskets, medium.....	7 1/2
" light.....	7 1/2

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 @ 7 1/2
" ribs.....	6 @ 7
" rounds.....	4 1/2 @ 5
" tongues.....	@ 5
Bologna.....	@ 5
Pork loins.....	@ 7 1/2
" shoulders.....	@ 5 1/2
Sausage, blood or head.....	@ 5
" liver.....	@ 7 1/2
" Frankfort.....	5 @ 5 1/2
Mutton.....	6 @ 7
Veal.....	6 @ 7

FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.	
Whitefish.....	@ 8
Trout.....	@ 8
Halibut.....	@ 20
Ciscoes.....	@ 5
Flounders.....	@ 9
Bluefish.....	@ 12
Mackerel.....	@ 25
Cod.....	@ 12
California salmon.....	@ 20

OYSTERS—Bulk.	
Standards, per gal.....	\$1 15
Selects.....	1 75

OYSTERS—Cans.	
Fairhaven Counts.....	@ 35
F. J. D. Selects.....	@ 20
Selects.....	@ 23
F. J. D. Standard.....	@ 23
Anchor.....	@ 20
Standards.....	@ 17
Favorites.....	@ 15

SHELL GOODS.	
Oysters, per 100.....	1 25 @ 1 50
Clams.....	75 @ 1 00

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

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

MIXED CANDY.	
Full Weight.	Bbls. Pails.
Standard.....	6 1/2 7 1/2
Lozenges.....	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.....	9 10
Extra.....	10 10 1/2
French Creams.....	13 13 1/2
Valley Creams.....	14

FANCY—In bulk.	
Full Weight.	Bbls. Pails.
Lozenges, plain.....	10 11 1/2
" printed.....	11 12 1/2
Chocolate Drops.....	12 12 1/2
Chocolate Monumentals.....	5 6 1/2
Gum Drops.....	5 9
Moss Drops.....	8 9 1/2
Sour Drops.....	8 1/2 9 1/2
Imperial.....	10 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. B. Licorice Drops.....	80
Lozenges, plain.....	65
" printed.....	75
Imperial.....	14 00
Mottos.....	60
Cream Bar.....	70
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 00

LEMONS.	
Messina, choice, 300.....	@ 60
" fancy, 300.....	@ 60
" choice 300.....	@ 50
" fancy 300.....	@ 50

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. box.....	@ 8
" Persian, 50-lb. box.....	@ 8

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

PEANUTS.	
Fancy, H. P., Suns.....	5 @ 5 1/2
" Roasted.....	7 @ 7 1/2
Fancy, H. P., Flags.....	5 @ 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.....	@ 4 1/2
Dry.....	5 @ 6
Kips, green.....	3 @ 4
" cured.....	@ 4 1/2
Calfskins, green.....	4 @ 5
" cured.....	5 @ 6
Deacon skins.....	10 @ 20
No. 2 hides 1/4 off.....	

PEELTS.	
Shearings.....	10 @ 25
Lambs.....	20 @ 75

WOOL.	
Washed.....	20 @ 20
Unwashed.....	10 @ 20

MISCELLANEOUS.	
Tallow.....	3 1/2 @ 4
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.....	27 @ 28
Engine.....	13 @ 31
Black, 25 to 30 deg.....	@ 7 1/2

APPLE BUTTER 40 lb. pails 5 20 lb. pails 5 1/2 Mason's, 10, 20 or 30 lbs. 7 5 lb. 7		AXLE GREASE. Frazer's. Wood boxes, per doz. 80 " 3 doz. case 2 40 " per gross 3 00 25 lb. pails 1 00 15 lb. 75 Aurora. Wood boxes, per doz. 60 " 3 doz. case 1 75 " per gross 6 00 Diamond. Wood boxes, per doz. 50 " 3 doz. case 1 50 " per gross 5 50 Peerless. 25 lb. pails 90		BAKING POWDER. Acme, 1/4 lb. cans, 3 doz. 45 " 1/2 lb. " 1 10 " bulk 1 00 Telfer's, 1/4 lb. cans, doz. 45 " 1/2 lb. " 1 10 " bulk 1 00 Arctic, 1/4 lb. cans 60 " 1/2 lb. " 1 20 " bulk 2 00 Red Star, 1/4 lb. cans 40 " 1/2 lb. " 1 50 BATH BRICK. 2 dozen in case 90 English 70 Bristol 60 Domestic 70		BLUING. Arctic, 4 oz ovals 4 00 " 8 oz 7 00 " pints, round 10 50 " No. 2, sifting box 2 75 " No. 3 4 00 " No. 5 4 00 " 1 oz ball 4 50 BROOMS. No. 2 Hurl 1 75 No. 1 2 00 No. 2 Carpet 2 25 No. 1 2 50 Parlor Gem 2 75 Common Whisk 1 30 Fancy 3 25 Mill 2 75 Warehouse 2 75 BUCKWHEAT FLOUR. Rising Sun 5 00 York State 5 00 Self Rising, case 5 00		CANDLES. Hotel, 40 lb. boxes 10 1/2 Star, 40 10 1/4 Paraffine 12 Wicking 25 CANNED GOODS. FISH. Little Neck, 1 lb. 1 10 " 2 lb. 1 90 Clam Chowder 2 30 Standard, 3 lb. 2 30 Cove Oysters 1 10 Standard, 1 lb. 2 10 2 lb. 2 10 Lobsters 2 45 Star, 1 lb. 3 45 Picnic, 1 lb. 2 00 2 lb. 3 00 Mackerel. Standard, 1 lb. 1 20 " 2 lb. 2 00 Mustard, 3 lb. 3 00 Tomato Sauce, 3 lb. 3 00 Soused, 3 lb. 3 00 Salmon. Columbia River, flat 1 90 " tall 1 75 Alaska, 1 lb. 1 40 " 2 lb. 2 10 Sardines. American 1/4 4 1/2 @ 5 Imported 1/4 11 @ 12 Mustard 1/4 13 @ 14 Trout. Brook, 3 lb. 50 FRUITS. York State, gallons 2 50 Hamburg 2 50 Santa Cruz 2 00 Lusk's 2 50 Overland 1 90 Blackberries 90 F. & W. 90 Cherries 1 30 Red 1 75 Pitted Hamburg 1 60 White 1 30 Damsons, Egg Plums and Green 1 30 Gages 1 25 Erie 1 25 Gooseberries 1 10 Common 1 10 Pie 90 @ 1 00 Maxwell 1 75 Shepard's 1 75 California 1 75 Pears 1 25 Domestic 1 25 Riverside 2 25 Pineapples 1 30 Common 1 30 Johnson's sliced 2 50 " grated 2 75 Quinces 1 10 Common 1 10 Raspberries 1 30 Black Hamburg 1 60 Erie, black 1 40		STRAWBERRIES. Lawrence 1 10 Hamburg 2 25 Erie 1 65 Whortieberries. Common 1 40 F. & W. 1 25 Blueberries 1 30 MEATS. Corned beef, Libby's 2 10 Roast beef, Armour's 1 75 Potted ham, 1/4 lb. 1 50 " 1/2 lb. 1 10 " tongue, 1/4 lb. 1 10 " 1/2 lb. 95 " chicken, 1/4 lb. 95 VEGETABLES. Beans Hamburg stringless 1 25 " French style 2 25 " Lima 1 40 Lima, green 1 30 " soaked 90 Lewis Boston Baked 1 35 Bay State Baked 1 35 World's Fair 1 35 Corn. Hamburg 1 20 Tiger 1 10 Purity 1 10 Honey Dew 1 40 Peas Hamburg marrofat 1 35 " early June 1 50 " Champion Eng. 1 50 Hamburg petit pois 1 75 " fancy sifted 1 90 Soaked 65 Harris standard 75 Van Camp's Marrofat 1 10 " Early June 1 30 Archer's Early Blossom 1 35 French 1 80 Mushrooms 1 80 French 17 @ 18 Pumpkin 90 Erie 90 Hubbard 1 30 Squash 1 40 Hamburg 1 40 Soaked 85 Honey Dew 1 60 Tomatoes 1 00 Van Camp's 1 00 No. Collins 1 00 Hamburg 1 10 Gallon 2 50 CHOCOLATE-BAKERS. German Sweet 22 Premium 34 Pure 38 Breakfast Cocoa 40 CHEESE. Amboy @ 12 1/4 Norway @ 11 1/4 Riverside @ 11 1/4 Allegan @ 11 1/4 Skim @ 12 1/2 Brick @ 12 1/2 Edam @ 10 00 Limburger @ 10 00 Roquefort @ 35 Sap Sago @ 22 Schweitzer, imported @ 25 " domestic @ 13 CATSUP. Half pint, common 80 Pint 1 00 Quart 1 50 Half pint, fancy 1 25 Pint 2 00 Quart 3 00 CLOTHES PINS. 5 gross boxes 40 COCA SHELLS 40 Bulk 40 Pound packages 47		COFFEE. GREEN. Rio Fair 16 Good 17 Prime 18 Golden 20 Peaberry 20 Santos. Fair 16 Good 17 Prime 18 Peaberry 20 Mexican and Guatemala 20 Fair 20 Good 21 Fancy 23 Maracaibo. Prime 19 Milled 20 Java. Interior 25 Private Growth 27 Mandehling 28 Mocha. Imitation 23 Arabian 26 ROASTED. To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 per cent. for shrinkage. Arbuckle's Ariosa 30 1/2 McLaughlin's XXXX 19 1/2 Durham 19 1/2 EXTRACT. Valley City 75 Felix 1 15 Hummel's, foil 1 50 " tin 2 50 CHICORY. Bulk 4 1/2 Red 7 CLOTHES LINES. Cotton, 40 ft., per doz. 1 25 " 50 ft. " 1 40 " 60 ft. " 1 60 " 70 ft. " 1 75 " 80 ft. " 1 90 " 90 ft. " 2 00 " 100 ft. " 2 10 " 110 ft. " 2 20 " 120 ft. " 2 30 " 130 ft. " 2 40 " 140 ft. " 2 50 " 150 ft. " 2 60 " 160 ft. " 2 70 " 170 ft. " 2 80 " 180 ft. " 2 90 " 190 ft. " 3 00 " 200 ft. " 3 10 " 210 ft. " 3 20 " 220 ft. " 3 30 " 230 ft. " 3 40 " 240 ft. " 3 50 " 250 ft. " 3 60 " 260 ft. " 3 70 " 270 ft. " 3 80 " 280 ft. " 3 90 " 290 ft. " 4 00 " 300 ft. " 4 10 " 310 ft. " 4 20 " 320 ft. " 4 30 " 330 ft. 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TESTAMENTARY INVESTMENTS.

The decision of the Court of Appeals in the Tilden will case, declaring invalid the carefully drawn section of the will providing for the disposal of the bulk of the testator's great fortune for charitable purposes, adds one more to the already long list of failure of testamentary benevolence through legal mistakes. Had Mr. Tilden, following the example of Peter Cooper and his children, of Henry W. Sage, and of Senator Stanford, carried out his purposes himself, instead of leaving their fulfillment to his executors, he would have encountered no obstacle in doing it, and he would have had the satisfaction besides, which is now denied even to his surviving friends, of witnessing the full accomplishment of his wishes. As it turns out, his fellow citizens will be indebted quite as much to his public-spirited niece, Mrs. Hazard, as to him, for their new library, since it is only by her generous renunciation of her legal rights that the funds will be provided for its formation and maintenance. Whatever other schemes of philanthropy he may have had in view are irrevocably frustrated, and, indeed, they were abandoned by his executors at the outset. The conclusion is not lame and impotent, but it falls so far short of what it might have been, that it is comparatively a failure.

Much surprise and some unfavorable comment has been excited by the fact that an experienced and able jurist like Mr. Tilden did not succeed in drafting in a valid and effectual manner an instrument involving interests so important to himself and to the public. He had been renowned as one of the most sagacious and well-informed chancery lawyers, not only in New York, but in the whole country; railroad leases and mortgages in which hundreds of millions of dollars were dealt with had either been prepared by him or executed only after his examination and approval, not one of which has yet been found defective; his shrewdness as a politician was proverbial, and his judgment in acquiring and investing money resulted, as we see, in his accumulating a fortune, large even in this day of ten and hundred fold millionaires. How came he, then, to fail in making his own will?

To my mind the explanation is simple enough, and reflects in nowise upon Mr. Tilden's character either as a lawyer or as a man of common sense. The French have a saying that every one has the defects of his qualities; that is, his good traits are accompanied by faults inseparably growing out of them and connected with them. Thus, a brave man cannot be so cautious and prudent as a coward, from the very fact that he is brave. A generous man cannot be thrifty, like a miser, because his generosity interferes with his thrift; and a far-seeing and sagacious man cannot bring himself to take risks that an impetuous, short-sighted enthusiast will encounter without hesitation. Mr. Tilden was pre-eminently wise in discerning all the possibilities of disaster that were involved in any proposed course of action. It might be said of him, as it was said of Charles O'Connor, that he could devise a much more complete argument against his own side of a case than his adversary could. When O'Connor rose to speak in court he would state the position which he intended to overthrow so strongly that his clients

were ready to despair of victory, and it was only when he came to demolish the seemingly impregnable castle which he had erected, that they breathed free. So, Mr. Tilden, in advising his clients, in drawing his railroad leases and mortgages and other important contracts, and in the management of his own affairs, provided against contingencies that would not have occurred to ordinary men, and fortified himself against dangers that they would never have seen. It was this habit of mind which governed him in framing his will, and which, through excessive prudence, rendered its chief provision nugatory.

Any one who has had practice in literary composition, and reads carefully the section of Mr. Tilden's will which has just been set aside, sees at once how the testator was seduced into overstepping the limits of the law in drawing it up. Evidently his first purpose was, as the minority of the Court of Appeals Judges declare, to found a free library and reading room, and, following the decision which had then been recently made in the Roosevelt will case, he directed his executors to procure an act of incorporation for the desired institution and to convey to it the residue of his property. Having got thus far he began to consider what might be done by the Legislature in granting the act of incorporation to thwart his intentions. They might insist upon the appointment of dishonest or incompetent trustees; they might attach to the corporate privileges conditions which would destroy their value, or they might ingeniously divert his bounty to purposes foreign to that he had in mind. He, therefore, added a clause giving to his executors, who were men in whom he had as much confidence as he had little in the Legislature, discretion to withhold his bequest if the act of incorporation was unsatisfactory to them. This danger being provided against, he further reflected that some other men might, by will or otherwise, also give money for a free library and reading room, and in that case his benefaction would be superfluous. To guard against this duplication and conflict of purposes he added the final clause, giving a general discretion to his executors to devote his money to any other object they might deem useful to mankind.

By these successive emendations the illegal clause was transformed from one originally legal into its present shape, and the transformation, being gradual, diverted Mr. Tilden's attention from the true character of the result. I have no doubt that if the section, as it finally stood, had been presented to his mind as a whole at first, he would immediately have recognized its defects, but having once diverged from his starting point he kept on until he landed in a morass. What rendered his self-deception more easy was the fact that the published decisions of the Court of Appeals, up to the time he executed his will, had not pronounced so decidedly as they have since against the validity of the provisions he attempted to make. Even now his fundamental scheme has been approved both by eminent counsel and by five out of the eleven Judges to whom the defective section has been submitted in the course of the litigation over it. His error was not the error of an incompetent or stupid blunderer, but that of a legal genius. Other lawyers of equal and greater eminence have made similar

mistakes without diminishing their justly earned fame, and Mr. Tilden has plenty of company. Had his mind been less active, and less fruitful in suggestions he would have been content to follow the precedent of the Roosevelt will case, and his intention would have been effected. He failed to accomplish a feasible scheme through an apprehension of mischiefs which few other men would have thought of.

A great deal has been said, unjustifiably as it seems to me, disapproving the course of Mr. Tilden's nephews and nieces in bringing about a judicial condemnation of this invalid provision of his will. One newspaper has even gone so far as to pronounce them something like infamous, their conduct indecent, and the money which the judgment of the Court of Appeals has awarded to them "plunder," which they should be ashamed to retain. Other newspapers have also deplored the result of the litigation as a triumph of technicality over justice. In this the newspapers, according to my experience, are far from expressing an unanimous public opinion. Every one I have spoken with on the subject is well satisfied to have Mr. Tilden's property pass into the hands of his nearest blood relations. The feeling to the contrary, so far as it exists, if it exists at all, arises from the mistaken idea that to dispose of property by will is a natural right and should be respected accordingly. On the contrary, history proves that it is the creation of law, and if not exercised in conformity with the law is a nullity. The natural direction for a man's property to take when he dies is to his own family—primarily to his children, if he has any, and, failing these, to the descendants of his nearest ancestor. In the present case, Mr. Tilden's family was the children of his own father's children, and their natural right to his property could only be destroyed by such an instrument in the nature of a last will and testament as the law allows. That instrument the Court of Appeals has declared was not executed, and, therefore, the rights which the invalid instrument sought to destroy, remain unimpaired.

Whatever view my readers may take of this last point, I think they will all agree with me that, as I said at the outset, a man who wishes to invest his money in any other way than in giving it to his children or to his immediate blood relations, had better do it himself in his lifetime than by his last will and testament. He will thus deservedly get the credit of a voluntary rather than an involuntary act of munificence; he will be sure that his gifts go as he intends them to go, and he will enjoy seeing their good results; whereas, if he postpones action until after his death, he never can be sure that his testamentary intentions will take effect, and he certainly will never witness the fruits of his bounty.

MATTHEW MARSHALL.

Attention is directed to the advertisement of the "Old Homestead" jelly and apple butter factory in another portion of this week's paper.

CUTS for BOOM EDITIONS

—OR—
PAMPHLETS

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

Our Complete Fall Line of Holiday and Fancy Goods

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

EATON, LYON & CO.,

20 & 22 Monroe St.,

GRAND RAPIDS, - - MICH.

H. M. REYNOLDS & SON,

Tar and Gravel Roofers,

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

Corner Louis and Campau Sts.,

GRAND RAPIDS.

G. R. MAYHEW,

Grand Rapids, Mich.,

JOBBER OF

Wales Goodyear Rubbers,

Woonsocket Rubbers,

Felt Boots & Alaska Socks.

Whitcomb & Paine's Calf Boots.



Write for Prices.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. EDGETT, Vice-President.

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CAPITAL, - - - \$300,000.

Transacts a general banking business.

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



Ought to Send

At Once

For Sample Sheet and Prices.

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



GRAND RAPIDS, MICH

CROSSROADS STORES.

Several Reasons Why They Seldom Succeed.

R. S. Hobbs in Dry Goods Bulletin.

People living in cities or large country towns have but a crude idea of the crossroads store. As a rule the crossroads store is, financially, a very successful failure. This is unquestionably due in a large measure to two disadvantages under which it is operated:

It is impossible, when the patronage is taken into consideration, to profitably operate a store of sufficient magnitude to meet the varied wants of a community. Unless the merchant carries a much heavier stock than his territory will warrant, he cannot offer a display sufficiently varied to satisfy the universal longing to select one from many styles. Again, there is a sort of charm that attaches to the town or city with its many stores and costly displays. It is next to impossible to remove these obstacles, but I confidently assert that if the merchant would go about it in the right manner he could, in a measure, at least, counteract their effects.

I have been in a great many crossroads stores. I have visited some very good ones, and some that were, to be charitable, very bad. Let me describe one of the latter:

We were driving through the country, a friend and myself, when through some trivial mishap we broke a small strap of the harness. Tying it up as best we could we drove on. Presently we drew near a peculiarly shaped house, the L of which stood near the road. The windows were rather large but filled with 8x10 panes. A sign, made apparently from a piece of siding, projected from the corner of the house. Upon it was printed in stencil letters "Dry Goods and Groceries." We concluded to try them for the broken strap. As we entered, a sheep-bell which was suspended above the door jingled musically, but in closing the door it caught against the casing and we were obliged to push it aside with a convenient ax-handle. The interior view baffled description. We were met by three children ranging in age from four to seven years. The healthy complexion of the country was lost beneath a heavy deposit of mother earth. Each with charming precision endeavored to swallow his index finger, meanwhile standing immediately in front of us. Calico, groceries and hardware were promiscuously distributed with a charming disregard for effect. Odd packages of coffee filled in the spaces between the ends of pieces of calico and the upright of the shelving. The shelves were critically draped with sundry tinware and the show case—but we never knew what it contained, as the glass had long since been supplanted by the top of a boot box.

Mrs. Storekeeper entered and we made enquiry for the broken strap. After a vain search among the soap, lamp chimneys, dry goods, etc., she gave up the job and, stepping to the rear door, cried: "Pa, where's them little straps?"

"Pa" answered, and a lengthy conversation ensued. Evidently he was stationed at some remote point, judging from the tone in which the conversation was carried on. Presently he entered, hoe in hand, and assisted in the search. It was exactly thirty minutes from the time we entered the store until we found the strap. A spirit of rebellion seized us when asked to pay at least twice its value, but we settled and departed. This description appears to be overdrawn, but the facts are to the contrary; it was infinitely worse. The fault did not lay in the limited stock—they carried plenty of goods—but the entire absence of order with which the stock was arranged, together with the manner of waiting on customers, was the worst form imaginable.

Whether in city or country the fact remains the same. A store must be attractive to attract. The stock must be neatly arranged; the store must have the appearance of a store—not a junk shop. Although circumstances govern cases to a large extent, the crossroads merchant can profit by following, in a measure, the systems adopted by merchants in the

larger centers. The stock can be kept in good condition; accumulations should be avoided; attractive displays can be arranged; windows may be neatly dressed; ax handles need not be kept in the show case, nor shoe cartons stacked alongside the soap.

The idea that anything is good enough ought to, and generally does, injure the trade of any merchant, city or country. It is a mistake to suppose that the life of a merchant is one of prolonged ease. His task, like that of a housekeeper, is never done, and when he stops he goes back. I never knew of but one case wherein the slovenly merchant made money. A heavy stock of goods was always carried, but there was positively no attempt at arrangement. Through the summer months he never indulged in the luxury of shoes, but would go about the store in his bare feet week after week. Nothing but his reputation for low prices held his enormous trade which, although he was located in a little settlement of not more than eight or ten houses, came miles to buy of him. One can but conjecture the amount of business he would have done had he gone about it in the right way.

The factor of prices, however, is paramount to all others. The shortsightedness of this class of merchants regarding the power of moderate prices has always been a source of great surprise to me. Why can they not see that it is the exorbitant prices they ask that keep customers from their doors; why do they think that people will pay them 10 to 25 per cent. more for goods than the same articles can be purchased for elsewhere? Nine times out of ten the crossroads merchant will be found to charge the top prices for every article in his store, evidently acting upon the fallacious reasoning that he is not doing business for his health—that he will make a profit on his goods or he will not sell them. What sophistry, what consummate foolishness, that people will pay such a premium for the privilege of trading at a crossroads store! It is a mistake to imagine that farmers value convenience so highly. The fact is they rather relish the idea of the semi-holiday that "going to town" affords. The high-priced store will get some of the hand-to-mouth trade, but inducements must be offered to catch the larger purchases. I have been told many a time that a crossroads merchant could not sell as cheaply as a merchant in town because the cost of drayage must be added to invoice cost. Does he, in turn, deduct the difference in rent and running expenses? I contend that he must sell as cheaply as his town competitors, despite the cost of drayage, running expenses, *et al.* Is it not better to make 20 per cent. on \$20 than 40 per cent. on \$5? This is exactly the way matters stand.

Can't this benighted individual understand that money is a cash article? He can easily secure "a long and lordly train" of indolent time-killers to hang about the store and whittle the dry goods boxes, but unless he declares war against high prices he need never expect to secure a good list of customers. Advice, as a rule, is not quoted high, inasmuch as it is usually based upon theory; I will, however, give a little advice based upon extensive observations. I have been more or less intimately acquainted with over a thousand retailers, from the largest city emporiums to the smallest crossroads store, and the conclusions which I have formed are based upon a familiarity with the policy governing them and the degree of success which has been attained.

I have yet to see the first thoroughly successful crossroads store which charged exorbitant prices.

I have observed that it is equally as necessary that such stores be systematically managed as any other. I have usually found that the disorderly store does not command the respect or confidence of the community. I have found that, in the eternal fitness of things, the patronage of a store is usually of a character in keeping with the manner in which the store is operated. Deductions are easy; it is not difficult to discover why a store well located does not do a remunerative business. If social conditions are of a proper nature (an im-

portant feature), the secret will usually be found in one or more of the above points.

A word to the reader, if he is one of this class of merchants:

A good crossroads trade is a bonanza; expenses are light; customers are usually thoroughly trustworthy; there is not the uncertainty of a changing trade. If you have not a reasonably good trade, look the ground over carefully and you will find that I have pointed out the error; make the necessary change, and live to bless the day you did so.

Ten Bills at 10 Per Cent.

"Buy your hats and caps at Hatten & Co.'s. They sell the best goods, as every one knows. An if to any who will this bill present They'll give a reduction of 10 per cent."

Now, Smith was a joker—he sure of that—he went to Hatten's and purchased a hat. And Hatten & Co. were convulsed with chills When paid for that hat with ten of their bills.

Use Tradesman or Superior Coupons.

Geo. H. Reeder & Co.,

JOBBERS OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

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

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

GOOD YEAST IS INDISPENSABLE.

FLEISCHMANN & CO.

UNDER THEIR Yellow Label OFFER THE Best!

CITY OFFICE:
26 Fountain St.

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

SEND FOR SAMPLE

— OF OUR —

Imitation Linen Envelopes

One Size only, 3½ x 6.

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

The Tradesman Company,
Grand Rapids.

THE MICHIGAN TRADESMAN.

Discovery of a Mince Meat Mine.

While taking a ramble on the hill the other day I took a sail down Livingston street and found it so attractive that I could not sidetrack myself until I reached the end, where it runs into a great mountain of sand. At this point, while meditating on the feasibility of continuing the street, by tunnelling through the mountain, I was startled at the sound of many female voices commingling in silvery peals of laughter, and proceeding, apparently, from the earth beneath me. Supposing that I was in the immediate vicinity of a mysterious cave of some kind, I began to investigate. Keeping one ear to the ground and both eyes open, I soon discovered an opening, through which peered several pairs of friendly, laughing eyes. Through this same opening came an old, familiar, delicious odor which reminded me of my mother's Thanksgiving dinners back in my boyhood days. Dear reader, if the fickle wheel of fortune should ever drop you in a barren, desolate region, where you would be unable to obtain a square meal oftener than once a month, you will know how to sympathize with the writer when he catches a sniff of air laden with rich perfumes like those which floated out of the old kitchen door on baking days, away back in the dear old farm house long ago.

That odor and those laughing eyes were more than I could stand and I resolved to find an entrance to that underground banquet hall, or die in the attempt. Pasing around the bluff, I discovered a number of attendants in the act of carrying out the remnants in bushel baskets. This caused a feeling of disappointment to creep over me, for I thought that the feast was all over with; but it vanished when the master of ceremonies approached and cordially invited me to enter the harem. The first thing we came in contact with was a very ingeniously contrived machine with a number of dancing knives, which chopped everything they came in contact with, as fine as mince meat, as the old saying goes. After examining the chopper, my guide informed me that I was in a regularly constituted mince meat works; that there was no occasion to wait with patience, as I had entered in due form, and I could proceed at once to investigate the works. He warned me, however, not to wink at any of the girls, as it was strictly forbidden under no less a penalty than that of having my head cut off and my body instantly reduced to mince meat. In order to supply the demands of this little beehive of industry, one beef animal must yield up its life every day. One apple parer is operated by hand with a capacity of one hundred bushels per day. The material is cooked by steam in four large tanks, and one ton of mince meat is the average daily output of this concern. Think of the number of pies that a ton of mince meat will make! It is put up in neat packages, and, of course, shipped to outside points in every direction. The business office, in an upper room in the rear of the factory, is managed by the very pleasant and business-like wife of the proprietor, Mr. Ed. Fallas.

If every cautious consumer of mince meat, who, like the writer, has always felt a little squeamish when about to attack a pie stuffed with "store" mince meat, would visit this institution and become acquainted with the *modus*

operandi of its manufacture; see the quality of the material used, and the neatness of the employees (ten in number and mostly girls), he would no longer hold his breath and shut up both eyes when duty stared him in the face and prompted him to swallow the mixture.

E. A. OWEN.

Friends of D. D. Cody will be amused to learn of a good joke on the good-natured ex-wholesale grocer which occurred several years ago. It appears that in company with Willard Barnhart, O. A. Ball, Chas. E. Olney and other jolly good fellows, he spent a fortnight on a hunting trip in the Northwest. When they broke camp to return home, one of the party slipped a large bologna sausage in one of Mr. Cody's rubber boots. Nothing more was thought of the matter, and on Mr. Cody's return home the boots were deposited in a closet opening out of the bath room. A few months later, a smell which resembled sewer gas became so strong on the premises that Mr. Cody employed a plumber to locate the trouble. He put in a week at the house and, at the end of that time, assured Mr. Cody that there would be no further trouble. The next day brought a bill for forty odd dollars, but the evil odor still remained, and another plumber was called into requisition. He, also, spent several days in investigating the pipes and connections, and, when he announced himself through with the job, he solemnly assured Mr. Cody that the cause was removed—and his employers promptly rendered a bill for another \$40. The burlesque continued until Mr. Cody was in receipt of plumbers' bills to the amount of \$150, when it occurred to him that he would do a little work in the plumbing line himself, and a casual inspection of the closet assured him that the sewer gas which he feared would poison his entire family, leaving a series of typhoid fevers in its trail, was contained in the leg of one of his rubber boots. Whether he ever secured a rebate on the plumbers' bills is not known, but it is said to be a fact that, before employing plumbers nowadays, he takes pains to investigate the condition of the sausage market.

A Gap Which Should Be Closed.

One of the gaps in the telephone service of the State which should be closed without further delay is the twenty miles between Edmore and Alma, enabling Grand Rapids jobbers to talk with their customers at Alma, St. Louis, Ithaca and a number of small towns which are now practically cut off from Grand Rapids, so far as telephone service is concerned. Ithaca is most unfortunately situated, in a telegraphic way, owing to the fact that the line running to that town is independent of the Western Union company, involving an expense of 50 cents for a 10-word message over any other line than the Postal. The absence of satisfactory telephone service is, therefore, a great drawback to the towns named and to the jobbers of Western Michigan who seek to cultivate their trade.

THE TRADESMAN respectfully suggests that the Grand Rapids Board of Trade give this matter a little attention on the occasion of its next meeting, to the end that steps be taken to close the gap and give Grand Rapids the benefit of this valuable adjunct of trade.

Use Tradesman Coupon Books.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

*Daily. All other daily except Sunday.

Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.

Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.

Frederic 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. RUEGLES, G. P. & T. Agent, Chicago.

DETROIT	GRAND RAPIDS	MILWAUKEE	RAILWAY
TIME TABLE			
NOW IN EFFECT.			

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

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

*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, 10:10 a. m., 3:35 p. m., and 9:50 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper. Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar.

JOHN W. LOUD, Traffic Manager.
BEN FLETCHER, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

CHICAGO & WEST MICHIGAN RY.

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.....	+ 7:25	+ 5:17	.....	.....
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. DEHAVEN, Gen. Pass'r Agt.

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N.

Lv. Grand Rapids at..... 7:25 a. m. and 6:25 p. m.

Ar. Toledo at..... 1:10 p. m. and 11:00 p. m.

VIA D., G. H. & M.

Lv. Grand Rapids at..... 6:50 a. m. and 3:45 p. m.

Ar. Toledo at..... 1:10 p. m. and 11:00 p. m.

Return connections equally as good.

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

Grand Rapids & Indiana.

Schedule in effect September 10, 1891.

TRAINS GOING NORTH.

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

TRAINS GOING SOUTH.

Arrive from Leave going North.	South.
For Cincinnati.....	6:20 a.m.
For Kalamazoo and Chicago.....	11:50 a.m.
For Fort Wayne and the East.....	5:30 p.m.
For Cincinnati.....	5:30 p.m.
For Chicago.....	10:40 p.m.
From Saginaw.....	10:40 p.m.
Trains leaving at 6:00 p. m. and 11:05 p. m. run daily; all other trains daily except Sunday.	

Muskegon, Grand Rapids & Indiana.

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

SLEEPING & PARLOR CAR SERVICE.

NORTH—7:05 a.m. train.—Parlor chair car G'd Rapids to Traverse City.

11:30 a.m. train.—Parlor chair car G'd Rapids to Petoskey and Mackinaw.

10:30 p.m. train.—Sleeping car Grand Rapids to Petoskey and Mackinaw.

SOUTH—7:00 a.m. train.—Parlor chair car Grand Rapids to Cincinnati.

10:30 a.m. train.—Wagner Parlor Car Grand Rapids to Chicago.

6:00 p.m. train.—Wagner Sleeping Car Grand Rapids to Cincinnati.

11:05 p.m. train.—Wagner Sleeping Car Grand Rapids to Chicago.

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

Lv Grand Rapids	10:30 a.m.	2:00 p.m.	11:05 p.m.
Ar Chicago	3:55 p.m.	9:00 p.m.	6:50 a.m.
10:30 a.m. train through Wagner Parlor Car.			
11:05 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. Almqvist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.

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

Grand Rapids Electrotype Co., ELECTROTYPERS

—AND—

STEREOTYPERS

6 and 8 Erie St., GRAND RAPIDS.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker AND Jeweler, 44 CANAL ST., Grand Rapids - Mich.

WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce.

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

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



ANYTHING

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

TOO LATE

That he has allowed his money to leak away.

-Money- Won't take care of itself.

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

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

Coupon Systems

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

For Samples and Price List, address

THE TRADESMAN COMPANY
GRAND RAPIDS, MICH.

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.

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.

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.

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.

The Largest Stock of

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

-CLOAKS-

ever seen under one roof is at

MORSE'S

Cor. Monroe & Spring Sts.

Siegel's Cloak Department

Send for our Price List.

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.

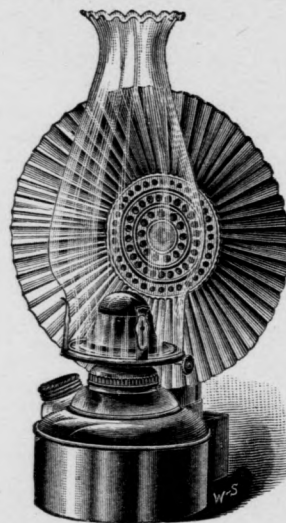


KEEP UP
Mammoth Rochester Lamps.

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.

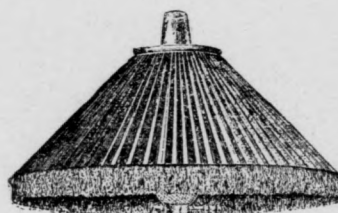


Keep up the **Crescent Side Lamp.**
For use in Kitchens, Stores, Factories, Halls and every place where a "handy" lamp is needed.



Keep Up the
"Crank" Tubular Lanterns

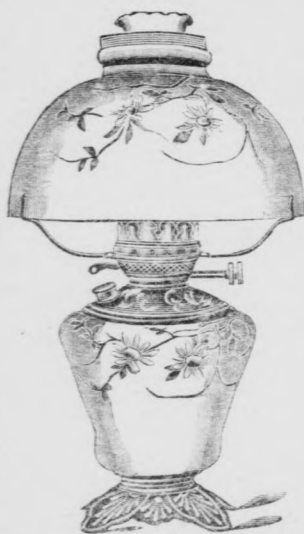
Handiest lantern yet devised. Will outlast half a dozen common styles of tubular—once tried, a farmer will use no other.



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,