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**LEMON & WHEELER COMPANY,**

IMPORTERS AND

**Wholesale Grocers**

GRAND RAPIDS.



# MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 25, 1891.

NO. 427

## PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,

Capital, \$100,000.

Liability, \$100,000

Depositors' Security, \$200,000.

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Vindex, long Havana filler.....	\$35
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**IT WILL PAY YOU**  
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We quote:	Bulk.	
Standards, per gal.....	.....	\$1 15
Solid Brand in Cans.		
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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.....	
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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.

## THOS. E. WYKES,

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Lime, Cement, Stucco, Hair, Fire Brick,  
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PROMPT, CONSERVATIVE, SAFE.  
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Let us send You

## A Few Rugs

Hassocks

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From which to make selections  
for the Holiday Trade.

SMITH & SANFORD.

CUTS for BOOM EDITIONS

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

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Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicombs Bldg.

HENRY IDEMA, Supt.

AGNES STIRLING.

A Tale of the Texas Frontier.

"A bill for the relief of Robert Stirling and his men." I was leaning over the ladies' gallery of the Texas Senate Chamber when I heard these words, and saw the change they instantly produced over a somewhat indifferent and uninterested house. Ennui kindled into enthusiasm, and debate merged into eulogium, so that the bill was finally passed almost by acclamation.

I heard enough to make me intensely curious, and it was, therefore, no small pleasure to learn that a party of summer tourists, in which I was included, were to be the first bearers of the news to the old man.

His cottage stood on the outskirts of a large cedar brake. It was in the usual Texas order of architecture—two large rooms, with a wide passage between them. The logs had never been painted or dressed, but a luxuriant white jasmine covered it with an almost supernatural loveliness.

Calm and peaceful it looked without, and yet within the greatest of all struggles was going on—the struggle of the Eternal out of Time. That it had been a hard one, in Robert Stirling's case, was quite evident. "Many and evil days" was his own history of life, and I read the confirmation in a scarred and sorrowful face, full of gray old miseries.

A number of wild, rough-looking men were sitting in the shade of some mulberry-trees. They spoke seldom, smoked incessantly, and waited with a sad patience for the end sure to come. And when the sun dropped below the horizon their watch was over. They knew it when they saw their captain's only child walk to the end of the piazza and look with dry, yearning eyes to where the sun had left a track of glory behind him. There she was joined by some of the oldest of the men, who strove to comfort her.

There was in this woman's face a wonderful charm, the secret of which I discovered afterward. It was partly the sweet gravity of one who had learned, in the solemn high places of Nature, a joy beyond laughter, and partly that sense of strength and repose which clothes as with a garment those who have fronted sorrow and triumphed over it. In spite of her weariness and grief, and her crowded house, she urged the ladies of our party to accept the shelter of the cabin. I, who have a taste for civilization, and a perverse inability to see the luxury of a hammock, gratefully accepted it.

The next three weeks, while my friends were making geological and botanical discoveries, I was getting glimpses of a life pure and unselfish enough for the angels to have desired to look into. I say "glimpses," because I soon found that she did not care to talk of herself, except as incidental to others.

My first interrogatory about anyone is generally about his birthplace. On this subject I have a theory, and it interests

me to see how often truth and surmise agree. But with Agnes Stirling I remained unsatisfied, simply because she did not know herself.

"I was not born here," she told me. "My first memories are of crowds of faces that were not kind to me, of water that seemed to have no end, and of a small vessel in which we nearly perished."

"We?" I repeated, interrogatively.

"That is, my mother and I and my eldest brother. He was a little baby then, wailing night and day in her arms. He lived to be a noble boy and died in her defense."

"But where was Captain Stirling at at that time?"

She detected a suspicion of something she did not approve in my voice, and she answered, in a tone that was almost caressing:

"Ah, he was not with us. That was where the misery began and ended. When we got to him we were very happy."

"Do you remember that?"

"It is impossible that ever I should forget it. After we had been a long time on the water, one morning, just at sunrise, we were put into a little boat and rowed toward the land. A man stood waiting for us—a man whom I had never consciously seen, but whom I knew at sight. On all that bar of lonely sand he was the only living thing. And he looked so handsome and so happy, as he stretched out his arms and shouted to us. I think he will stand just so to welcome me, when I see him next. When our feet touched the land he could not speak for joy, and I remember well that his first action was to kneel down and kiss my mother's hands. I don't understand even now why he did it, but I am sure it was well done. An ox wagon, driven by that old negro you see smoking before the quarters, brought us here. I have no idea how long it took us. I was a silent child, and never asked many questions; and when I saw the green, cool woods, and the strange beauty and wealth of the flowers, I think I believed we were in heaven. One day I found courage to ask Prince, as he was yoking the oxen, if it were so. He looked at me with a kind of reverence. Many a man, wise in his own eyes, would have laughed at my ignorance; but Prince answered solemnly: 'De little children, Miss Agnes, are allus pretty nigh to the kingdom ob heaven.' I never forgot the look and the words, and I understand them now, though I did not then."

Piece by piece I patched out the years of her childhood, and it made a story startlingly dramatic, and almost incredible to those who have never learned that adversity sees miracles. But, with all its romance, it was still the old story of woman hourly crucifying every selfish thought, and filling her space with lovely deeds and faithful prayers, instead of lingering years.

When Agnes was seventeen years of age, the tragedy occurred which clouded all her future life. She had then three

brothers: Robert, nearly sixteen; Alick, twelve, and Harry, seven. Although fifteen years had passed since its occurrence, she was greatly agitated in its recital.

"It is very hard to speak of it," she said, "but I want you to know all. Otherwise much that you may hear of my father will seem so savagely cruel. It is, indeed, the only key to that portion of his life with which the public have to do."

"It was on the twenty-fourth of October, in the year 1843. There had been slight frosts, and, as father was going to the mill, which lay in the river-bottom, seven miles off, mother proposed that I should go with him, and, while the corn was being ground, help to gather some of the winter grapes and pecans which abound in the valley, and to which the frosts had now added the last delicate flavor. I was a little astonished at the proposal, for Robert and Alick generally went on these errands; but I knew mother meant it as a great kindness, more especially as there was butter to make, and both negro boys had gone that morning to the cedar brake for rails.

"The truth was, I had a little trouble of my own at the time—a love affair which my father, wisely, I have no doubt, interdicted. For several days I felt hard toward him in consequence, and my mother's good, wise heart foresaw that a few hours together would put all right. So she brought me a clean dress and my white sun-bonnet, and looked into my face with such an understanding sympathy, that I could not resist the impulse to twice turn back and kiss her. Oh! I thank God for this memory. Father was pleased at my attention, and smiled kindly at me as I took my place beside him. When we got to the bottom of the hill I pushed my bonnet back and looked round. She stood watching us, and shading her face with her hands. Father turned at the same moment and she waved us a last adieu.

"A very last one, as it miserably proved. In less than an hour afterward she was slain by the Comanches, after seeing her eldest boy almost cut to pieces in her defense. Alick and Harry, in the very beginning of the attack, had been bound with raw-hides, and given up to the care of two inferior savages.

"And yet that day father was in such wild, gleeful spirits as I had never before seen. Evidently he had no presentiment of any trouble until we reached the bottom of the hill on our return. The absence of all signs of mother or the boys silenced him. In another moment he had noticed a thin smoke coming from the open door. With a cry and a bound like nothing human, he sprang to the ground. A few minutes told us all our misery. The bodies had been set on fire, but enough remained to identify mother and Robert, and my father guessed only too well the fate of the younger boys.

"The earthen floor and heavy logs had saved the house, but I am sure that neither of us at that time thought of it as a mercy. The negroes were still in the brake, and our only horse with them. But by nightfall the whole country was roused, and following a madman in pursuit of the murderers.

"Some of the neighbors took me away, but I could not stop. If father should come home, I knew he would expect me, and my heart was breaking for the dear little fellows whose lot was worse than death. I passed five days alone—they

looked like years—then at midnight two men carried a strange Robert Stirling into his house, raving with brain fever. I say 'strange,' because no one ever again saw the same generous, kindly, cheerful man who had gone with me to gather nuts and grapes a week before. How he suffered for the next three months, when he could do nothing else but suffer, none but God knows. But in half a year he was in the saddle again, at the head of some of the most reckless men in the country. For nearly three years all search was unavailing, but nothing daunted or discouraged him. Only every time he came home, he came a sterner and a harder man. Soon the wildest stories of his cunning and cruelty and reckless bravery were in every mouth. I do not believe anyone blamed him much, and I—I loved him better than ever. And, oh! after Alick was recovered, crippled and dying, and I knew how little Harry had been almost tortured into the grave, there were hours in which I not only pitied but excused him."

"Then you saw one of your brothers again?"

"Yes; father found him with a party of Comanche horse-thieves, in the fourth year of his captivity. They say he took fearful vengeance for the boy's sufferings. I cannot blame him. Alick lingered many months, and became so dear to me in all those hours of suffering, that I almost wished to die with him, only that it would have been cowardly."

"You think so?"

"Yes, I think so. Who could have taken my place the last year? And then what a joy I should have missed!"

"A joy!"

"Certainly. I have been loved again; all my years of patient waiting and silent prayer acknowledged and answered. I have had many happy days the last seven years, and for more than that time every family in the county has rested in safety under the shadow of my father's name. For a long time he has been a just as well as a brave man, and I am glad because he lived to know the State acknowledged his services and provided for his child and friends."

"And what will you do now?"

"Wait. There is always duty. When everything else is gone, duty remains. I could not desert old Prince and Jeff and the old men who have made this cabin for years a shelter in sickness and bad weather."

"Is that all you will have?"

"That—and God. My solitude is not empty, and I shall find some good to do in every day."

I looked at the calm, strong face, and read in it a sermon not made with hands. "Lo, here," it said, "is a woman born for adversity, for she has triumphed over it, and built of it a sanctuary for all that are sorrowful and afflicted!"

AMELIA E. BARR.

#### Dreamed He Paid His Tailor.

"I had the most singular dream of my life the other day," the young man with the creased trousers was saying. "I had just come in from lunch. It wasn't quite time to go to work again," he continued, knocking the ashes from the end of his cigarette, "and while I was sitting in the armchair at my desk I went to sleep. I dreamed my tailor came in with the bill for this overcoat I've got on."

It was a fine garment. He passed his hand caressingly down its smooth sur-

face, shook his head slowly and sadly, and went on:

"He had been in five times already with the same bill. This isn't a part of the dream, you know. I'm telling you straight facts now. Every Monday afternoon he used to come in regularly with that bill and I always stood him off somehow."

"What was the amount of the bill?" enquired the young man with his feet on the radiator.

"Sixty-five dollars. It's a good jag of money. There's no fun in paying out \$65 to your tailor when you can give him a stand-off. It isn't business, anyhow. Well, I dreamed he had come in again with that bill. He slapped it down on the table and he says:

"I want the money on that coat this time, young man."

"Can't you drop in next week," I says. 'I'll make it all right then.'

"No, sir," he says, 'I want it right now.'

"Well, I had the money in my pocket and I dreamed I yanked it right out—the whole blamed \$65—and he took it and receipted the bill and went away."

"Well, sir, the shock of the thing—so unexpected, you know—waked me up. And right there on my desk, by George, was that thundering old bill, and the ink on the name signed to the 'Received Payment' part of it wasn't dry! I jerked out my pocket-book and opened it. There was just \$65 missing. I ran to the door and looked down the hall. There was that beastly tailor just starting down the stairway at the end of it. He'd got his money all right enough, and I hadn't had the coat six weeks."

"How do you account for it?" asked the young man with the waxed mustache.

"Did he take it out of your pocket?"

"Naw!" exclaimed the party with the creased trousers. "Take it out of my pocket? Not any! He hasn't got originality enough about him for that."

"Then how did he get it?" enquired the youth with the plug hat on the side of his head.

"How did he get it?" echoed the narrator. "I payed it in my sleep, sir, bedad! Paid it in my sleep! Do you think," he groaned, "I'd have done it if I had known what I was doing?"

"No," answered the boys unanimously, and a deep, sympathetic silence settled down on the group.

#### How It Looks in Missouri.

ST. JOSEPH, Mo., Nov. 15.—We feel the need of a good, lively commercial paper out here such as THE TRADESMAN. There is not a trade paper I pick up with more interest and look forward to receiving as I do THE MICHIGAN TRADESMAN, and there is nothing that tends to build up a city more and calls the attention of surrounding towns to the many advantages to be secured by trading in it, than a good, live commercial paper such as THE TRADESMAN has proven itself to be. Grand Rapids merchants are to be congratulated on having such a paper, and I am at a loss to understand why every wholesaler at your market is not permanently represented in its advertising columns.

J. H. THOMPSON.

#### A Correction.

JACKSON, Nov. 21.—Please correct the statement made last week that Greene Bros. succeed E. C. Greene in the clothing business in this city. The fact is, Greene Bros. have started a new store in shoes and men's furnishings and have nothing to do with the clothing business.

E. C. GREENE.

Use Tradesman or Superior Coupons.

## STUDLEY & BARCLAY

Jobbers of Rubber Goods



Mill & Fire Department Supplies

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

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

4 Monroe St., Grand Rapids, Mich.

Geo. H. Reeder & Co.,

JOBBERS OF

## BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

## 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.

## Voigt, Herpolsheimer & Co.,

WHOLESALE

## Dry Goods, Carpets & Cloaks.

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

Overalls of our own Manufacture.

Mackinaw Shirts and Lumbermen's Socks.

## Voigt, Herpolsheimer & Co.,

48, 50 and 52 Ottawa St.

GRAND RAPIDS, MICH.



### They are Coming Over One by One-- The Credit System Must Go.

Written for THE TRADESMAN.

One by one the retailers throw up their hands and cry, "Enough! we are satisfied. From this time on we shall have the cash for our goods, or they will remain on the shelves."

There probably never was a time when the retail fraternity was more heartily disgusted with the credit curse than it is at present. Go where you will, you will hear ominous threats and bitter imprecations from behind the counter, as the retailer recounts his trials and losses under the credit system of doing business. Old Trust is being turned away from many an erstwhile friendly door; and the time is not far distant when he will be unable to gain admittance to any retail store in Michigan, or be recognized by any respectable merchant who believes in a future existence, the pleasure of which depends upon the preparation which the soul receives in this life.

Many merchants entertain the idea that it would be ruinous to attempt to change a long-established credit business to a cash system, at the same stand and under the same management; but their fears are groundless, for experience is proving from day to day that such changes are being made, much to the great pecuniary advantage of the business concerned. The change made by R. B. Shank & Co., of Lansing, might be mentioned as a fair example of what may be met with all over the country. This firm is one of the largest grocery houses in the city. Previous to last January they did an extensive credit business. Since they adopted the cash system their trade has increased to a marked degree. Two delivery wagons are required where formerly one did the work. Of course, to lower prices, which are the legitimate outgrowth of the cash system, is to be ascribed the cause of the increased volume of trade. Other grocers declare their intention of turning over "the new leaf" at the commencement of the new year. F. B. Johnson, another large grocery dealer in Lansing, and mayor of the city, by the way, confines his credit to responsible parties. He takes no chances. He says "Yes" to one man and "No" to another, being guided by the responsibility of the applicant. He claims that it is every retailer's prerogative to discriminate in such matters. He prefers his credit customers to his cash customers, because they buy more and pay better prices, upon the whole. They do not parley over a price as do his cash customers.

It is the opinion of the writer that any man who pays spot cash for his supplies has a perfect right to "kick" when he is charged the same prices for goods as the man who buys on credit. The Mr. Johnson referred to may have an abundance of capital with which to run his business, and, if he wishes to loan a portion of his customers a little surplus capital for a time without interest, he certainly has the right to do so, and the remaining portion of his patrons can set up no valid objection to such a course. But the great mass of grocerymen all over the country need all the capital they have, to discount their bills and run their business; and, when a portion of it is scattered all over the community, they are unable to replenish their stock to the best advantage, and, therefore, cannot sell as cheaply or compete with their bill-discounting rivals.

The writer was much amused while discussing this question, the other day, with one of the leading grocers of the hustling little city of Charlotte. This dealer was recounting some of his losses, when he suddenly became excited and, bringing his fist down on the counter with a whack, delivered himself of the following: "If I live until the first day of January next, I shall go out of this charity business. People pay cash for their boots and shoes, and the dry goods men are running more and more into cash. They pay spot cash for their fun, and do not stint themselves, at that. They pay down for their cigars and other luxuries—even their whisky—and, by thunder, so far as we are concerned, they have got to pay for their groceries, or eat hay. What the dickens is the reason that the meat market men and the grocers are expected to feed all the floating and wandering pauper and dead-beat population at their own expense?" I had to give it up—I could give no reason. Can you?

A few weeks ago, a new grocery firm opened up on one of the outlying streets of this city. One day this week, the head of the firm informed me that they had already enjoyed all the experience in the credit business they desired; that they had reduced their prices all around, and that, in the future, they would either have the cash in the till, or the goods upon their shelves.

If all retailers should adopt the cash system simultaneously, of course, the trade of each would not be increased; indeed, I believe that there would be a decrease, as the people would be inclined to buy less if they had to pay cash. There is no danger, however, of a movement of this kind; therefore, the men who are now adopting the cash system will reap a golden harvest before the change becomes general. The masses must be educated to pay cash for their necessities—their meats, provisions and groceries first, because they are the most essential for the support of life. If credit must be indulged in, let it be given by dealers in luxuries.

E. A. OWEN.

### 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.

Through an oversight, XXXX package coffee was quoted  $\frac{1}{2}$  cent under the regular list for two weeks past. The brand is sold on the same list as Arlosa and Lion and should have been so quoted.



Order this Brand from Your Wholesale Grocer!

IF YOU WANT

## The Best

ACCEPT NONE BUT

## Silver Thread Sauerkraut.

## Heyman & Company,

Manufacturers of

## Show Cases

Of Every Description.

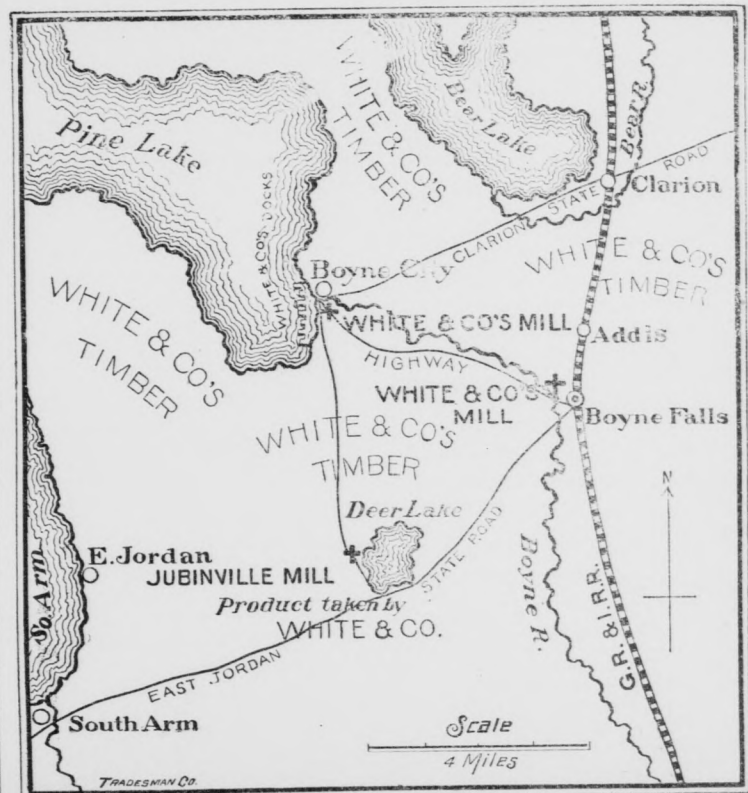
WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.

## W. H. WHITE & CO.,

Manufacturers of Hardwood Lumber,  
BOYNE CITY, MICH



We operate three mills with a capacity of 9,000,000 feet hardwood and 3,000,000 feet hemlock, as follows: Boyne City mill, 7,000,000; Boyne Falls mill, 3,000,000; Deer Lake mill, 2,000,000. Our facilities for shipment are unsurpassed, either by rail or water.

## AMONG THE TRADE.

## AROUND THE STATE.

Pewamo—John Simons succeeds Fox & Simons in general trade.

Bad Axe—A. E. Curry has sold his grocery stock to J. M. Daily.

Hart—B. S. Reed is succeeded by B. S. Reed & Co. in the drug business.

Hillsdale—D. B. Kinyon has bought the grocery stock of H. A. Fields.

St. Louis—Price Shelby is succeeded by Amor Graham in the meat business.

Romeo—Chas. L. Seaman, of the tailoring firm of C. L. Seaman & Son, is dead.

Chassel—Richard Wilkinson's general store has been closed on chattel mortgage.

Detroit—Thos. Davey succeeds Schmidt & Davey in the grocery and wheat business.

Ithaca—Everett & Son are succeeded by Everett & Nangle in the grocery business.

Bay City—H. P. Merrill, of the wholesale grocery firm of Merrill, Fifield & Co., is dead.

Alpena—B. D. Knisely is succeeded by Knisely & Reed in the boot and shoe business.

Mason—J. E. Coy & Co. succeed Densmore & Coy in the produce and grain business.

Traverse City—C. E. Clapp has removed his grocery store from Archie to this place.

Iron Mountain—The grocery store of Emil A. Croll has been closed on chattel mortgage.

Fremont—David McLeod has opened a crockery and glassware stock in the Mulder building.

Muskegon—Hans Hansen has purchased the grocery stock of Wm. Boyer on Ottawa street.

Frankfort—Hugh M. Lockhart has sold his meat business, but still retains his grocery business.

Constantine—C. H. Felt has sold his drug and grocery stock to R. F. Watkins, late of Union City.

Harbor Springs—W. E. Hardy succeeds W. E. Hardy & Co. in the grocery and meat business.

Maple City—O. Brow has his new store nearly completed, into which he intends to put a stock of goods.

Otsego—Geo. W. Shepard, general dealer, has failed. Liabilities over \$5,000; available assets about \$4,000.

Caledonia—Jacob Liebler is negotiating the sale of his general stock to C. VanAmberg, the Whitneyville general dealer.

Dimondale—E. S. Walford & Co. is the style of the drug firm which recently purchased the L. M. Mills drug stock, at Sand Lake.

Owosso—Wilson & Son's boot and shoe store has been closed by A. C. McGraw & Co., of Detroit, who hold the mortgage covering the stock.

Shelby—Rankin & Dewey, Wheeler Bros., Shirts Bros., F. H. Payne, F. W. Van Wickle, and others have adopted the cash system to take effect Dec. 1.

Burnip's Corners—J. W. Sprau has retired from the firm of F. Goodman & Co., general dealers. The business will be continued by the remaining partner under his own name.

Muskegon—Klomprens & Brower, flour and feed dealers at 554 W. Western avenue, have opened a branch store at

the corner of Peck street and Summit avenue, Muskegon Heights.

Cadillac—Higgins & Messenger, proprietors of the American House, have purchased the meat market owned by J. F. Jones and will continue the business under the supervision of Walter Kennedy.

Muskegon—Miss Jennie Roy has purchased of C. F. Brown, of Grand Rapids, the D. M. Roy stock of agricultural goods in the Pine street store, and is now doing business with D. M. Roy as agent.

Hastings—Phin Smith has moved the Goodyear & Barnes stock of dry goods, footwear, etc., which he recently purchased, into the old post office building, one door north of G. G. Spaulding's boot and shoe store.

## MANUFACTURING MATTERS

Ypsilanti—F. S. Carr has opened a candy factory at 131 Congress street.

Matchwood—Davis Bros. are putting in a band mill here with a capacity of 75,000 feet, and will have in connection a shingle mill.

Farwell—Fraser & Fisher's shingle mill has shut down temporarily, the recent rains preventing getting timber out of the swamps.

Beaverton—The Ross Sapless Block Paving Co. has manufactured and marketed over 200,000 square yards of sapless paving blocks the past season.

Cadillac—Edwin Paquett and Charles Cotey have formed a partnership under the style of Paquett & Cotey and opened a meat market on North Mitchell street.

Saginaw—La Due & Stevens, of this city, have purchased a portable mill, and will manufacture lath from cedar near Gladwin for the world's fair buildings.

Detroit—The Brunswick Lumber Co., capital stock \$100,000, has been incorporated by Darius N. Avery, John H. Avery, Simon J. Murphy and Edwin L. Thompson. The business will be carried on in Glynn county, Ga., and in this county.

Detroit—The Michigan Mineral Paint Mining and Supply Co., capital stock \$50,000, has been incorporated by Moses I. Schloss, William M. Curtis and Chas. Gaffney, for the purpose of mining and manufacturing mineral paints in Huron, Tuscola and Wayne counties.

Custer—The Custer Manufacturing Co., to manufacture woodenware and sell general merchandise, has been organized by Caroline H. Brayman, Charles W. Brayman and Marshall Brayman, of Custer, and George N. Shay, of Ludington. The authorized capital is \$10,000.

Kalamazoo—The Dutton Boiler Works, which, since the death of C. H. Dutton, have been conducted by L. M. Gates for the estate, has now passed into the hands of a stock company with a capital stock of \$20,000. The stockholders are Cornelia A. Dutton, George Dutton, L. M. Gates and Elmer L. Gates.

Goodman—W. L. Webber's sawmill has cut about 5,000,000 feet this season, and a stock of logs will be secured this winter. The lumber is shipped to Mr. Webber's yard at Saginaw. The mill has timber for a three years' run. A shingle mill is operated in connection which has cut about 3,000,000 this season.

Kenton—The shingle mill being built by Neff Bros., one and one-half miles north-west of this place, is nearly ready for business. A survey has been made for a spur track to run to the mill from

the Duluth, South Shore & Atlantic. The firm contemplates putting in a saw mill in addition to the plant now under construction.

Alpena—The Alpena sawmills will have about all they can do next season, many of them having nearly enough logs in the river at present to supply them. This season one raft of 800,000 was brought over from Georgian Bay, and next season a number of million feet will be rafted from that point to Alpena mills.

West Bay City—The era of building sawmills, on the Saginaw River is not yet a thing of the past. J. W. Fleisner and John C. Kern are concerned in a project to build a mill on the site of the old Hotchkiss mill at this place. The new mill plans have been finished. It is proposed to put up a modern band mill, and the work will begin shortly.

Bay City—John G. Owen, who operates a saw and shingle mill and planing mill at Owendale, has finally got his mill in motion and says it will run all winter. He has had a good deal of trouble in obtaining a filer, and tried seven in succession before finding one that filled the bill. The mill is equipped with a band saw and is cutting about 30,000 daily. The logs are hauled to the mill by rail.

Detroit—The United Milling Co. is to engage in iron and copper mining in Gogebie county with a capital stock of \$300,000. Real property valued at \$150,000 is held by the company, but no cash is paid in. The stock is held by F. F. Palms, 1,100; Jas. B. Book, 100; Michael W. O'Brien, 100; Waldo M. Johnson, 2,700; Lucius H. Collins, 1,050; Jas. H. Alward, 600; Jas. B. McMillan, 660; Jas. T. Keena, 660; Wm. B. O'Brien, 810; Geo. H. Russel, 660; Henry Russel, 660; Wm. J. Gray, 300; Clarence Tucker, 300.

Detroit—The Sutton Manufacturing Co., of this city, accepted two drafts for an aggregate of \$5,000 in favor of the Hopper Manufacturing Co., of Michigan City, Ind., some time ago, merely as an accommodation. The Sutton company, however, was incorporated under a statute which does not permit it to issue accommodation paper to foreign corporations, and when the Farmers' National Bank of Michigan City, which discounted the drafts, tried to collect from the Sutton company it failed. Judge Swan, before whom the case was tried last week, decided that the acceptance by the Sutton company, being in conflict with its charter, was void, even though the paper was in the hands of a bona fide purchaser.

Mancelona—The *Herald* says: "By a recent action of the broom men of the country in putting up the price of broom corn, John Otis, of this place, made an even \$12,000 as easy as can be. Mr. Otis bought this fall 150 tons of broom corn at \$70 per ton and twenty-four of the leading broom manufacturers of the country got their heads together last week at the Fremont House, Chicago, and raised the price of corn to \$150 per ton. According to the statement of J. D. Blood, of Amsterdam, N. Y., chairman of the meeting, the United States uses about 35,000 tons of broom corn annually. There were only 27,000 tons grown this year, and there will be no more until next October. The public must go without brooms that would be made from this shortage of 8,000 tons. The advance of \$80 per ton on broom corn will increase the cost of brooms 80 cents a dozen."

## 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.

**BARGAIN OFFERED IN A GROCERY AND CROCKERY STOCK AT ITHACA, MICH.** Cash sales last year, \$35,000. Failing health reason for selling. Address No. 345, care Michigan Tradesman. 312

**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 BUS-** iness 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 IN-** ventory 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. 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—CLEAN AND CAREFULLY SELECTED** grocery stock, located at a good country trading point. Business well established. Address A. C. Adams, Administrator, Morley, Mich. 313

**FOR SALE—GROCERY STOCK AND FIXTURES;** running two deliveries; doing good business; will invoice about \$4,000. Address lock box 27, Ann Arbor, Mich. 319

**FOR SALE—GOOD HARDWARE STOCK, WITH** good trade established. Location good. Reasons for selling: wish to retire from business. Address E. Gordon, Sherwood, Mich. 345

## SITUATIONS WANTED.

**SITUATION WANTED—BY AN ASSISTANT REGIS-** tered pharmacist of three years' experience. Good reference furnished. Address Lock Drawer O, Lowell, Mich. 319

**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 FIL-** ly, one three-year-old filly, and one six-year-old gelding—all sired by Louis Napoleon, dam by Wisconsin Banner (Morgan). All fine, handsome, and speedy; never been tracked. Address J. J. Robbins, Stanton, Mich. 311

**FOR SALE—CHEAP ENOUGH FOR AN INVEST-** ment. Corner lot and 5-room house on North Lafayette St., cellar, brick foundation, soft water in kitchen. \$1,900. Terms to suit. 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

**FOR SALE OR TRADE—TIMBER LAND IN OREGON.** Address No. 340, care Michigan Tradesman. 340

**FOR SALE—TWO HUNDRED ACRES LAND (160 IM-** proved), located in the fruit belt of Oceano county, Mich. Land fitted for machinery, good fences, large curb roof barn with underground for stock, horse barn and other necessary farm buildings. New windmill furnishes water for house and barns. Eighteen acres apple bearing orchard, also 1,000 peach trees, two years old, looking thrifty. Price, \$35 per acre, or will exchange for stock of dry goods. If any difference will pay cash. A. Retan, Little Rock, Ark. 341

**WANTED—ONE GOOD PEDDLING WAGON, FOR** which we will pay cash. Address No. 342, care Michigan Tradesman. 342

**WANTED—GROCERY STOCK BY PARTIES WHO** can pay cash down. Must be dirt cheap. Address No. 343, care Michigan Tradesman. 343

**WANTED—MAN WITH \$1,000—SUPPLY AGENTS IN** Michigan with Shaeffer's new pancake griddle sure thing for \$5,000 annually; positive proof furnished. M. Shaeffer, Canton, Ohio. 344

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

**Barnett Bros.**  
Commission Merchants  
AND DEALERS IN  
**Apples,  
Dried Fruits,  
Onions.**

Twenty-five years' experience and ample facilities for the transaction of business. Refer by permission to the editor of this paper. Write for information which will be cheerfully furnished.  
**BARNETT BROS.**  
159 So. Water St., Chicago.



## GRAND RAPIDS GOSSIP.

Lozier & Underwood have sold their grocery stock, at the corner of Jefferson and Wealthy avenues, to Norman P. Odell.

Austin Richardson has purchased 2,640 acres of pine land in the northern part of Jackson county, Miss., for \$13,200—\$5 per acre.

The new Curtiss drug store, which will shortly be opened on East Bridge street, will be conducted under the style of the Wolverine Drug Co., instead of the Hill Drug Co., as stated last week.

E. LaRocque, for the past nine years in the employ of C. H. Wilber and Warren & Spice, at St. Ignace, has concluded to open a drug store at that place. The Hazeltine & Perkins Drug Co. has the order for the stock.

Cornelius Quint has retired from the firm of Brink Bros. & Quint, dealers in dry goods, groceries and crockery at 34 Grandville avenue. The business will be continued by the remaining partners under the style of Brink Bros.

C. Quint, of the former firm of Brink Bros. & Quint, has purchased the grocery stock of DeJager, Stryker & Co., at 305 Central avenue, and will continue the business under his own name. Mr. Stryker will remain with him for the present in the capacity of clerk.

## Gripsack Brigade

Some of the boys are wondering how much it cost Poole and VanLeuven to obtain possession of those quail and rabbits at Coopersville last Friday.

Ed. Pike is spending this week in Detroit, getting out the spring line of Schloss, Adler & Co., for whom he begins traveling in December.

Walter M. Gibbs, Michigan, Ohio and Indiana representative for Hatch & Jenks, of Buffalo, was in town over Sunday. He will call on the Grand Rapids trade in about two weeks.

Chas. B. Parmenter leaves this week for the Pacific Coast in the interest of the Widdiomb Mantel Co., going via Portland and returning via San Diego and San Francisco. He will be absent about seven weeks.

Chas. I. Flynn has engaged to travel for John E. Kenning another year, covering the same territory as in the past. This will be good news to the hotel girls on which Charles so sweetly smiles that he always gets the best the house affords.

Dave Smith proposes to take four weeks' recreation during December, having arranged to make a visit to Atlanta and intermediate cities and places of interest. If the traveling men of the South only knew what a superb liar Dave was, they would entertain him with champagne and cake at every stopping place.

Commercial travelers who carry life insurance should be careful when in the East to ascertain what the Sunday laws are and conduct themselves accordingly. In Vermont recently the Supreme Court held that a man walking from one town to another for the purpose of hunting was violating the laws of that State, which prohibit traveling on Sunday, except from necessity or charity. By this decision payment of an accident policy was suspended because the accident was sustained while the policy holder was violating the law. The exemption of the company from all liability was or-

dered under a clause in the policy which rendered the policy void where violation of the law was the act, cause or condition under which said accident was received.

## Purely Personal.

J. M. Laberteaux, formerly on the road for Hawkins & Company, has emigrated to Portland, Ore.

Will Hugh, the Morley lumberman and grist miller, was in the city Saturday, arrayed in shining broadcloth and resplendent with diamonds and emeralds.

C. E. Case, whose name and energy are indelibly stamped on the Case Bros. Lumber Co. and the Case Mercantile Co., at Benzonia, paid Grand Rapids a flying trip one day last week.

W. J. Haughey, the New Era general dealer, was in town over Sunday. Mr. Haughey attained a State reputation, a few years ago, as "That Pepper Man," by reason of some very emphatic statements made at the second convention of the Michigan Business Men's Association.

The hearty sympathy of the trade will go out to O. A. Ball and family over the death of their second daughter, Edith, a beautiful young lady of 16 years. Their grief is the more poignant from the fact that they reared four children to manhood and womanhood without the serious illness of one of them. The deceased was a young lady of strong individuality, great vivacity and unusual sweetness of character, and her loss will be sincerely mourned among a large circle of friends, aside from the immediate family ties.

## Trade Union Tyranny.

From the Liverpool Mercury.

A building of some importance in North London was begun last autumn, and was being rapidly completed when the ever-famous blizzard came and prevented all operations. Through no fault of master or man the entire body of workmen was forced into idleness. It will be remembered that after the blizzard passed away there came a brief spell of extremely fine weather. The men engaged in this particular task came back eager for work, bored with leisure. Some of them had been reduced almost to the point of destitution. When they resumed their labor they took counsel together, and went unanimously to the foreman asking him, as they had rested so long, as their means were so near exhaustion, and as the building itself was behindhand, to permit them to work overtime. So far as he was concerned this meant extra hours without pay; but he felt for his men, and gave them a permission which they hailed with delight. A few days afterward there came along a new hand seeking a job, possibly and even probably an emissary of the union. He went speedily to the foreman and pointed out that the rules of the union were being broken by overtime. He was told that there was no compulsion on any man to work beyond the regular hours, and that he himself might throw down his tools at the end of his ordinary day's labor. "That won't do for me, mate," was the reply. "Unless you stop the overtime I shall report the case to the union." "This is a free country," replied the foreman; "I am not going to stop men from working who have big losses to make up." The case was reported to the union. The union forbade the overtime. The unionists' perforce submitted. But the non-unionists went on working. Again the man went to the supervisor. "These black-legs must stop or I shall call a strike." "You may call what you like," replied the foreman; "I shall neither order the men to cease from working nor dismiss them for trying to pay the debts they have incurred during a period of enforced idleness." There was another report to the union, another warning sent to the foreman, which he disregarded, and then the strike was ordered. It was not settled when the larger strike occurred in which now it is merged.

## 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.



## THE AGE OF LEATHER.

One of the Oldest Commodities in the World.

From the New York Advertiser.

The old tanner is very nearly right when he says "leather dates from time unknown," for leather is of the very highest antiquity. Long before the days of Noah's Ark there were those who, according to the Holy Writ, lived in tents and kept cattle. It is hardly to be doubted that these people who tended flocks and herds, which furnished them both with meat and drink, also made use of the skins of their animals for articles of clothing, and, therefore, very early acquired some knowledge of the tanner's art. In the book of Genesis mention is made of colored leather, and all evidences of an extraneous character go to show that some simple method of tanning and dressing the skins of animals was known before even Tubal Cain learned the trade of a brass founder.

The ancient Egyptians were skilled in the art of tanning leather, and manufactured it in various ways and for various purposes besides that of furnishing covering for the feet. Indeed, it is to those builders of the pyramids that we are indebted for the first artistic forms of footwear; and so far as can be ascertained from history and researches of archaeologists the Egyptians were the first shoemakers who were worthy of the name.

It is a fact, too, that tanners of to-day employ very much the same methods as did the ancients. About the same materials are used, and the processes are almost precisely similar to those in vogue hundreds of years ago. It is true that tanners of the present day have found means of greatly shortening the time required to convert a hide into leather, and that steam power and modern machinery have done much to expedite and improve the processes of finishing the leather, but, after all, the principles of tanning remain the same as they have from the first.

Leather was very early used as a currency, the Romans employing it for this purpose before either gold, silver or brass came into common use. History is full of references showing that leather was used by the ancients as a sort of circulating medium of exchange. It is said, on good authority, that so late as during the reign of Louis XII. of France the country became so impoverished, and, as a consequence, money was so scarce that little pieces of leather with a small silver nail driven through each, were in general use as money. Some few specimens of this leather money are still in existence, but are only to be found in the possession of numismatists, by whom they are highly prized.

However, the manufacture of leather has ever been a slow and tedious process, as compared with most other industries, and even now, with improved processes of tanning and finishing, months are required for the tanner to convert the hide of an animal into leather. There is, too, a popular opinion extant that tanners do not make as good leather now from hides that are tanned in three months' time as they used to turn out when nine, and even twelve months were necessary. This is a mistake.

As a matter of fact better leather is made to-day from hides in from sixty to ninety days than was manufactured in the old way. It should be remembered, however, that hides are tanned in precisely the same manner now as they have always been. That is, the same agencies are used for combining it with the gelatine of the hide and for converting it into leather. Modern tanners have simply discovered methods by which the tannic acid is made to penetrate more quickly into the pores of the skin. This is accomplished by frequent manipulation of the hides while in the vats, and partly by special treatments for keeping the pores of the skins open during the tanning process. It is a fact well known to all tanners that any method or process which will hasten the union of the tannic acid with the hide shortens materially the time necessary to convert it into leather.

Of late years there has been much talk of tanning hides by electricity, and several methods have been tried, but with in-

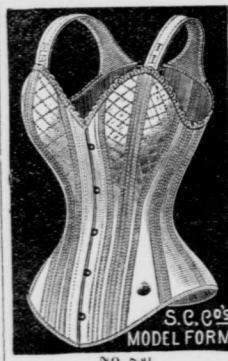
different success. There is no doubt, however, but that electricity does greatly aid in the tanning process. In the old days of tanning the hides, after being dehaired and made ready, were placed in the tan vats, and there allowed to remain untouched and undisturbed for from nine to twelve months, and in some cases even longer, until the tannin in the liquids, thoroughly uniting with the hides, had converted them into leather. But after a time it was discovered that by putting the hides into a revolving wheel, or drum, which had first been partially filled with tan liquors, the time necessary to convert them into leather was greatly shortened.

As early as 1823, an English tanner conceived the idea of forcing the tan liquors into the hides by hydrostatic pressure. By this method he greatly lessened the time of tanning; and, as he used a frame on which the hides had to be tacked before being put into the wheel, and as the hides had to be cut to fit these frames, thus causing considerable waste and damage, the process was abandoned.

It is hardly to be doubted, however, that with the spirit of push and enterprise now manifested by those engaged in the manufacture of leather the future will see wonderful improvements in this important industry, and that science and electricity will make it possible to convert hides into leather in as many hours as it now takes days. If this is done at all the shoe consuming public need have no fears that it will be accomplished at the expense of the excellency of the material which goes into its footwear, while tanners themselves can rejoice in the fact that they, being able to turn their money several times a year, can make both better and cheaper leather than ever before.

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.

## Schilling Corset Co.'s



## CORSETS

The Model Form.

Greatest Seller on Earth!



Send for Illustrated Catalogue. See price list in this journal.

**SCHILLING CORSET CO.,**  
Detroit, Mich. and Chicago, Ill.

## Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	6 1/2
Atlantic A.A.	6 1/2
Atlantic A.	7
" H.	6 1/2
" P.	6
" D.	6 1/2
" LL.	5 1/2
Amory	7
Archery Bunting	4
Beaver Dam A.A.	5 1/2
Blackstone O. 32	5 1/2
Black Crow	6 1/2
Black Rock	7
Boot, A.L.	7 1/2
Capital A.	5 1/2
Cavanat V.	5 1/2
Chapman cheese cl.	5 1/2
Comet	7
Dwight Star	7 1/2
Clifton C.C.	6 1/2
BLEACHED COTTONS.	
A B C	8 1/2
Amazon	8
Amsburg	7
Art Cambric	8
Blackstone A.A.	8
Beats All	4 1/2
Boston	12
Cabot	7
Cabot, %	6 1/2
Charter Oak	5 1/2
Conway W.	7 1/2
Cleveland	7
Dwight Anchor	8 1/2
Edwards	6
Empire	6
Farwell	7 1/2
Fruit of the Loom	8 1/2
Fitchville	7
First Prize	6 1/2
Fruit of the Loom %	4 1/2
Fairmount	6 1/2
Full Value	6 1/2
HALF BLEACHED COTTONS.	
Cabot	7 1/2
Farwell	8
UNBLEACHED CANTON FLANNEL.	
Tremont N.	5 1/2
Hamilton N.	6 1/2
" L.	7
Middlesex A.T.	8
" X.	9
" No. 25	9
BLEACHED CANTON FLANNEL.	
Hamilton N.	7 1/2
Middlesex P.T.	8
" A.T.	9
" X.A.	9
" X.F.	10 1/2
CARPET WARE.	
Peerless, white	15
" colored	18 1/2
Integrity	18 1/2
DRESS GOODS.	
Hamilton	9
" "	10 1/2
G G Cashmere	21
Nameless	16
" "	18
CORSETS.	
Coraline	89 50
Schilling's	9 00
Davis Walsts	9 00
Grand Rapids	4 50
CORSET JEANS.	
Armory	6 1/2
Androscoogin	7 1/2
Biddeford	6
Brunswick	6 1/2
PRINTS.	
Allen turkey reds	5 1/2
" robes	5 1/2
" pink & purple	6 1/2
" buffs	6
" pink checks	5 1/2
" staples	3 1/2
" shirts	3 1/2
American fancy	5 1/2
American indigo	5 1/2
American shirtings	3 1/2
Argentine Grays	6
Anchor Shirtings	4 1/2
Arnold	6 1/2
Arnold Merino	6 1/2
" long cloth B.	10 1/2
" " C.	8 1/2
" century cloth	7
" gold seal	10 1/2
" green seal TR	10 1/2
" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballou solid black	5
" colors	5 1/2
Bengal blue, green	5 1/2
red and orange	5 1/2
Berlin solids	5 1/2
" oil blue	6 1/2
" green	6 1/2
" Foulards	5 1/2
" red %	7
" " %	9 1/2
" 4.4	10
" 3-4XXX	12
Cocheco fancy	6
madders	6
" XX twills	6 1/2
" solids	5 1/2
TICKINGS.	
Amoskeag A.C.A.	12 1/2
Hamilton N.	7 1/2
" D.	8 1/2
" Awning	11
Farmer	8
First Prize	11 1/2
Lenox Mills	18
COTTON DRILL.	
Atlanta, D.	6 1/2
Boot	6 1/2
Clifton, K.	6 1/2
SATINES.	
Simpson	20
" "	18
Coecho	10 1/2
Dry Goods Price Current.	
UNBLEACHED COTTONS.	
Arrow Brand	5 1/2
" World Wide	5
" LL.	5
Full Yard Wide	6 1/2
Georgia A.	6 1/2
Honest Width	6 1/2
Hartford A.	5
Indian Head	7 1/2
King A.	6 1/2
King E.C.	5
Lawrence L.L.	5 1/2
Madras cheese cloth	6 1/2
Newmarket G.	6
" B.	5 1/2
" N.	6 1/2
" DD.	5 1/2
" X.	5
Noibe R.	5
Our Level Best	6 1/2
Oxford R.	6 1/2
Pequot	7 1/2
Solar	6 1/2
Top of the Heap	7 1/2
BLEACHED COTTONS.	
Geo. Washington	8
Glen Mills	7 1/2
Gold Medal	7 1/2
Green Ticket	8 1/2
Great Falls	6 1/2
Hope	7 1/2
Just Out	4 1/2 @ 5
King Phillip	7 1/2
" OP.	7 1/2
Lonsdale Cambric	10 1/2
Lonsdale	8 1/2
Middlesex	8 1/2
No Name	7 1/2
Oak View	6
Our Own	5 1/2
Pride of the West	12
Rosalind	7 1/2
Sunlight	4 1/2
Utica Mills	8 1/2
Nonpareil	11
Vinyard	8 1/2
White Horse	6
" Rock	8 1/2
HALF BLEACHED COTTONS.	
Dwight Anchor	9
Middlesex No. 1	10
" 2	11
" 3	12
" 7	18
" 8	19
UNBLEACHED CANTON FLANNEL.	
Middlesex A.A.	11
" A.O.	13 1/2
" A.	17 1/2
" 5	16
CARPET WARE.	
Integrity, colored	21
White Star	18 1/2
DRESS GOODS.	
Nameless	25
" "	27 1/2
G G Cashmere	30
Nameless	32 1/2
" "	35
CORSETS.	
Wonderful	84 50
Brighton	4 75
Bortree's	9 00
Abdominal	15 00
CORSET JEANS.	
Naumkeag	7 1/2
Rockport	6 1/2
Conestoga	6 1/2
Walworth	6 1/2
PRINTS.	
Berwick fancies	1/2
Clyde Robes	5
Charter Oak fancies	4 1/2
DelMarine cashm's	6
" mourning	6
Eddystone fancy	6
" chocola	6
" rober	6
" sateens	6
Hamilton fancy	6
" staple	5 1/2
Manchester fancy	6
" new era	6
Merrimack D fancy	6
Merrimack shirtings	4
" Repp furn	8 1/2
Pacific fancy	6
" robes	6 1/2
Portsmouth robes	6
Simpson mourning	6
" greys	6
" solid black	6
Washington indigo	6
" Turkey robes	7 1/2
" India robes	7 1/2
" plain Tky X	8 1/2
" " X	10
" Ottoman Tur	6
key red	6
Martha Washington	7 1/2
Turkey red %	7 1/2
Martha Washington	9 1/2
Turkey red	9 1/2
Riverpoint robes	5
Windsor fancy	6 1/2
" gold dicks	6 1/2
indigo blue	10 1/2
TICKINGS.	
A.C.A.	12 1/2
Pemberton AAA	16
York	10 1/2
Swift River	7 1/2
Pearl River	12
Warren	13
COTTON DRILL.	
Stark A	8
No Name	7 1/2
Top of the Heap	10
SATINES.	
Imperial	10 1/2
Black	9 1/2 @ 9 1/2
" BC	@ 10

DEMINS.	
Amoskeag	12 1/2
" 9 oz.	13 1/2
" brown	13
Andover	11 1/2
Beaver Creek A.A.	10
" BB.	9
" CC.	9
Boston Mfg Co. br.	7
" blue 8 1/2	8 1/2
" d & twist 10 1/2	10 1/2
Columbian XXX br. 10	10 1/2
" XXX bl. 10	10 1/2
GINGHAMS.	
Amoskeag	7 1/2
" Persian dress 8 1/2	8 1/2
" Canton	8 1/2
" AFC	12 1/2
" Teazle	10 1/2
" Angola	10 1/2
" Persian	8 1/2
Arlington staple	6 1/2
Arasapha fancy	6 1/2
Bates Warwick dress	8 1/2
" staples	6 1/2
Centennial	10 1/2
Criterion	10 1/2
Cumberland staple	5 1/2
Cumberland	5
Essex	4 1/2
Elfin	8 1/2
Everett classics	8 1/2
Exposition	7 1/2
Glenarie	6 1/2
Glenarven	6 1/2
Glenwood	7 1/2
Hampton	6 1/2
Johnson Chalou cl	5
" Indigo blue 9 1/2	9 1/2
" zephyrs	10
GRAIN BAGS.	
Amoskeag	16 1/2
Stark	19 1/2
American	16 1/2
THREADS.	
Clark's Mile End	45
Coats', J. & P.	45
Holyoke	22 1/2
KNITTING COTTON.	
No. 6	33
" 8	34
" 10	35
" 12	36
CAMBRICS.	
Slater	4
White Star	4
Kid Glove	4
Newmarket	4
RED FLANNEL.	
Fireman	32 1/2
Creedmore	27 1/2
Talbot XXX	30
Nameless	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R.	23 1/2
Windsor	18 1/2
6 oz Western	20
Union B.	23 1/2
DOMEST FLANNEL.	
Nameless	8 @ 9 1/2
" 8 1/2 @ 10	12 1/2
CANVASES AND PADDING.	
Slate, Brown, Black, Slate, Brown, Black.	
9 1/2	13
10 1/2	13
11 1/2	15
12 1/2	17
13 1/2	20
14 1/2	20
DUCES.	
Severin, 8 oz.	10 1/2
Mayland, 8 oz.	10 1/2
Greenwood, 7 1/2 oz.	10 1/2
Greenwood, 8 oz.	11 1/2
Boston, 8 oz.	10 1/2
WADDINGS.	
White, doz.	25
Colored, doz.	20
SILKESIAS.	
Slater, Iron Cross	8
" Red Cross	9
" Best	10 1/2
" Best A.A.	12 1/2
L.	7 1/2
G.	8 1/2
SEWING SILK.	
Corticelli, doz.	75
twist, doz.	37 1/2
50 yd, doz.	37 1/2
HOOKS AND EYES—PER GROSS.	
No 1 B'k & White	10
" 2	12
" 3	12
No 2—20, M.C.	50
" 3—18, S.C.	45
COTTON TAPE.	
No 2 White & B'k	12
" 4	15
" 6	18
No 2 White & B'k	20
" 4	23
" 6	26
SAFETY PINS.	
No 2	28
No 3	36
NEEDLES—PER M.	
A. James	1 40
Crowley's	1 35
Marshall's	1 00
TABLE OIL CLOTH.	
5-4	2 25
" 6-4	3 25
" 8-4	4 25
" 10-4	5 25
COTTON TWINES.	
Cotton Sail Twine	28
Crown	12
Domestic	18 1/2
Anchor	16
Bristol	13
Cherry Valley	15
I X L	18 1/2
PLAID OSNABURGS.	
Alabama	6 1/2
Alamance	6 1/2
Augusta	7 1/2
Ar sapha	6
Granite	5 1/2
Haw River	5
Haw J.	5
MOUNT PLEASANT.	
Onida	5 1/2
Prymont	6
Randelman	6
Riverside	5 1/2
Sibley A.	6 1/2
Toledo	6



## TO LEARN GORILLA TALK.

Prof. Garner to Establish Himself in the African Forest in a Stout Cage.

Prof. R. L. Garner, who has achieved a recent celebrity in connection with the study of monkey language, is in Washington consulting with scientific men respecting an expedition to Africa which he proposes to make. For some years past he has devoted attention to the analysis of simian speech, his purpose being to produce a lexicon thereof. Once having established an understanding of a few of the simpler words used by these arboreal cousins of mankind, he believes that it will be easy enough to communicate with them intelligently. Thus they may be educated to a limited degree and may be taught to be of some service in the world.

Prof. Garner's present intention is to learn something of the speech of gorillas. These great apes represent an elevated type among the anthropoids; they are rapidly diminishing in numbers, and it is desired to secure a few last words from them, at all events before their kind becomes extinct. Accordingly he proposes to sail a few weeks hence for the west coast of Africa, whence he will make his way into the Gaboon country, where are vast forests which afford a home to the greatest numbers of gorillas to-day. He will take with him a large iron cage, constructed in sections so as to be readily transported.

This cage is not intended to catch gorillas in. On the contrary, it is meant to keep them out. Prof. Garner proposes to occupy it himself, having set it up in the forest. It will be big enough to provide him with room to sleep and study. The sections will be conveyed by carriers into the wilderness, where they will be put together. Prof. Garner anticipates that the study he has already made of monkey talk will be a help. Acquiring by guess the meaning of a few words, he will make use of them by taking part in the howls himself. By day as well as by night he will make responses to the yells and cries of gorillas that he hears in the woods, and he thinks that in this way he will be able to attract certain individuals about him. Presumably they will be favorably prepossessed by so agreeable an anthropoid as the professor, and intimacies may result which will afford most profitable opportunities for conversation. He will not venture out of his cage, however.

Prof. Garner will carry along with him eight phonographs and a gross of blank cylinders. The phonographs will be placed around the inside of the cage, with large tin trumpets fixed to their diaphragms and pointing outward. If any gorillas approach the barred inclosure and have any remarks to make of a hostile or amatory nature, the electric batteries controlling the phonographs can be turned on at a second's notice, and the words uttered will be indelibly recorded, for the future edification of civilized lecture audiences. Electric lights will illuminate the cage and its surroundings at night, in order that the species of the creatures which approach may be properly identified. It is hoped that this may serve incidentally to attract gorillas.

There are no monkeys in Africa. The simian order is represented there by two great families of tailless apes—the gorillas and the chimpanzees. The latter are found all the way across the Continent in that latitude. For intelligence they are celebrated. Prof. Garner proposes to try to learn something of their language also. How very desirable it would be if such as object could be attained! Missionary societies might be organized for the evangelization of chimpanzees, and they in turn could be employed to distribute tracks among gorillas, which have hitherto been so conspicuously intractable that they are said to be the only animals which will invariably attack man on sight.

Frank Collins, formerly on the road for grocery houses at this market, but for the past five years in the employ of W. F. McLaughlin & Co., of Chicago, in Kansas and Texas, is no longer connected with the manufacturers of XXXX.

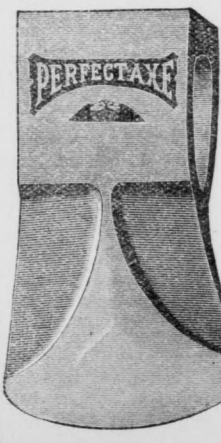
## Hardware Price Current.

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

AUGERS AND BITS.	
Small's.....	dis. 60
Cook's.....	dis. 40
Jennings', genuine.....	dis. 25
Jennings', imitation.....	dis. 50&10
AXES.	
First Quality, S. B. Bronze.....	\$ 7 50
" D. B. Bronze.....	12 00
" S. B. Steel.....	8 50
" D. B. Steel.....	13 50
BARROWS.	
Railroad.....	\$ 14 00
Garden.....	net 30 00
BOLTS.	
Stove.....	dis. 50&10
Carriage new list.....	75
Plow.....	40&10
Sleigh shoe.....	70
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST.	
Cast Loose Pin, figured.....	70&10
Wrought Narrow, bright 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&10
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	60
G. D.....	35
Musket.....	60
CARTRIDGES.	
Rim Fire.....	dis. 56
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	dis. 40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	13&12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 28
" 14x32, 14x56, 14x60.....	12
Cold Rolled, 14x56 and 14x60.....	23
Cold Rolled, 14x48.....	23
Bottoms.....	25
DRILLS.	
Morse's Bit Stocks.....	dis. 50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, per pound.....	07
Large sizes, per pound.....	34
ELBOWS.	
Com. 4 piece, 6 in.....	dis. net 75
Corrugated.....	dis. 40
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.....	dis. 30
Ives', 1, \$18; 2, \$24; 3, \$30.....	dis. 25
FILES—New List.	
Disston's.....	dis. 60&10
New American.....	dis. 60&10
Nicholson's.....	dis. 60&10
Heller's.....	dis. 50
Heller's Horse Rasps.....	dis. 50
GALVANIZED IRON.	
Nos. 16 to 30; 22 and 24; 25 and 26; 27.....	dis. 28
List.....	dis. 13 14 15 18
Discount, 60.....	dis. 18
GAUGES.	
Stanley Rule and Level Co.'s.....	dis. 50

HAMMERS.	
Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	dis. 30c list 30
Blacksmith's Solid Cast Steel, Hand.....	dis. 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 1/2 14 and longer.....	3 1/2
Screw Hook and Eye, 1/2.....	net 10
" " " 3/4.....	net 5 1/2
" " " 1.....	net 7 1/2
" " " 1 1/2.....	net 7 1/2
Strap and T.....	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	dis. 50&10
Champion, anti friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	dis. 60
Kettles.....	dis. 60
Spiders.....	dis. 60
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/2&10
WIRE GOODS.	
Bright.....	dis. 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
KNIVES—New List.	
Door, mineral, jap. trimmings.....	dis. 55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	dis. 55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55
MATTOCKS.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled.....	dis. 50
MILLS.	
Coffee, Parkers Co.'s.....	dis. 40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Co.'s.....	40
" Enterprise.....	30
MOLASSES GATES.	
Stebbin's Pattern.....	dis. 60&10
Stebbin's Genuine.....	60&10
Enterprise, self measuring.....	25
NAILS.	
Steel nails, base.....	1 80
Wire nails, base.....	2 05
Advance over base:	
60.....	Base 10
50.....	Base 10
40.....	Base 10
30.....	Base 10
20.....	Base 10
16.....	Base 10
12.....	Base 10
10.....	Base 10
8.....	Base 10
7 & 6.....	Base 10
4.....	Base 10
3.....	Base 10
2.....	Base 10
1.....	Base 10
Case 10.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Finish 10.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Chinch 10.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Barrell 10.....	Base 10
PLANES.	
Ohio Tool Co.'s, fancy.....	dis. 240
Selota Bench.....	240
Sandusky Tool Co.'s, fancy.....	240
Bench, first quality.....	240
Stanley Rule and Level Co.'s, wood.....	410
PANS.	
Fry, Acme.....	dis. 60-10
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	dis. 40
Copper Rivets and Butts.....	50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs 1/2c per pound extra.....	

ROPES.	
Stal, 1/4 inch and larger.....	7
Manilla.....	11 1/2
SQUARES.	
Steel and Iron.....	dis. 75
Try and Bevels.....	60
Mitre.....	20
SHEET IRON.	
Com. Smooth.....	dis. 50
Nos. 10 to 14.....	54 05
Nos. 15 to 17.....	4 05
Nos. 18 to 21.....	4 05
Nos. 22 to 24.....	4 05
Nos. 25 to 26.....	4 35
No. 27.....	4 45
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	3 35
SAND PAPER.	
List acct. 19, '86.....	dis. 50
SASH CORD.	
Silver Lake, White A.....	list 50
" Drab A.....	55
" White B.....	50
" Drab B.....	55
" White C.....	35
Discount, 10.....	
SASH WEIGHTS.	
Solid Eyes.....	per ton \$25
SAWS.	
" Hand.....	dis. 20
" Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dia. X Cuts, per foot.....	50
" Special Steel Dia. X Cuts, per foot.....	30
" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.	
Steel, Game.....	dis. 60&10
Oneda Community, Newhouse's.....	35
Oneda 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.....	2 85
Painted.....	
HORSE NAILS.	
Au Sable.....	dis. 25&10&25&10&10
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Bird Cages.....	dis. 50
Pumps, Cistern.....	75
Screws, New 1st.....	70&10
Castors, Bed a d Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65
METALS.	
Pig Large.....	25c
Pig Bars.....	25c
ZINC.	
Duty Sheet, 2 1/2c per pound.....	
60 pound casks.....	5 1/2
Per pound.....	7
SOLDER.	
1/2 1/2.....	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—ALLWAY 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, " Worcester.....	6 50
14x20 IX, " ".....	8 50
20x28 IC, " ".....	13 50
14x20 IC, " Allaway Grade.....	6 00
14x20 IX, " ".....	7 50
20x28 IC, " ".....	12 50
20x28 IX, " ".....	15 50
BOILER SIZE TIN PLATE.	
14x28 IX.....	\$14 00
14x31 IX.....	15
14x36 IX, for No. 8 Boilers, per pound.....	10
14x50 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 89	

**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 25, 1891.

## THE SILVER SITUATION.

Since the passage of the Bland-Allison act of 1878, the government has purchased over \$450,000,000 of silver bullion. The price has fluctuated considerably, but the average is about seventy-nine cents for the bullion in each silver dollar. Some of this bullion has been coined into standard silver dollars. On the most of it silver certificates and treasury notes have been issued. The seniorage of twenty-one cents on the dollar, amounting in all to more than \$67,000,000, is in the United States treasury. Therefore, every standard silver dollar represents a dollar's worth of silver bullion. It contains seventy-nine cents' worth and has behind it twenty-one cents' worth more in the public treasury. And every dollar note now issued on silver represents a dollar's worth of bullion.

Under unlimited, free silver coinage, what would happen. First, the seniorage of twenty-one cents on the dollar, or whatever it may be, would go into the pockets of a few hundred silver mine owners. The farmer and wage earner could not possibly receive any benefit from that. Second, silver would either advance to par with gold, or we would have a depreciated currency, and gold would go to a premium, and prices of commodities and products would follow. If silver bullion advances, the silver producers pocket the advance. If gold goes to a premium and prices follow, the farmer would receive no benefit, for a bushel of wheat or a barrel of pork will buy no more on the silver basis than it does on the gold basis. The wage earner would be a loser until he could get his wages raised to correspond with the nominal advance in prices. And as wages are the last to raise, he would be a heavy loser. Who would be benefited by a depreciated currency? The debtor. It would enable him to scale down his debts and make it much easier for him to pay them. But every bank is a debtor to its depositors, many of whom are wage earners. Where one part of them would gain, another part would lose. There is a question that has not yet been answered. What honest debtor wants to repudiate his debt or any part of it? Another, is it worth while to help the other kind?

The money question is a business one. It is not strictly a party issue. Neither the Republican or Democratic party is united on it. In some of the Western States both endorse free silver coinage. In Ohio, one endorses it and the other opposes it. In the Eastern States both oppose it. In Massachusetts, for example, there is an earnest rivalry between them as to which is the more orthodox on the money question. Therefore, what we have to say on the subject is not to be taken as partisan.

Thanksgiving day this year comes after a period of such calamities in all parts of the world, and in the absence of so many of the usual occasions for national exultation, that the preachers will be driven a little out of the usual line in their sermons on the subject. It is true that nearly all kinds of crops in this country have been abundant and that prices are generally good; that the peace of the country has been preserved, in spite of bellicose talk with Italy and Chili; that there has been no outbreak of pestilence; that our educational and religious institutions seem to enjoy both quietude and prosperity; that our national literature and art give evidence of a healthy growth; and that there is good reason to hope for a steady continuance of the revival and development of business. Nevertheless there are some signs of the times which portend a future not at all pleasant to contemplate, albeit the good sense of the people will probably be able to meet and surmount serious difficulties with the same measure of success which has characterized the past history of the world.

It looks a little suspicious to see Dan. Soper's name attached to the Thanksgiving proclamation of Governor Winans, asking the citizens of Michigan to return thanks for the "bountiful harvests which have rewarded the labors of the people," when within a year the same calamity howler has sent out an official report claiming that the farmers of Michigan are raising grain at a loss of several cents per bushel. Either the Secretary of State was wrong when he issued his manifesto last spring or he is ridiculous now, in asking the people to be thankful for the privilege of doing business at a loss. In which light does the little official wish to be considered—a knave or a fool?

In this day and age THE TRADESMAN is at a loss to account for the statement of the editor of the Ypsilanti *Sentinel* in a recent issue of his paper, "One would never make a mistake by shooting a commercial traveler on sight." How any man who assumes to possess a knowledge of current events sufficient to enable him to edit a newspaper can sink to the depths of moral degradation and mental imbecility requisite to the promulgation of such a doctrine is more than the average man of intelligence will be able to comprehend. THE TRADESMAN is unable to account for the uncalled-for attack on any other ground than that of total depravity.

Banking Commissioner Sherwood in justice to himself and the public, should make a full statement of the facts connected with the failure of the State bank at Milford. Until he does so, he will rest under the imputation of incompetency, amounting almost to connivance in a fraudulent transaction.

For the Benefit of Desenberg & Schuster.

STATE OF MICHIGAN, } ss.  
COUNTY OF ANTRIM. }

George L. Thurston deposes and says that he is the sole author of the article entitled "In Defense of the Hebrew," which was published in THE TRADESMAN of the issue of November 11, 1891, and that the same was written without fear of reward or hope of punishment.

GEORGE L. THURSTON.  
Subscribed before me, a Notary Public in and for Antrim county, Michigan, this nineteenth day of November, A. D. 1891.

FRANCIS H. THURSTON,  
Notary Public.

## MALICE AFORETHOUGHT.

Refutation of Slanderous Statement by Geo. F. Owen.  
Written for THE TRADESMAN.

My attention has been called to the following article in an obscure sheet published in the lively little city of Ypsilanti:

Grand Rapids is a bully place for big scandals. The last one refers to Mr. J. P. Andrews, well known to be a married man there, but not so known across the ocean, where last summer he met, courted and married a Miss Gregory, of Jacksonville, Ill. This fact leaked out, and about the same time Andrews came up missing. He appears to be now where lightning can't strike him; at least the telegraph don't, though his presence is wanted in two places. Andrews travels in the interests of mining companies, selling their stocks, etc., and is another proof of what we have said before—that one would never make a mistake by shooting a commercial traveler on sight.

I cannot for a moment see why this narrow-gauged piece of humanity should connect this man with commercial travelers. He never was one, nor was he ever classed as one. I understand that this patent-boweled sheet has repeatedly made this kind of insulting remarks about commercial travelers. I use above the word obscure. Could any one for a moment think that a person who would make such remarks could be anything else but obscure? Certainly if you stop for a moment to peruse this sheet, there is that air of lonesomeness about it that one feels on entering a damp, unused vegetable cellar.

Now, Mr. Woodruff, can you give us some reasons for such venomous, insulting remarks? Has some poor unfortunate commercial man, on making his first trip, called on you and took your order and the house refused to fill it, or has some able bodied traveler taken occasion to call you to time for publishing these insulting references? One would judge that the latter was the trouble and it had soured all the milk of human kindness which ever trickled down through your narrow contracted veins.

I am proud to say that I am a commercial traveler and I claim that no set of men on the face of the earth can show a cleaner record and deserves more praise. Certainly no set of men in the commercial world are held in higher esteem than the commercial travelers of to-day, and the business of the world to-day is done by these same men whom this no-souled person claims should be shot at sight. Show me a line of goods or a branch of trade which is not represented by the commercial traveler! Of course, we may have black sheep in our flock, but show me the flock which has not got them in. No one frowns on them quicker than we do and it is only a question of time when their names are dropped from the roll and their places are filled by those who will reflect honor and credit. To-day we have in good round numbers 260,000 commercial travelers in the United States. Show me any class of people, either in the church, professional or mercantile world—and, further, I will not leave out the horny-handed sons of toil—that compares in character, business ability or loyalty to family, country, or God with the commercial traveler! Show me any other class of people that has the temptations constantly thrown around them! His business keeps him from his home and family for weeks and months, being thrown constantly in contact with every class of humanity, and while one may err and drop out by the wayside,

hundreds do not. Their main aim is the completion of the happy home and fire-side and they are working night and day to cover their territory, so that they may reach it for a Thanksgiving or holiday dinner with their loved ones. How many a hard-working commercial traveler is to-day wearing his back number overcoat, so that his kind old father may have a new warm one or his dear old mother may have a new dress and shawl, to protect her from the chilly blasts of winter! And how many are working and planning, night and day, how they can economize a little more, so that they can furnish their little cottages before winter sets in!

I might go on and write a volume on the kind and unselfish acts which I see constantly done by my brother commercial travelers. How many of the boys who have been laid out by a seige of sickness can testify to the kind acts of their brethren! How many a grief-stricken parent has been cheered by them! How many kind remembrances have been shown at the bedside and grave of the loved ones by these same traveling men! How many a time have I seen the poor mother, with a number of worn-out, tired, peevish children on the train—when the last penny had been paid out to get them to their destination or the purse had been lost or the wrong train taken—who was the first to put his hand in his pocket and contribute and, with his hat in his hand, make the rounds of the train to raise a fund for the poor unfortunate? And who did the donating? As a rule, it was this same traveling man (who should be shot at sight, as this narrow-gauged, one-horse editor says).

Now, Mr. Editor, please pardon me for taking so much of your valuable space, but when I get to going on this noble subject, and one that is so dear to my heart, I hardly know when to shut off. Certainly I am a subject capable of judging, having been an invalid so long myself; and, remembering the many generous acts and kind attentions shown me by the boys, I feel that I would not be loyal to them, nor doing my duty to myself, did I not answer such slanderous remarks as these made by the minute piece of humanity who heads the Ypsilanti *Sentinel* as its editor. GEO. F. OWEN.

## Arrangements for the Jackson Convention, K. of G.

DETROIT, Nov. 21.—Post B., of Jackson, Knights of the Grip, have just reported that arrangements are about completed for the third annual meeting, to be held in that city December 29. A very elaborate programme has been provided for by the traveling men of Jackson for the entertainment of the State meeting, which promises to far excel any previous meeting of the Association. The following persons have been secured to respond to toasts at the banquet: Gov. E. B. Winans, Ex-Gov. Cyrus G. Luce, Rev. Washington Gardner, Congressman James O'Donald, William Alden Smith, J. L. McCauley, State Secretary, John J. Bush, Ex-Secretary, and others. Judge Peck, of Jackson, will act as master of ceremonies.

All members of the Association who desire to attend can secure hotel accommodations by applying to J. H. Russell, Jr., Jackson, who will secure the same and answer all necessary information. From present indications, this will be one of the largest gatherings of commercial travelers ever held in the State.

J. L. McCAULEY, Sec'y.

Harrison—R. M. Mott, baker and harness dealer, is dead.



P. H. EARLY, Pres. and Treas.      DUNCAN & GILBERT, Gen'l Att'ys, Chicago.      DORSEY, BREWSTER & HOWELL,  
W. H. DODGE, Sec. & Gen. Manager.      HENLEY & SWIFT, Pacific Slope Att'ys, San Francisco.      Southern Att'ys,  
GANNON, DONOVAN & SHEA, Western Att'ys, Omaha, Neb.      Atlanta, Ga.  
BARTLETT & ANDERSON, New England Att'ys, Boston, Mass.

# The Merchants Retail Commercial Agency.

INCORPORATED UNDER THE LAWS OF ILLINOIS.

***Capital paid in \$30,000.***

General Office, 53 Dearborn Street, Chicago, Ills.

Eastern Office, 911 Drexel Building, Philadelphia, Pa.

New England Office, Boylston Building, 657 Washington St.,  
Boston, Mass.

Western Office, 413-415 Bee Building, Omaha, Neb.

Southern Office, McDonald Building, Atlanta, Ga.

Pacific Slope Office, 31-32 Chronicle Building, San Francisco,  
Cal.



## Extract from Branch Constitution and By-Laws.

SEC. 4. Whenever an account against any person shall have been listed in the abstract of unsettled accounts issued by our General Agency, or certified to the Secretary of this Branch by such Agency as unsettled, no member shall in any case open an account, without security, with such delinquent, and the opening of such account by any member with such person shall be considered an offense against this section and subject such member to an investigation by the Executive Board, and if found guilty he shall pay to such Board a fine of TWENTY DOLLARS for the sole use and benefit of this branch, and his neglect or refusal to comply with this demand shall make him liable to expulsion from said Agency.

The present enrolled subscribers to this Agency number over one hundred and forty thousand, comprising merchants in thirty-three states, from the Atlantic to the Pacific and from the Dominion to the Gulf.

*Its system of operation is Original, Positive, Legal and National; stronger than Judge, Jury or Sheriff.*

During the past twelve months there was intrusted to this Agency, subject to its discretion in settlement and adjustment, accounts aggregating **THREE MILLION, NINE HUNDRED AND TWENTY-FIVE THOUSAND DOLLARS**, representing goods sold and delivered by retail merchants and not paid for. Aggressive and skillful application of our perfect system is rapidly revolutionizing this condition everywhere. The power of the combination is real and its beneficent workings are immeasurably profitable to the merchant.

We ask the retail merchants to make a special examination of this Agency and its combination and interchange experience system before paying out their money for a valueless lot of stationery and glittering array of promises offered by irresponsible promoters of cheap collecting and "blacklisting" schemes. To a business man seeking reliable assistance, **age, experience, character and financial responsibility** are worth everything.

Chicago References: The Chicago Trust & Savings Bank or any respectable and responsible wholesale or retail merchant in the city. Elsewhere: Any merchant who has been or is now a subscriber—and their number is legion.

W. H. Dyer

Secretary.

J. H. Carey

President

## Drugs & Medicines.

### State Board of Pharmacy.

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

### Michigan State Pharmaceutical Ass'n.

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

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

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

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

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

### CONDENSED MEDICINES.

#### New System of Carrying Surgical Supplies for the Army.

Washington Correspondence.

Army and navy officers, and particularly those of the medical branches evinced great interest in a contract which was awarded at the War Department lately, for a new system of carrying medical and surgical supplies for our army. Ever since the last Sioux campaign there has been a growing demand for a plan by which supplies needed by the surgeons could be placed in a more compact form than in liquid and hence carried with greater safety and economy. Experiments have been made from time to time, and the result of the award is believed to be as near perfection as possible. In a small, light wooden chest 23 inches long, 14½ inches wide, and 17¼ inches high are sixty square bottles, containing as many different kinds of medicine, but in compressed tablet form, none of them being larger than an ordinary peppermint lozenge. One of these lozenges or tablets, for instance, contains all the necessary ingredients of a famous liniment, and when dissolved in an ounce of distilled water its healing properties are the same as if it were in liquid shape and in a big glass jar.

Some idea may be formed of the perfection to which the art of compression has been brought by the statement that if the contents of this small brass bound chest were liquified and in their customary jars and bottles they would occupy nearly one-half the space of a regular freight car.

There are two of these chests to be supplied to each battalion of 200 men, No. 1 being marked with the Geneva red cross and inscribed "Medical supply chest," while the only difference in No. 2, so far as outward appearance is concerned, is the inscription "Surgical supplies." When a certain kind of medicine, say a cough mixture, is needed in quantities, a bottle holding a gill of the compressed tablets is equivalent to a gallon of liquid, and should the bottle break in transportation the merits of the tablet are not impaired.

A contract was awarded for 200 of these chests, and one of each kind is to be placed under the driver's seat of an ordinary ambulance, or, in case of field service and when pack mules have to be utilized, the chests are suspended on each side of the pannier, their weight with contents being but eighty-five pounds each. Upon the top of each bottle stopper is the name of its contents, and fixed securely in the lid of the chest is a list of contents for the information of the surgeon or hospital steward in charge.

Surgeon J. P. Merrill of the Surgeon-General's office, who has been supervising and conducting the experiments, declares that the new system will revolutionize the mode of supplying needed articles for an army, and what is true of the United States forces also applies to the National Guard organizations of the various states. Iowa is among the first in the field with inquiries on the subject of these chests, and it is quite likely that at the next annual encampment of the

troops of the Hawkeye State these medical and surgical adjuncts will be seen in abundance. Twenty-five of the most important medicines, such as quinine, cathartic pills, and mixtures designed to correct troubles arising from the use of impure water, are contained in four and two-ounce bottles, while medicines of less importance and demand are carried in half-ounce bottles, but all of them are in tablet form.

Whisky, brandy, alcohol and castor oil are carried in larger bottles, their ingredients rendering it impossible to form them into tablets, but with cod-liver oil it is different, and that is tabletized.

In making investigations on this subject, the English army system of carrying medical supplies was carefully examined, but while lightness was obtained by means of wicker baskets covered with rawhide, it was demonstrated that if the hide became dampened in any way it would warp and twist in all shapes, and destroy the bottles which the wicker baskets were filled with. Hence a light wooden chest was determined upon, and a New York firm provided what proved to be the best and most attractive looking model, and they accordingly received the contract.

#### Pleasant for Consumers of Pepsin.

From the St. Louis Globe-Democrat.

The pepsin sold in the drug stores is the veritable product of an animal stomach, and generally of the stomach of the hog. One factory in New York has the oldest method of preparing the article that ever entered into the human mind. A number of perfectly healthy hogs are fattened for market, and for thirty-six hours before killing time are deprived of all food, not even being allowed a drop of water. Then the trough from which they are accustomed to eat is covered with strong wire netting, and the most appetizing slops and hog delicacies, smoking hot, are poured into the trough. The fumes ascend with grateful fragrance to the porcine nostrils, the hogs all run to the trough and stand over it, ravenous with hunger, squealing and fighting with each other for a chance to get at the slops. The iron netting prevents them from tasting the food, and while they are still thinking about the matter they are killed, and their stomachs being taken out, are found perfectly full of gastric juice, from which the pepsin is prepared. Now, if it was not the hog's imagination that made the gastric juice flow into his stomach in anticipation of a feast, what was it?

#### Making a Quarter Dozen the Limit.

The manufacturers of proprietary articles, at the request of the jobbing trade and by the consent of the retail trade—as represented by delegates at the recent convention at Louisville—are beginning to promulgate the rule that orders for less than one-quarter dozen articles be billed at an advance of 10 per cent. over the dozen price. J. C. Ayer & Co., the World's Dispensary Medical Association and I. S. Johnson & Co. have already issued circulars to this effect and E. T. Hazeltine has issued a circular, making one-half dozen the limit a wholesaler can sell at the dozen price. It is likely that the rule will be very generally adopted by manufacturers all over the country, as it is a reform whose justice all concede.

#### The Drug Market.

Carbolic acid is lower. Tartaric acid, powdered, has declined. Balsam capaba is lower. Balsam tolu is tending higher. Chloral hydrate has declined. Po. gum gamboge is lower. Manna has declined. Oil cloves has declined. Opium is firm. Quinine and morphia are unchanged.

### CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists  
GRAND RAPIDS.

### WHAT A WOMAN THINKS.

Writers of the male persuasion frequently publish long articles based on what they suppose a woman thinks; let a woman tell what she *does* think: That there are men in this world who should be placed under the heading they are so fond of relegating to the weaker sex, in that they are too hasty in arriving at conclusions; that they are not sufficiently keen of perception when they do not perceive that often a woman who looks in a millinery-shop window, apparently with a fond, rapt expression, does so in a purely mechanical way, her thoughts rambling elsewhere, rather than upon the lofty theme so taking to his mind—"a love of a bonnet(?)" she does not stop to think that she is looking that way, nor is she thinking of what she thinks. In plainer words, she does not stop to analyze why she thinks of one or two things while looking at totally dissimilar things, any more than she stops to think how many and what kind of steps she is taking; if she did, she might make a misstep, just as one going down a dark staircase hesitates when he puts the foot down the last time, although he did not falter whilst he was unconscious of his movements—it was just at the point when he thought.

It would be unchivalrous to be of the opinion that women never think. They do. Their thinking machines are quite as capable of being put in operation as are men's. But there are times when they do not think, just as men do not, of the motions they are going through while opening a newspaper.

If a woman is obliged to wear a hat three summers, she does not give it as many thoughts as a man supposes, for she is a more clever contriver, since a hat changed three times—aye, seventy times—is each time unlike its previous state, and without the addition of "a new bird."

A man is a contortionist who thinks a straw hat covered with velvet would be discernable, for no woman would leave the straw visible, and the eyes have not yet attained the power of peering through opaqueness. When a woman opens the morning paper, the shades of night have fallen; therefore when she peruses at her breakfast, it is yesterday-morn's paper she has in hand—the man of the house having monopolized it before—and it were useless to scan the bargain columns, for the best had been picked ere that; but when she makes a bargain, which she confesses to do, occasionally, she makes a bargain, not a one-sided affair. And as for that moquette carpet, she prefers an antique rug over polished floors, for she thinks: "They are so much easier taken care of and last so much longer." She does like cream jugs, cups and saucers, but buys them with her eyes open, and does not think of them minus parts. "She thinks—oh, who can say what?" Volumes—when a man thinks she could. Only a woman could do justice to her thoughts on this occasion.

When she notices the great so-called slaughter in the prices of sateens, etc., marked down to about half their ordinary price, she thinks men are very "blind

in their beliefs, and sure to err," when they give women so little credence for doubt as to the truth of those statements, for she invariably thinks, if men would only believe it, that goods cannot be well made when marked so cheap; that they are cheap, for business men give not away without a return.

When she sees a woman wearing a fur cape on cool summer days, she thinks it is the right thing to do, a sensible fashion, and she would wear hers too had she it. When she sees her neighbor—if she does—receive ice-cream repeatedly from the caterer, she thinks: "How foolish! She did not see that cream made. Why, it is composed mainly of whipped lard, sweetened, and flavored with vanilla and a little pure cream. I'd prefer an ice, or to make my cream, which can so easily be done; then, besides, there would be more a piece," naively.

And when a woman is in a street car, instead of looking at the outer adornment of the occupants, she is watching their faces and actions, studying their individuality, and thinking: "That man is conscious, behind his paper, of my standing here, and is not very comfortable; but I won't catch his eye, for I don't want his seat. I like to stand sometimes, for then I can see better, study better, and have, thus, better food for thought. That uncomfortableness proves you manly, therefore worthy of your seat, albeit your manliness is not shown in action. It can be read by the observer.

"But that man directly opposite lacks your qualities, since he does not hold a paper before him shame-facedly, but calmly, coolly looks at me as though he would say: 'Who has a better right?' No one, sir, I assure you. You are quite welcome to your seat. And that youth next to you, cherishing his cane so fondly, looking into futurity with such an abstract air, as though conning his multiplication tables, is deserving of all the room he can occupy, for it would be so tiresome for his delicate nether limbs to pedestal the weight of His Royal Hugeness over the uncomfortable stones! Ah, my dear boy, you, too, are quite welcome!" So she soliloquizes to each passenger, according to his personality, until her journey ended, she alights and thinks new thoughts.

In conclusion, let me say it were quite impossible to record all her thoughts upon any one occasion, and it would be very fair, indeed, to declare a woman never will cease to think. And though both men and women think, the majority of their thoughts are purely mechanical; they do not think of what they are doing; one hand knoweth not what the other doeth; and a woman's thoughts may be quite as sensible as a man's are logical and just.

It would be better for the accomplishment of undertakings if the workings of our minds were more in accordance with the workings of our hands; if each thought was a real thought; if there were less vacuous thoughts. That is what a woman thinks.

HENRIETTA ELLSWORTH.

### Get What You Ask For!

## --HINKLEY'S BONE LINIMENT--

FOR THIRTY-FOUR YEARS THE FAVORITE.

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



## Wholesale Price Current.

Advanced—Nothing. Declined—Carbolic acid, tartaric acid, balsam copaiba, po. gamboge, oil cloves, manna, chloral hydrate.

ACIDUM.		CUBEBÆ.	
Aceticum	80 10	Cubebæ (po. 90)	90 10
Benzolic German	50 20	Juniperus	80 10
Boric	20 20	Xanthoxylum	25 30
Carbolicum	20 20	BALSAMUM.	
Citricum	40 50	Copaiba	50 55
Hydrochloric	30 5	Peru	60 30
Nitricum	10 12	Terabin, Canada	35 40
Oxalicum	10 12	Tolutan	35 50
Phosphoricum dil.	20 20	CORTEX.	
Salicylicum	1 30 21 70	Abies, Canadian	18
Sulphuricum	1 40 21 60	Cassia	11
Tartaricum	32 40	Cinchona Flava	18
AMMONIA.		Euonymus atropurp.	20
Aqua, 15 deg.	3 1/2 5	Myrica Cerifera, po.	12
" 20 deg.	5 1/2 7	Prunus Virgin.	14
Carbonas	12 14	Quillaja, grd.	14
Chloridum	12 14	Sassafras	14
ANILINE.		Ulmus Po (Ground 12)	10
Black	2 00 2 25	EXTRACTUM.	
Brown	80 21 50	Glycyrrhiza Glabra	24 25
Red	45 50	" po.	33 35
Yellow	2 50 2 30	Haematox, 15 lb. box	11 12
BACCÆ.		" 1 lb.	13 14
Cubebæ (po. 90)	90 10	" 1/2 lb.	14 15
Juniperus	80 10	" 1/4 lb.	16 17
Xanthoxylum	25 30	FERRUM.	
BALSAMUM.		Carbonate Precip.	15
Copaiba	50 55	Citrate and Quinia	2 3 50
Peru	60 30	Citrate Soluble	80
Terabin, Canada	35 40	Ferrocyanidum Sol.	50
Tolutan	35 50	Solut Chloride	15
CORTEX.		Sulphate, com'l	14 2 2
Abies, Canadian	18	" pure	7
Cassia	11	FLORA.	
Cinchona Flava	18	Arnica	22 25
Euonymus atropurp.	20	Anthemis	30 50
Myrica Cerifera, po.	12	Matricaria	25 30
Prunus Virgin.	14	FOLIA.	
Quillaja, grd.	14	Barosma	20 50
Sassafras	14	Cassia Acutifol, Tin	25 28
Ulmus Po (Ground 12)	10	nivelly	35 50
EXTRACTUM.		Salvia officinalis, 1/2	12 15
Glycyrrhiza Glabra	24 25	and 1/4	8 10
" po.	33 35	Urt Ursi	8 10
Haematox, 15 lb. box	11 12	GUMMI.	
" 1 lb.	13 14	Acacia, 1st picked	80
" 1/2 lb.	14 15	" 2d	60
" 1/4 lb.	16 17	" 3d	40
FERRUM.		" sifted sorts	31
Carbonate Precip.	15	" po.	60 80
Citrate and Quinia	2 3 50	Aloe, Barb. (po. 60)	50 60
Citrate Soluble	80	" Cape, (po. 20)	12
Ferrocyanidum Sol.	50	" Socotri, (po. 60)	50
Solut Chloride	15	Catechu, 1s, 1/2, 1/4, 1/8	1 16
Sulphate, com'l	14 2 2	Ammoniac	55 60
" pure	7	Assafoetida, (po. 30)	50 55
FLORA.		Benzoinum	50 55
Arnica	22 25	Camphora	50 55
Anthemis	30 50	Euphorbium po	30 50
Matricaria	25 30	Gambaum	60 80
FOLIA.		Gamboge, po.	75 80
Barosma	20 50	Gualacum, (po. 30)	20
Cassia Acutifol, Tin	25 28	Kino, (po. 25)	40
nivelly	35 50	Mastic	40
Salvia officinalis, 1/2	12 15	Myrrh, (po. 45)	2 10 2 15
and 1/4	8 10	Opit, (po. 3 20)	2 10 2 15
Urt Ursi	8 10	" bleached	30 35
GUMMI.		Tragacanth	30 35
Acacia, 1st picked	80	HERBA—In ounce packages.	
" 2d	60	Absinthium	25
" 3d	40	Eupatorium	20
" sifted sorts	31	Lobelia	25
" po.	60 80	Majorum	25
Aloe, Barb. (po. 60)	50 60	Mentha Piperita	25
" Cape, (po. 20)	12	" Vir.	25
" Socotri, (po. 60)	50	Rue	30
Catechu, 1s, 1/2, 1/4, 1/8	1 16	Tanacetum, V.	25
Ammoniac	55 60	Thymus, V.	25
Assafoetida, (po. 30)	50 55	MAGNESIA.	
Benzoinum	50 55	Calcined, Pat	55 60
Camphora	50 55	Carbonate, Pat	20 22
Euphorbium po	30 50	Carbonate, K. & M.	20 25
Gambaum	60 80	Carbonate, Jennings	35 36
Gamboge, po.	75 80	OLEUM.	
Gualacum, (po. 30)	20	Absinthium	3 50 2 40
Kino, (po. 25)	40	Amygdalæ, Dulc.	45 75
Mastic	40	Amygdalæ, Amarae	8 00 2 25
Myrrh, (po. 45)	2 10 2 15	Anisi	1 75 2 1 85
Opit, (po. 3 20)	2 10 2 15	Aurant Cortex	2 80 2 30
" bleached	30 35	Bergamit	3 75 2 40
Tragacanth	30 35	Cajuputi	90 2 80
HERBA—In ounce packages.		Caryophylli	90 2 85
Absinthium	25	Cedar	35 2 65
Eupatorium	20	Chenopodii	61 75
Lobelia	25	Cinnamonil	1 15 2 1 20
Majorum	25	Citronella	2 45
Mentha Piperita	25	Conium Mac	35 2 65
" Vir.	25	Copaiba	1 10 2 1 20
Rue	30	ACIDUM.	
Tanacetum, V.	25	Aceticum	80 10
Thymus, V.	25	Benzolic German	50 20
MAGNESIA.		Boric	20 20
Calcined, Pat	55 60	Carbolicum	20 20
Carbonate, Pat	20 22	Citricum	40 50
Carbonate, K. & M.	20 25	Hydrochloric	30 5
Carbonate, Jennings	35 36	Nitricum	10 12
OLEUM.		Oxalicum	10 12
Absinthium	3 50 2 40	Phosphoricum dil.	20 20
Amygdalæ, Dulc.	45 75	Salicylicum	1 30 2 1 70
Amygdalæ, Amarae	8 00 2 25	Sulphuricum	1 40 2 1 60
Anisi	1 75 2 1 85	Tartaricum	32 40
Aurant Cortex	2 80 2 30	AMMONIA.	
Bergamit	3 75 2 40	Aqua, 15 deg.	3 1/2 5
Cajuputi	90 2 80	" 20 deg.	5 1/2 7
Caryophylli	90 2 85	Carbonas	12 14
Cedar	35 2 65	Chloridum	12 14
Chenopodii	61 75	ANILINE.	
Cinnamonil	1 15 2 1 20	Black	2 00 2 25
Citronella	2 45	Brown	80 21 50
Conium Mac	35 2 65	Red	45 50
Copaiba	1 10 2 1 20	Yellow	2 50 2 30

Morphia, S. P. & W.	1 95 2 20	Seidlitz Mixture	25	Lindseed, boiled	39	42
S. N. Y. Q. &	1 85 2 10	Sinapis	20	Neat's Foot, winter	50	60
C. Co	1 85 2 10	" opt.	18	strained	50	60
Moschus Canton	70 75	Snuiff, Maccaboy, De	35	Spirits Turpentine	41	46
Myristica, No. 1	70 75	Voes	35	PAINTS.		
Nux Vomica, (po. 20)	25 28	Snuiff, Scotch, De. Voes	35	bbl.	lb.	
Os. Sepia	25 28	Soda Boras, (po. 12)	11 12	Red Venetian	13 1/2 2 3/4	
Pepsin Saac, H. & P. D.	25 28	Soda et Potass Tart.	30 33	Ochre, yellow Mars.	13 1/2 2 3/4	
Co	25 28	Soda Carb.	1 1/2 2	" Ber.	13 1/2 2 3/4	
Picels Liq. N. C., 1/2 gal	25 28	Soda, Bi-Carb.	2 5	Putty, commercial	2 1/2 2 3/4	
doz	25 28	Soda, Ash	3 1/2 4	" strictly pure	2 1/2 2 3/4	
Picels Liq., quarts	25 28	Soda, Sulphas	2 5	Vermilion Prime Amer-	13 1/2 16	
" pints	25 28	Spts. Ether Co	50 55	ican	13 1/2 16	
Pil Hydrarg., (po. 80)	25 28	" Myrcia Dom.	2 25	Vermilion, English	70 75 75	
Piper Nigra, (po. 22)	25 28	" Myrcia Imp.	2 30	Green, Peninsular	70 75 75	
Piper Alba, (po. 65)	25 28	" Vini Rect. bbl	2 31 2 41	Lead, red	7 6 1/4	
Pil Burgi	25 28	2 27.	2 31 2 41	" white	7 6 1/4	
Plumbi Acet.	14 15	Less 5c gal., cash ten days.	2 31 2 41	Whiting, white Span	70 75 75	
Pulvis Ipecac et opii	1 10 2 10	Strychnia Crystal	2 31 2 41	Whiting, Gilders	70 75 75	
Pyrethrum, boxes H	25 28	Sulphur, Subl.	3 6 4	White, Paris American	1 0	
" P. D. Co., doz.	25 28	" Roll	2 31 2 41	Whiting, Paris Eng.	70 75 75	
Pyrethrum, pv	30 35	Tamarinds	8 2 10	cliff	1 40	
Quassia	8 10	Terebenth Venice.	2 31 2 41	Pioneer Prepared Paint	20 21 4	
Quinia, S. P. & W	31 36	Theobromas	4 2 55	Swiss Villa Prepared	1 00 2 1 20	
" S. German	20 25	Vanilla	9 00 2 16 00	Paints	1 00 2 1 20	
Rubia Tincturum	12 14	Zinc Sulph.	7 2 8	VARNISHES.		
Saccharum Lactis pv.	25 28	OILS.		No. 1 Turp Coach	1 10 2 1 20	
Salacin	1 80 2 1 85	Whale, winter	70 70	Extra Turp.	1 10 2 1 20	
Sanguis Draconis	40 50	Lard, extra	55 60	Coach Body	2 75 2 50 00	
Santonine	4 50	Lard, No. 1	45 59	No. 1 Turp Furn	1 00 2 1 20	
Sapo, W	12 14	Lined, pure raw	36 39	Extra Turk Damar	1 55 2 1 60	
" M.	10 12			Japan Dryer, No. 1	70 2 75	
" G.	10 15			Turp.	70 2 75	

## HAZELTINE &amp; PERKINS DRUG CO.

Importers and Jobbers of

## DRUGS

CHEMICALS AND

## PATENT MEDICINES.

DEALERS IN

## Paints, Oils and Varnishes.

Sole Agents for the Celebrated

## SWISS VILLA PREPARED PAINTS.

## Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

## Weatherly's Michigan Catarrh Remedy.

We have in Stock and Offer a Full Line of

## WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and Guarantee Satisfaction. All orders are Shipped and Invoiced the same day we receive them. Send in a trial order.

## Hazeltime &amp; Perkins Drug Co.,

GRAND RAPIDS, MICH.

## GROCERIES.

## Eloquent Tribute to the Traveler.

At the recent annual convention of the National Wholesale Druggists' Association, held at Louisville, the following eloquent tribute to the commercial traveler was delivered by a leading wholesale druggist:

The commercial traveler is not a standing army, but the most active set of business warriors which the world knows. He is the advanced guard, skirmisher, minute man, scout and soldier in one. There never was any great body of upright men engaged in an honorable avocation but what they had an adequate reason for existence. The commercial travelers of this great and wonderful country are working as a part of God's machinery of civilization. There is an unwritten law of progress which melts like wax the thoughts and opinions of men and casts them in the mold of God's will. They must conform with His great plans or they will be thrown like driftwood to bleach on the rocky shore of retrogression. The commercial traveler is one of the chief factors of modern business advancement. Without him our railroads would scarcely live, much less extend their lines. The modern Pullman would be like Darwin's missing link. We would crawl from New York to Chicago in unlimited time. The dining car would be at the ten minute station, and we would still be gnawing at those hand-sewed doughnuts which the traveling man—God bless him—has at last consumed. The darky porter is the only man on the railroad who kicks at the commercial traveler. He has his hand colloused and probably covered with corns by the innumerable quarters which at first tickled it, and which, by the way, we have checked in the expense book as sundries, while the salt tears trickled through our eyelids. Hotels, those marvelous palaces which extend to us their hospitality, make us at home wherever we may wander, and which contribute to the lasting benefit of every community where they exist, are an outgrowth directly traceable to the commercial traveler. He stands between the wholesaler and retailer as the wire of the telegraph between the two electrical instruments, and communication would be impossible without him. His brisk air and cheerful face encourage and brighten the very atmosphere of business; his ideas and suggestions awake from his lethargy the slumbering retailer and open new avenues of trade. The commercial traveler is the whisk broom of business, and his duty is to brush the cobwebs from the corners and enliven the conservatism of both his customers and his employers.

How many of you would be as bright and successful business men as you are to-day if you had never been commercial travelers? What city could stand in the front rank of business activity and civilization if it forbade the entrance of commercial travelers? The commercial traveler founded his right to exist on a rock which cannot be removed without shaking to its foundation the whole structure of business. Let us then bow to the inevitable and patiently check up his expense book.

## Failure of W. I. McKenzie, the Muskegon Grocer.

W. I. McKenzie, grocer at Muskegon, has assigned to Chas. C. Moulton, who estimates the liabilities at \$1,537.94 and the assets at \$2,109.65—\$1,230 in stock and \$879.65 in book accounts. The principal creditors are as follows:

Lumberman's National Bank, Muskegon, \$115.92  
Andrew Wierogon, Muskegon, 176.35  
Ball-Barnhart-Putnam Co., Grand Rapids, 109.40  
Olney & Judson Grocer Co., 437.55  
Hawkins & Co., 107.70

It is due to the Olney & Judson Grocer Co. to say that they pronounce assignee's statement of their claim incorrect—that McKenzie owes them only \$58.46.

If you are told you resemble a great man, say nothing. It may be that the resemblance will cease the moment you open your mouth.

## Decision Against a Mercantile Agency.

A decision of the Supreme Court of Pennsylvania upon the liabilities of commercial agencies, recently handed down, is of interest to the business world.

The case decided was a suit brought against the Bradstreet Company. It appears that the rating book published by this agency and furnished to its subscribers for their information represented a certain manufacturing company as possessing a paid-in capital stock of \$600,000, whereas only \$20,000 had been paid in on the capitalization. The plaintiff, relying upon this report of the agency, sold the company a bill of goods on credit, the amount of which they lost by insolvency proceedings on the part of the buyers. Suit was at once brought against the Bradstreet Company for the amount of loss the seller had sustained by reason of this false information afforded him by the defendant company.

The company first pleaded a typographical error, and, second, the following clause of its agreement with its subscribers: "That the said company shall not be liable for any loss or injury caused by the neglect or other act of any officer or agent of the company in procuring, collecting and communicating said information; that the company does not guarantee the correctness of said information."

The court decided that the stipulation did not exempt the company, but its agents, and held that under a fair and reasonable construction of the clause, the company ought not to be liable for mistakes arising from those who collect and impart information. This, however, was not the case in this suit. The agent had made a correct report to the company, and the company was responsible for the gross error made, and for this negligence was clearly liable. Judgment was, therefore, given against the company for the full amount claimed and costs of suit.

## Use Tradesman Coupon Books.

## Crockery &amp; Glassware

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

LAMP CHIMNEYS.—Per box.	
No. 0 Sun.	1 75
No. 1 "	1 88
No. 2 "	2 70

First quality.	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 "	2 80
No. 2 "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 "	4 70
No. 2 Hinge, "	4 70
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
No. 1 crimp, per doz.	1 35
No. 2 "	1 60

LAMP WICKS.	
No. 0, per gross	23
No. 1, "	28
No. 2, "	38
No. 3, "	75
Mammoth, per doz.	90

STONEWARE—AKRON.	
Butter Crocks, 1 and 2 gal.	66
" 3 to 6 gal.	66 1/2
Jugs, 1/2 gal., per doz.	76
" 2 "	90
" 3 "	1 80
Milk Pails, 1/2 gal., per doz. (glazed 75c)	60
" 1 " " ( " 90c)	72

## POULTRY.

Local dealers pay as follows for dressed fowls:	
Spring chickens	9 @ 10
Fowl	7 @ 8
Turkeys	11 @ 12
Ducks	12 @ 13
Geese	11 @ 12

## PRODUCE MARKET.

Apples—\$2 per bbl. for choice winter fruit. Beans—The market is a little stronger. Dealers now pay \$1.30@1.40 for unpecked and country picked and holding at \$1.05@1.75 for city picked pea or medium.  
Butter—Choice dairy finds ready sale at 21¢.  
Factory creamery is held at 23¢.  
Celery—20¢ per doz.  
Cabbages—40¢ per doz.  
Cider—Sweet, 10¢ per gal.  
Cranberries—Fancy Cape Cod are held at 4¢ per bbl. Jersey Bell and Cherries common \$7.50 per bbl.  
Eggs—Dealers pay 20¢ for strictly fresh, holding at 22¢. 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¢ and holding at 7¢.  
Grapes—Nine-pound baskets sold at 25¢@30¢ for Concord and 40¢ for Delaware. California Tokay command \$2 per 4 basket crate.  
Honey—Dealers pay 12¢, 4c and hold at 15¢@16¢.  
Onions—Dealers pay 50¢@60¢ and hold at 65¢@70¢, extra fancy commanding about 80¢.  
Potatoes—Local handlers are paying 18¢@20¢ for choice stock, but are not at all anxious to purchase, even at that price.  
Squash—Hubbard, 2c 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 00
Extra clear pig, short cut.	13 75
Extra clear, heavy	
Clear, fat back	13 50
Boston clear, short cut.	13 75
Clear back, short cut.	13 75
Standard clear, short cut, best.	13 75
SAUSAGE—Fresh and Smoked.	
Pork Sausage.	6 1/2
Ham Sausage.	9
Tongue Sausage.	9
Frankfort Sausage	7 1/2
Blood Sausage.	5
Bologna, straight.	5
Bologna, thick.	5
Head Cheese.	5

LARD—Kettle Rendered	
Tierces	7 1/2
Tubs.	8
50 lb. Tins.	8
LARD.	
	Family. Com.
Tierces	5 1/2 5 1/2
50 and 50 lb. Tubs.	5 1/2 5 1/2
3 lb. Pails, 20 in a case.	6 1/2 6 1/2
5 lb. Pails, 12 in a case.	6 1/2 6 1/2
10 lb. Pails, 6 in a case.	6 1/2 6 1/2
20 lb. Pails, 4 in a case.	6 1/2 6 1/2
50 lb. Cans.	6 5 1/2

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	6 50
Extra Mess, Chicago packing.	6 50
Boneless, rump butts.	9 50
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.	9 1/2
" 16 lbs.	9 1/2
" 12 to 14 lbs.	10
" picnic	7 1/2
" best boneless	9 1/2
Shoulders	6 1/2
Breakfast Bacon, boneless	9 1/2
Dried beef, ham prices	8
Long Cleats, 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 @ 6
" fore "	3 1/2 @ 5
" loins, No. 3	4 @ 7 1/2
" ribs	6 @ 7
" rounds	4 1/2 @ 5
" tongues	4 @ 5
Bologna	4 @ 5
Pork loins	4 @ 5 1/2
" shoulders	4 @ 4 1/2
Sausage, blood or head	4 @ 5
" liver	4 @ 5
" Frankfort	4 @ 7 1/2
Mutton	5 @ 5 1/2
Veal	5 1/2 @ 6

## 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 00
Selects, "	1 60
OYSTERS—Cans.	
Fairhaven Counts	@ 35
F. J. D. Selects	@ 30
Selects	@ 22
F. J. D.	@ 20
Anchor	@ 18
Standards	@ 16
Favorites	@ 14
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.	
Standard, per lb.	Bbls. Pails.
" 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.	
Standard	6 1/2 7 1/2
Leader	6 1/2 7 1/2
Special	7 8
Royal	7 8 1/2
Nobby	7 1/2 8 1/2
Broken	7 1/2 8 1/2
English Rock	7 8
Conserve	7 1/2 8 1/2
Broken Taffy	7 1/2 8 1/2
Peanut Squares	9
Extra	10
French Creams	10 1/2
Valley Creams	13 1/2

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

FANCY—In 5 lb. boxes.	
Per Box.	
Lemon Drops	55
Sour Drops	55
Peppermint Drops	65
Chocolate Drops	70
H. M. Chocolate Drops	70
Gum Drops	40 @ 50
Licorice Drops	1 00
A. B. Licorice Drops	80
Lozenges, plain	65
" printed	70
Imperial	65
Mottos	75
Cream Bar	60
Molasses Bar	55
Hand Made Creams	85 @ 95
Plain Creams	80 @ 90
Decorated Creams	1 00
String Rock	70
Burnt Almonds	1 00
Wintergreen Berries	65

CARAMELS.	
No. 1, wrapped, 2 lb. boxes	34
No. 1, " 3 " "	31
No. 2, " 2 " "	28
No. 3, " 3 " "	42
Stand up, 5 lb. boxes	1 10

ORANGES.	
Floridas, fancy	3 75 @ 3 25

LEMONS.	
Messina, choice, 300	@ 4 10
" fancy, 300	@ 6
" choice 300	@ 6
" fancy 300	@ 6

OTHER FOREIGN FRUITS.	
Figs, fancy layers, 6 lb.	14 @ 15
" " 10 lb.	@ 15
" extra " 14 lb.	@ 18
" " 20 lb.	@ 18
Dates, Fard, 10-lb. box	@ 9
" " 50-lb. "	@ 8
" Persian, 50-lb. box	@ 6 1/2

NUTS.	
Almonds, Tarragona	@ 16
" Ivaca	@ 16 1/2
" California	@ 19 1/2
Brazils, new	7 1/2 @ 8
Pilberts	@ 14
Walnuts, Grenoble	@ 14
" Marbot	@ 10
" Chili	@ 10
Table Nuts, fancy	@ 13
" choice	11 @ 12
Pecans, Texas, H. P.	15 @ 17
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	@ 5
Dry	5 @ 6
Kips, green	3 @ 4
" cured	@ 5
Calfskins, green	4 @ 5
" cured	5 @ 6
Deacon skins	10 @ 20
No. 2 hides 1/2 off.	
PELTS.	
Shearlins	10 @ 25
Lambs	20 @ 25
WOOL.	
Washed	20 @ 25
Unwashed	10 @ 20
MISCELLANEOUS.	
Tallow	3 1/2 @ 4
Grease butter	1 @ 2
Switches	1 1/2 @ 2
Ginseng	2 00 @ 2 50

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
Naptha	@ 7 1/2
Gasoline	@ 8 1/2
Cylinder	27 @ 30
Engine	13 @ 21
Black, 25 to 30 deg.	@ 7 1/2



<b>APPLE BUTTER.</b> 40 lb. pails ..... 5 20 lb. pails ..... 5 1/2 Mason's, 10, 20 or 30 lbs. 6 " 5 lb. .... 7 <b>AXLE GREASE.</b> Grafite. 1 1/2 gr. cases, per gr. \$8 50 12 1/2 lb. pails, per doz. 7 50 25 lb. .... 12 00 100 lb. kegs, per lb. 4 250 lb. 1/2 bbls., per lb. 3 1/2 400 lb. bbls., per lb. 3 1/2 Badger. 1 1/2 gr. cases, per gr. \$6 50 12 1/2 lb. pails, per doz. 7 00 25 lb. .... 10 50 100 lb. kegs, per lb. 3 1/2 250 lb. 1/2 bbls., per lb. 3 1/2 400 lb. bbls., per lb. 3 <b>BAKING POWDER.</b> Acme, 1 lb. cans, 3 doz. 45 " 1/2 lb. " 1 " 85 " 1 lb. " 1 " 100 " bulk ..... 10 Telfer's, 1/2 lb. cans, doz. 45 " 1 lb. " " 85 " 1 lb. " " 150 Arctic, 1/2 lb. cans ..... 50 " 1 lb. " " 130 " 5 lb. " " 9 00 Red Star, 1/2 lb. cans ..... 40 " 1 lb. " " 89 " 1 lb. " " 1 50 <b>BATH BRICK.</b> 2 dozen in case. 30 English ..... 30 Bristol ..... 60 Domestic ..... 60 <b>BULBING.</b> Gross 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, " ..... 8 00 " 1 oz. ball ..... 4 50 <b>BROOMS.</b> No. 2 Hurl ..... 1 75 No. 1 " ..... 2 00 No. 2 Carpet ..... 2 25 No. 1 " ..... 2 50 Parlor Gem ..... 2 75 Common Whisk ..... 90 Fancy " ..... 1 20 Mill ..... 3 25 Warehouse ..... 2 75 <b>BUCKWHEAT FLOUR.</b> Rising Sun ..... 5 00 York State ..... 5 00 Self Rising ..... 5 10 <b>CANDLES.</b> Hotel, 40 lb. boxes ..... 10 1/2 Star, 40 " ..... 10 1/2 Paraffine ..... 12 Wickling ..... 25 <b>CANNED GOODS.</b> <b>FISH.</b> Clams. Little Neck, 1 lb. .... 1 10 " 2 lb. .... 1 30 Clam Chowder. Standard, 3 lb. .... 2 30 Cove Oysters. Standard, 1 lb. .... 1 10 " 2 lb. .... 1 10 Lobsters. Star, 1 lb. .... 2 45 " 2 lb. .... 3 45 Pienie, 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 45 " 2 lb. .... 2 10 Sardines. American 1/2 lb. .... 4 1/2 @ 5 Imported 1/2 lb. .... 11 @ 12 Mustard 1/2 lb. .... 13 @ 14 Brook, 3 lb. .... 50 <b>FRUITS.</b> Apples. York State, gallons ..... 2 50 Hamburg ..... 2 50 Live oak ..... 2 25 Santa Cruz ..... 2 00 Lusk's ..... 2 50 Overland ..... 1 90 Blackberries. F. & W. .... 90 Red ..... 1 20 Pitted Hamburg ..... 1 75 White ..... 1 60 Erie ..... 1 30 Damsons, Egg Plums and Green Gages. Erie ..... @ 1 25 Common ..... 1 10 Pie ..... 90 @ 1 00 Maxwell ..... 1 50 Shepard's ..... 1 30 California ..... @ 2 25 Pears. Domestic ..... 1 25 Riverside ..... 2 25 Pineapples. Common ..... 1 30 Johnson's sliced ..... 2 50 " grated ..... 2 75 Common ..... 1 10 Raspberries. Red ..... 1 30 Black Hamburg ..... 1 50 Erie, black ..... 1 40		<b>Strawberries.</b> Lawrence ..... 1 Hamburg ..... 2 25 Erie ..... 1 15 <b>Whortleberries.</b> Common ..... 1 40 F. & W. .... 1 25 Blueberries ..... 1 30 <b>MEATS.</b> Canned beef, Libby's ..... 2 10 Roast beef, Armour's ..... 1 75 Potted ham, 1/2 lb. .... 1 40 " 1 lb. .... 1 60 " tongue, 1/2 lb. .... 1 10 " 1 lb. .... 95 " chicken, 1/2 lb. .... 95 <b>VEGETABLES.</b> Hamburg stringless ..... 1 25 " French style ..... 2 25 Limas ..... 1 30 Lima, green ..... 1 30 soaked ..... 90 Lewis Boston Baked ..... 1 35 Bay State Baked ..... 1 35 World's Fair ..... 1 35 Corn. Hamburg ..... 1 25 Tiger ..... 1 10 Purity ..... 1 10 Honey Dew ..... 1 40 Peas. Hamburg marrowfat ..... 1 35 " early June ..... 1 50 " Champion Eng. .... 1 50 Hamburg petit pois ..... 1 75 " fancy sifted ..... 1 90 Soaked Harris standard ..... 75 Van Camp's Marrofat ..... 1 10 " Early June ..... 1 10 Archer's Early Blossom ..... 1 35 French ..... 1 80 Mushrooms ..... 17 @ 18 Pumpkin ..... 90 Squash ..... 1 30 Hubbard ..... 1 40 Hamburg ..... 85 Soaked ..... 1 60 Honey Dew ..... 1 60 Tomatoes. Van Camp's ..... 1 00 No. Collins ..... 1 60 Hamburg ..... 1 30 Gallon ..... 2 50 <b>CHOCOLATE-BAKER'S.</b> German Sweet ..... 22 Premium ..... 36 Pure ..... 38 Breakfast Cocoa ..... 40 <b>CHEESE.</b> Amboy ..... @ 12 1/2 Norway ..... @ 11 1/2 Riverside ..... @ 12 1/2 Allegran ..... @ 11 1/2 Skim ..... @ 10 Brick ..... 12 1/2 Edam ..... @ 11 00 Limburger ..... @ 35 Roquefort ..... @ 22 Sap Sago ..... @ 25 Schweitzer, Imported ..... @ 25 " domestic ..... @ 13 <b>CATSUP.</b> Half pint, common ..... 80 Pint ..... 1 00 Quart ..... 1 50 Half pint, fancy ..... 2 00 Pint ..... 3 00 <b>CLOTHES PINS.</b> 5 gross boxes ..... 40 <b>COCOA SHELLS.</b> Bulk ..... @ 4 Pound packages ..... @ 7 <b>COFFEE.</b> <b>GREEN.</b> Rio. Fair ..... 16 Good ..... 17 Prime ..... 18 Golden ..... 20 Peaberry ..... 20 Santos. Fair ..... 16 Good ..... 17 Prime ..... 18 Peaberry ..... 20 Mexican and Guatemala. Fair ..... 20 Good ..... 21 Fancy ..... 23 Prime ..... 19 Milled ..... 20 Java. Interior ..... 25 Private Growth ..... 27 Mandehling ..... 28 Mocha. Imitation ..... 23 Arabian ..... 26 <b>ROASTED.</b> To ascertain cost of roasted coffee, add 1/4 cent. per lb. for roasting and 15 per cent. for shrinkage. <b>PACKAGE.</b> Arbuckle's Ariosa ..... 20 1/2 McLaughlin's XXXX ..... 20 1/2 Lion ..... 20 1/2 <b>EXTRACT.</b> Valley City ..... 75 Pell ..... 15 Hummel's, foil ..... 1 50 " tin ..... 2 50 <b>CHICORY.</b> Bulk ..... 4 1/2 Red ..... 7 <b>CLOTHES LINES.</b> Cotton, 40 ft. per doz. 1 25 " 50 ft. " 1 40 " 60 ft. " 1 60 " 70 ft. " 1 75 " 80 ft. " 1 90 Jute ..... 90 " 72 ft. " 1 00		<b>CONDENSED MILK.</b> Eagle ..... 7 40 Crown ..... 6 50 Genuine Swiss ..... 8 00 American Swiss ..... 7 00 <b>COUPON BOOKS.</b> <b>"TRADESMAN."</b> \$1, per hundred ..... 2 00 \$2, " ..... 2 50 \$3, " ..... 3 00 \$4, " ..... 3 00 \$5, " ..... 4 00 \$10, " ..... 5 00 \$20, " ..... 5 00 <b>"SUPERIOR."</b> \$1 per hundred ..... 2 50 \$2, " ..... 3 00 \$3, " ..... 4 00 \$4, " ..... 5 00 \$10, " ..... 6 00 <b>"UNIVERSAL."</b> \$1, per hundred ..... 3 00 \$2, " ..... 3 50 \$3, " ..... 4 00 \$4, " ..... 5 00 \$5, " ..... 6 00 \$10, " ..... 7 00 \$20, " ..... 7 00 Bulk orders for above coupon books are subject to the following discounts: 200 or over ..... 5 per cent. 500 " ..... 10 1000 " ..... 20 <b>COUPON PASS BOOKS.</b> [Can be made to represent any denomination from \$10 down.] 20 books ..... \$1 00 50 " ..... 2 00 100 " ..... 3 00 250 " ..... 6 25 500 " ..... 10 00 1000 " ..... 17 50 <b>CRACKERS.</b> Butter. Seymour XXX ..... 6 Seymour XXX, cartoon ..... 6 1/2 Family XXX ..... 6 Salted XXX ..... 6 Salted XXX, cartoon ..... 6 1/2 Kenosha ..... 7 1/2 Boston ..... 8 Butter biscuit ..... 6 1/2 Soda, XXX ..... 6 Soda, City ..... 7 1/2 Soda, Duchess ..... 8 1/2 Crystal Wafer ..... 10 Reception Flakes ..... 10 Oyster. S. Oyster XXX ..... 5 1/2 City Oyster XXX ..... 5 1/2 Shell Oyster ..... 6 <b>CREAM TARTAR.</b> Strictly pure ..... 30 Telfer's Absolute ..... 35 Grocers' ..... 10 @ 15 <b>DRIED FRUITS.</b> <b>Apples.</b> Sundried ..... @ 5 1/2 Evaporated ..... @ 7 1/2 California Evaporated. Apricots ..... 11 Blackberries ..... 5 Nectarines ..... 10 Peaches ..... 10 Pears, sliced ..... 8 1/2 Plums ..... 8 1/2 Prunes, sweet ..... 8 1/2 <b>PRUNES.</b> Turkey ..... 5 1/2 @ 6 Bosnia ..... @ 2 French ..... @ 2 California ..... @ 9 <b>PEEL.</b> Lemon ..... 18 Orange ..... 18 <b>CITRON.</b> In drum ..... @ 25 In boxes ..... @ 25 Zante, in barrels ..... @ 4 1/2 " in 1/2 bbls. .... @ 5 " in less quantity ..... @ 5 1/2 <b>RAISINS-California.</b> London Layers, 2 cr'n ..... 1 60 " 3 " ..... 1 75 " fancy ..... 2 00 Muscatels, 2 crown ..... 1 50 " 3 " ..... 1 60 <b>Foreign.</b> Valencias ..... 7 1/2 Onduras ..... @ 8 1/2 Sultanas ..... 10 @ 12 <b>FARINACEOUS GOODS.</b> Farina. 100 lb. kegs ..... 4 Hominy. Barrels ..... 3 75 Grits ..... 4 50 Lima Beans ..... 5 1/2 Dried ..... 5 1/2 Maccaroni and Vermicelli. Domestic, 12 lb. box ..... 55 Imported ..... 10 Pearl Barley. Kegs ..... @ 3 1/2 Peas. Green, bu. .... 1 10 Split, bbl ..... 5 00 Sago. German ..... 4 1/2 East India ..... 5 1/2		<b>Wheat.</b> Cracked ..... 5 <b>FISH-SALT.</b> <b>Bloaters.</b> Yarmouth ..... 1 10 Cod. Pollock ..... 3 1/2 Whole, Grand Bank ..... 6 @ 6 1/2 Boneless, bricks ..... 7 1/2 @ 8 1/2 Boneless, strips ..... 7 1/2 @ 8 1/2 Halibut. Smoked ..... 12 Herring. Scaled ..... 20 Holland, bbls. .... 10 00 " kegs ..... 85 Round shore, 1/2 bbl. .... 2 50 " 1/4 bbl. .... 1 50 Mackerel. No. 1, 1/2 bbls. 100 lbs. .... 11 00 No. 1, kits, 10 lbs. .... 1 25 Family, 1/2 bbls. 100 lbs. .... 5 50 " kits, 10 lbs. .... 75 Sardines. Russian, kegs ..... 45 Trout. No. 1, 1/2 bbls. 100 lbs. .... 5 75 No. 1, kits, 10 lbs. .... 90 Whitfish. No. 1, 1/2 bbls. 100 lbs. .... 7 50 No. 1, kits, 10 lbs. .... 1 00 Family, 1/2 bbls. 100 lbs. .... 2 50 " kits 10 lbs. .... 50 <b>FLAVORING EXTRACTS.</b> Jennings' D. C. Lemon, Vanilla 2 oz. folding box ..... 1 25 3 oz. " ..... 1 50 4 oz. " ..... 2 00 6 oz. " ..... 2 00 8 oz. " ..... 3 00 <b>GUN POWDER.</b> Kegs ..... 5 50 Half kegs ..... 3 00 <b>HERBS.</b> Sage ..... 15 Hops ..... 25 <b>JELLY.</b> Chicago goods ..... @ 3 Mason's, 10, 20 and 30 lbs. 6 " 5 lb. .... 7 <b>LICORICE.</b> Pure ..... 30 Calabria ..... 25 Sicily ..... 18 <b>LYE.</b> Condensed, 2 doz. .... 1 25 <b>MATCHES.</b> No. 9 sulphur ..... 1 65 Anchor parlor ..... 1 70 No. 2, home ..... 1 10 Export parlor ..... 4 00 <b>MINCE MEAT.</b> <b>NEW ENGLAND</b> <b>MINCE MEAT</b> T. E. DOUGHERTY, CHICAGO, ILL. & PORTLAND, ME. 3 or 6 doz. in case per doz. 1 00 <b>MOLASSES.</b> Blackstrap ..... 14 Sugar house ..... 35 Ordinary ..... 16 Porto Rico ..... 16 Fancy ..... 20 New Orleans. Fair ..... 17 Good ..... 20 Extra good ..... 26 Choice ..... 30 Fancy ..... 36 One-half barrels, 3c extra <b>OATMEAL.</b> Barrels 200 ..... @ 4 75 Half barrels 100 ..... @ 2 50 <b>ROLLED OATS.</b> Barrels 180 ..... @ 4 75 Half bbls 90 ..... @ 2 50 <b>PICKLES.</b> Medium. Barrels, 1,200 count ..... \$1 50 Half barrels, 600 count ..... 2 75 Small. Barrels, 2,400 count ..... 5 50 Half barrels, 1,200 count ..... 3 25 <b>PIPES.</b> Clay, No. 216 ..... 1 75 " T. D. full count ..... 75 Cob, No. 3 ..... 1 25 <b>RICE.</b> Domestic. Carolina head ..... 7 " No. 1 ..... 6 " No. 2 ..... @ 5 Broken. Imported. Japan, No. 1 ..... 6 " No. 2 ..... 5 1/2 Java ..... 5 Patna ..... 5 <b>SAUERKRAUT.</b> Silver Thread, bbl ..... \$3 50 " 1/2 bbl ..... 2 00 <b>SAPOLIO.</b> Kitchen, 3 doz. in box ..... 2 50 Hand 3 " ..... 2 50 <b>SPICES.</b> Whole Sifted. Allspice ..... 10 Cassia, China in male ..... 8 " Batavia in bund ..... 15 " Saigon in rolls ..... 35 Cloves, Amboy ..... 22 " Zanzibar ..... 13 Mace Batavia ..... 30		<b>Nutmegs, fancy.</b> No. 1 ..... 75 No. 2 ..... 65 Pepper, Singapore, black ..... 15 " white ..... 25 " shot ..... 19 <b>Pure Ground in Bulk.</b> Allspice ..... 30 Cassia, Batavia ..... 30 " and Saigon ..... 25 " Saigon ..... 35 Cloves, Amboy ..... 30 " Zanzibar ..... 20 Ginger, African ..... 15 " Cochiti ..... 18 " Jamaica ..... 20 Mace Batavia ..... 30 Mustard, Long and Trieste ..... 25 " Trieste ..... 27 Nutmegs, No. 2 ..... 65 Pepper, Singapore, black ..... 20 " white ..... 30 " Cayenne ..... 25 Sage ..... 20 " Absolute" in Packages. Allspice ..... 1/2 @ 5 1/2 Cinnamon ..... 1/2 @ 5 1/2 Cloves ..... 1/2 @ 5 1/2 Ginger, Jam. .... 1/2 @ 5 1/2 " Af. .... 1/2 @ 5 1/2 Mustard ..... 1/2 @ 5 1/2 Pepper ..... 1/2 @ 5 1/2 Sage ..... 1/2 @ 5 1/2 <b>SUGAR.</b> Cut Loaf ..... @ 5 1/2 Cubes ..... @ 5 1/2 Powdered ..... @ 4 1/2 Granulated ..... @ 4 1/2 Confectioners' A. .... @ 4 1/2 Soft A ..... @ 4 1/2 White Extra C. .... @ 4 1/2 Extra C. .... @ 4 C ..... @ 3 1/2 Yellow ..... @ 3 1/2 Less than bbls. 1/4c advance <b>STARCH.</b> Corn. 20-lb. boxes ..... 6 1/2 40-lb. " ..... 6 1/2 Gloss ..... 6 1-lb. packages ..... 6 3-lb. " ..... 6 1/2 6-lb. " ..... 6 1/2 40 and 50 lb. boxes ..... 4 1/2 Barrels ..... 4 1/2 <b>SCOTCH.</b> Scotch, in bladders ..... 27 Maccaboy, in jars ..... 35 French Rappee, in jars ..... 43 <b>SODA.</b> Boxes ..... 5 1/2 Kegs, English ..... 4 1/2 <b>SAL SODA.</b> Kegs ..... 1 1/2 Granulated, boxes ..... 1 1/2 <b>SEEDS.</b> Mixed bird ..... 4 1/2 @ 6 Caraway ..... 10 Causary ..... 3 1/2 Hemp ..... 4 1/2 Anise ..... 13 Rape ..... 6 Mustard ..... 7 1/2 <b>SALT.</b> Diamond Crystal. 100 3-lb. sacks ..... \$2 40 50 5-lb. " ..... 2 25 25 10-lb. sacks ..... 2 15 20 14-lb. " ..... 2 00 24 3-lb. cases ..... 1 50 56 lb. dairy in linen bags ..... 50 28 lb. " ..... 25 Warsaw. 56 lb. dairy in linen bags ..... 35 28 lb. " ..... 18 Ashton ..... 75 56 lb. dairy bags ..... 15 Higgins ..... 75 56 lb. dairy bags ..... 75 Solar Rock ..... 25 56 lb. sacks ..... 25 Saginaw and Manistee ..... 90 Common Fine per bbl ..... 90 <b>SALERATUS.</b> Packed 60 lbs. in box. \$3 30 Church's ..... 3 30 DeLand's ..... 3 30 Dwight's ..... 3 30 Taylor's ..... 3 00 <b>SOAP.</b> Allen B. Whisley's Brands Old Country, 50 1-lb. bars ..... 33 50 Good Cheer, 60 1-lb. bars ..... 30 00 Bonner, 100 1/2-lb. bars ..... 30 00 <b>SRUPS.</b> Corn. Barrels ..... 25 Half bbls. .... 27 Pure Cane. Fair ..... 19 Good ..... 25 Choice ..... 30 <b>SWEET GOODS.</b> Ginger Snaps ..... 8 Sugar Creams ..... 8 Frosted Creams ..... 9 1/2 Graham Crackers ..... 8 Oatmeal Crackers ..... 8 1/2 <b>TEAS.</b> <b>JAPAN-Regular.</b> Fair ..... @ 17 Good ..... @ 20 Choice ..... @ 24 Dust ..... @ 10 @ 12 <b>SUN CURED.</b> Fair ..... @ 17 Good ..... @ 20 Choice ..... @ 24 Dust ..... @ 10 @ 12 <b>BASKET FIRE.</b> Fair ..... @ 18 Choice ..... @ 25 Dust ..... @ 10 @ 12 <b>EXTRA choice, wire leaf</b> <b>GUNPOWDER.</b> Common to fair ..... 25 @ 35 Extra fine to finest ..... 50 @ 65 Choice fancy ..... 75 @ 85 <b>OOLONG.</b> Common to fair ..... 23 @ 30		<b>IMPERIAL.</b> Common to fair ..... 23 @ 25 Superior to fine ..... 30 @ 35 <b>YOUNG HYSON.</b> Common to fair ..... 18 @ 20 Superior to fine ..... 30 @ 35 <b>ENGLISH BREAKFAST.</b> Fair ..... 18 @ 20 Choice ..... 24 @ 28 Best ..... 40 @ 50 <b>TOBACCOES.</b> <b>Fine Cut.</b> Pails unless otherwise noted. Hiawatha ..... 30 Sweet Cuba ..... 34 McGinty ..... 24 " 1/2 bbls ..... 22 Little Darling ..... 22 " 1/2 bbl ..... 20 1791, 1/2 bbl ..... 19 1891, 1/2 bbl ..... 19 Valley City ..... 33 Dandy Jim ..... 27 Tornado ..... 20 <b>Plug.</b> Searhead ..... 40 Joker ..... 17 Zeno ..... 22 L. & W. .... 24 Here 10 Is. .... 31 Old Style ..... 31 Old Honesty ..... 4 Jolly Tar ..... 32 Hiawatha ..... 37 Valley City ..... 34 Jas. G. Butler & Co.'s Brands. Something Good ..... 38 Toss Up ..... 26 Out of Sight ..... 25 <b>Smoking.</b> Boss ..... 12 1/2 Colonel's Choice ..... 13 Warpath ..... 14 Banner ..... 14 King Bee ..... 20 Kiln Dried ..... 17 Nigger Head ..... 23 Honey Dew ..... 24 Gold Block ..... 28 Peerless ..... 24 Rob Roy ..... 24 Uncle Sam ..... 28 Tom and Jerry ..... 25 Brier Pipe ..... 30 Yum Yum ..... 32 Red Clover ..... 32 Navy ..... 32 Handmade ..... 40 Frog ..... 33 <b>VINEGAR.</b> 40 gr. .... 8 50 gr. .... 9 <b>1/2 for barrel.</b> <b>WET MUSTARD.</b> Bulk, per gal ..... 30 Beer mug, 2 doz in case ..... 1 75 <b>YEAST-Compressed.</b> Fermentum per doz. cakes ..... 15 " per lb. .... 3 1/2 <b>PAPER &amp; WOODENWARE.</b> <b>PAPER.</b> Straw ..... 13 Rockfalls ..... 3 Rag sugar ..... 2 Hardware ..... 2 1/2 Bakers ..... 2 1/2 Dry Goods ..... 5 1/2 @ 6 Jute Manila ..... @ 6 1/2 Red Express No. 1 ..... 5 1/2 " No. 2 ..... 4 1/2 <b>TWINES.</b> 48 Cotton ..... 22 Cotton, No. 1 ..... 20 " No. 2 ..... 18 Sea Island, assorted ..... 35 No. 5 Hemp ..... 15 No. 6 " ..... 15 <b>WOODENWARE.</b> Tubs, No. 1 ..... 7 00 " No. 2 ..... 6 00 " No. 3 ..... 5 00 Pails, No. 1, two hoops ..... 1 35 " No. 1, three hoops ..... 1 60 Clothespins, 5 gr. boxes ..... 50 Bowls, 11 inch ..... 1 00 " 13 " ..... 1 25 " 15 " ..... 2 00 " 17 " ..... 2 75 " assorted, 17s and 19s ..... 2 50 " 15s, 17s and 19s ..... 2 75 Baskets, market ..... 1 20 " shipping bushel ..... 1 30 " full hoop ..... 1 30 " bushel ..... 1 50 " willow c'ths, No. 1 ..... 5 75 " No. 2 ..... 6 25 " No. 3 ..... 7 25 " splint ..... No. 2 4 25 " No. 3 ..... 5 00 <b>GRAINS AND FEEDSTUFFS.</b> <b>WHEAT.</b> No. 1 White (58 lb. test) ..... 90 No. 1 Red (60 lb. test) ..... 90 <b>MEAL.</b> Bolted ..... 1 75 Granulated ..... 2 00 <b>FLOUR.</b> Straight, in sacks ..... 5 00 " barrels ..... 5 10 Patent " sacks ..... 6 00 " barrels ..... 6 10 Graham " sacks ..... 2 30 Rye " ..... 2 65 <b>MILLSTUFFS.</b> Bran ..... 17 00 Screenings ..... 12 00 Middlings ..... 20 00 Mixed Feed ..... 21 00 Coarse meal ..... 21 00 <b>CORN.</b> Car lots ..... 50 Less than car lots ..... 53 <b>OATS.</b> Car lots ..... 38 Less than car lots ..... 40 <b>HAY.</b> No. 1 Timothy, car lots ..... 13 00 No. 1 " ton lots ..... 14 00
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## GEORGE WASHINGTON.

## His Business Relations with London Merchants.

Written for THE TRADESMAN

In presenting the appended letters, written by the hand of the immortal George Washington, under dates specified at the head of each, I have endeavored to select from a voluminous mass of correspondence those portions which will best serve to show the difference in methods of business now and a century ago.

Probably no man acquainted with the style of the average business letter, as written at the present day, will be able to repress a smile as he reads the apparently well-founded complaints of the Father of his Country, concerning the trouble he experienced with his freights, and the losses occasioned by the carelessness of the ship captains. That it was a matter of even greater moment in those days than at present is attested earlier in the same letter. It was almost impossible for him to duplicate his orders and receive the goods required therein, in less time than the space of a year.

And how forbearing was this man! All of his plaid hose for the Mount Vernon plantation went in a package to Mr. Valentine, and he had to send for them a distance of 150 miles, yet he merely mentions this with the rest, as an item of inconvenience. Think of 150 miles of travel in those days! It probably meant a two weeks' trip over the mountains, and the loss of that much valuable time for the man who made the journey, yet we fail to find that any claim for damages was made upon the merchants.

He complains of the fact that his tobacco was sold at a price  $1\frac{1}{2}$  d. per pound less than other merchants were getting for the same grades, but he only says: "However, gentlemen, I hope to see it otherwise for the time to come." More than three years later, when he still finds his tobacco does not "partake of the best prices that are going," he says, "Notwithstanding, you will again receive my crops again this year."

Washington must have been a daisy customer.

But even he could not stand everything. After remarking upon the high prices he was paying for his goods, and the unsatisfactory way in which his sales were made, the villainous service rendered by the freight carriers, not to omit the trouble which he was put in to furthering the interests of his correspondents in America, observe the quaintness of his expression regarding the possibility of withdrawing his custom: "These, gentlemen, are my sentiments fully and candidly expressed, \* \* \* but \* \* \* it behooves me to be plain and sincere in my declarations \* \* \*, that I may stand acquitted of the imputation of fickleness, if I am at last forced to a discontinuance of my correspondence with your house."

Imagine writing a letter to your merchant on the 28th day of May, and, while so doing, receiving from him a communication which had been on the way ever since the previous January!

In the face of these facts, it is not surprising that the business letters of our great grand fathers were somewhat more pretentious than those of the present day.

I have thought best to include with these letters a partial list of goods ordered by Washington, from his London

merchants, for use, probably, on his Potomac River plantations, and which were undoubtedly sent with a letter written under date of September 20, 1759; and if the order met with fairly good success, the goods must have reached him some time during the following summer. A portion, however, of the items in the original memorandum have been omitted, owing, in a measure, to the great length of the order, and partly because many of the articles are of too ordinary a nature to excite particular interest. Among those things which we have left out are a long list of drugs for the farriery, and another of tools of various kinds. Of the latter, it is interesting to note that scarcely anything is asked for which cannot now be found in almost any well appointed hardware store.

We give in full the memoranda of articles needed for the Custis children, and they will, perhaps, furnish interesting reading for THE TRADESMAN'S lady friends.

GEO. L. THURSTON.

Invoice of sundries to be sent by Robert Cary & Company for the use of George Washington:

A light summer suit made of duroy by the measure.

4 pieces best India nankeen.  
2 best plain beaver hats, at 21s.  
1 sword belt, red morocco or buff; no buckles or rings.

4 lbs. ivory black.  
2 pairs good horse scissors.

$\frac{1}{2}$  ream good post paper, cut.  
 $\frac{1}{2}$  ream good do. 4to do.

A salmon-colored tabby of the enclosed pattern, with satin flowers, to be made in a sack and coat.

1 cap, handkerchief, tucker and ruffles, to be made of Brussels lace, or point, proper to wear with the above negligee, to cost £20.

1 piece bag holland at 6s.  
2 fine flowered lawn aprons.

2 double handkerchiefs.  
1 pair black and 1 pair white satin shoes, of the smallest 5s.

4 pair calamanco do.  
1 fashionable hat or bonnet.

$\frac{1}{2}$  dozen knots and breast knots.  
1 dozen round silk laces.

1 black mask.  
6 m. miniken pins.

6 m. short whites.  
6 m. corking pins.

1 m. hair do.  
6 lbs. perfumed powder.

3 lbs. best Scotch snuff.  
3 lbs. best violette Strasburg.

2 oz. Coventry thread, one of which to be very fine.

1 case of pickles, to consist of anchovies, capers, olives, salad oil, and one bottle India mangoes.

1 large Cheshire cheese.  
4 lbs. green tea.

10 groce best corks.  
1 hoghead best porter

10 loaves double and 10 single refined sugar.

6 strong halters, hempen reins.  
3 best snaffle bridles.

25 lbs. crown soap.  
2 dozen packs playing cards.

1 bushel tares.  
2 more chair bottoms such as were written for in former invoice.

3 gallons of Rhenish in bottles.  
30 yards red shalloon.

20 dozen white washed coat buttons.  
12 dozen waistcoat ditto.

1 piece dowlas at 10d.  
 $\frac{1}{2}$  dozen pairs strong, coarse thread hose, fit for negro servants.

6 Castor hats at about 5s.  
2 postilion caps.

1 dozen pairs coarse shoe and knee buckles.

450 ells Osnabergs.  
4 pieces brown rolls.

350 yards Kendall cotton.  
100 yards Dutch blankets.

2 pieces farnought.  
2 casks 8d. nails; 2 do. 10d. do.; 10 m.

20d. do.; 20 m. 8d. do.  
2 dozen box gimlets.

450 ells Osnabergs.  
4 pieces brown rolls.

350 yards Kendall cotton.  
100 yards Dutch blankets.

2 pieces farnought.  
2 casks 8d. nails; 2 do. 10d. do.; 10 m.

20d. do.; 20 m. 8d. do.  
2 dozen box gimlets.

Invoice of sundries to be shipped by Robert Cary and Company, for the use of Master John and Miss Patty Custis, each to be charged to their own accounts, but both consigned to George Washington, Potomac River:

FOR MASTER CUSTIS, 6 YEARS OLD.

1 piece Irish Holland at 4s.  
2 yards fine cambric at 10s.

6 pocket handkerchiefs, small and fine.  
6 pairs gloves; 2 laced hats.

2 pieces India nankeen.  
6 pairs fine thread stockings.

4 pairs coarser do.  
6 pairs worsted do.

4 pairs strong shoes; 4 pairs pumps.  
1 summer suit of clothes to be made of something light and thin.

3 ivory combs; 2 horn do.; 2 brushes.  
1 piece black hair ribbon.

1 pair handsome shoe and knee buckles.  
10s worth of toys.

6 little books for children beginning to read.

1 oz. 8d. thread; 1 oz. 12d. do.  
1 oz. 2s. do.; 1 oz. 3s. do.

$\frac{1}{2}$  lb. whited brown thread.  
1 light duffel cloak with silver frogs.

FOR MISS CUSTIS, 4 YEARS OLD.

8 yards fine printed linen at 3s. 6d.  
1 piece Irish Holland at 4s.

2 ells fine Holland at 10s.  
8 pairs kid mitts; 4 pairs gloves.

2 pairs silk shoes.  
4 pairs Calamanco do.; 4 pairs leather pumps.

6 pairs fine thread stockings.  
4 pairs worsted do.

$\frac{1}{2}$  piece flowered Dimity.  
2 yards fine cambric at 10s.

2 caps, 2 pairs ruffles, 2 tuckers, bibs, and aprons, if fashionable.

2 fans; 2 masks; 2 bonnets.  
2M large pins; 2M short whites.

2M minikens; 1 cloth cloak.  
1 stiffened coat of fashionable silk,

made to pack-thread stays.  
6 yards ribbon; 2 necklaces.

1 pair of silver sleeve buttons, with stones.

1 fashionable-dressed baby 10s; and other toys 10s.

6 pocket handkerchiefs.

To Robert Cary and Company, London:

MOUNT VERNON, 28 May, 1762.

GENTLEMEN—In your acknowledged favor of August 10th, I perceive you bring the shortness of some of the bundles of the tobacco shipped in the *Bland* to account for the lowness in the price.

That some of the tobacco was small, I will not undertake to dispute; but at the same time I must observe that it was clean and neatly handled, which I apprehend would have rendered the other objection of very little weight. As to stemming the tobacco, in the manner you recommend, I would readily do it, if the returns would be equivalent to the trouble and loss of the stem; and of this I shall be a tolerable judge, as I am at no small pains this year to try the quality with the advantages and disadvantages of different kinds of tobaccos, and shall at the same time find out the difference between a hoghead of leaf and a hoghead of stemmed tobacco. By comparing the loss of the one with the extra price of the other, I shall be able to determine which is the best to pursue, and follow that method which promises the most certain advantages.

Some of the tobaccos which I put on board the *Unity*, Captain Cuzzens, got damaged in carrying to the warehouses for inspection and had a part cut, which will, no doubt, deface it a little; but as this happened while I was at Williamsburg, I am able to give you no exact information concerning it. In this parcel of tobacco there are three kinds, which please give me your opinions upon.

As I have ever laid it down as an established maxim that every person is (most certainly ought to be) the best judge of what relates to his own interest and concerns, I very rarely undertake to propose schemes to others, which may be attended with uncertainty and mis-carriage. This will at once account for my being among the last, who should advise your sending a vessel into the Potomac for the accommodation of your friends there. That I have often thought of it as a desirable thing for the shippers,

## G. R. MAYHEW,

Grand Rapids, Mich.,

JOBBER OF

Wales Goodyear Rubbers,

Woonsocket Rubbers,

Felt Boots &amp; Alaska Socks.

Whitcomb &amp; Paine's Calf Boots.



Write for Prices.

## FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. GDETT, Vice-President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

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 &amp; CO.,

20 &amp; 22 Monroe St.,

GRAND RAPIDS, - - MICH.

H. M. REYNOLDS &amp; 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.

Ought to Send

At Once

For Sample Sheet and Prices.

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



GRAND RAPIDS, MICH



I will readily confess, and have as often concluded, that, so soon as you found an established consignment formed here, you would do it, of course; and sooner we ought not to expect it. Since you have proposed the matter yourself to me, I certainly must approve of it; and, as you are so obliging as to write that you shall direct the master to be under my notice, I hope that you will be persuaded to believe that I shall readily contribute my best advice and assistance to his despatch.

The tobaccos of most of your friends upon the Potomac (or that ship from thence) lie within fifteen miles above and below this place, and as good, or the best harbour (Piscataway), is within sight of my door. It has this great advantage, besides good anchorage and lying safe from the winds, that it is out of the way of the worm, which is very hurtful to shipping a little lower down, and lies in a very plentiful part of the country. I thought it incumbent upon me to mention these things, after which do as you please. If I had received any intimation of your sending a vessel into this river, I should not have engaged any part of my tobacco to Cuzzens, and while I remain in expectation of her arrival I will not seek a freight elsewhere for the residue of what I intend for your house from this river, which probably may amount to thirty hogsheads more.

Thus far had I written and was going to conclude, when your favor of the eighteenth of January was presented to me. I am sorry to hear the account given of the tobacco shipped in Boyes, but as you do not particularize the proprietors' names, who suffered most, I am in hopes my seventy hogsheads have pretty well escaped the general complaint. If they have not, I confess it to be an art beyond my skill to succeed in making good tobacco, as I have used my utmost endeavours for that purpose these two or three years past; and I am once again urged to express my surprise at finding that I do not partake of the best prices that are going. I saw an account rendered by Mr. Athews of some tobacco, which he sold for Mr. Fairfax at 12½d. The tobacco went from this river, and, I can aver, was not better than twelve hogsheads of my mountain crop, which you received in the *Sarah* and *Bland* last summer. In fact Mr. Fairfax's plantations and mine upon the Shenandoah lie in the same neighborhood. The tobacco is brought to the same inspection, and, to be short, is in all respects, exactly alike. None of mine, however, sold for more than 11d, while his went off a little before at the price of 12½d. as aforesaid. This is a difference really too great, and I see it with concern. However, gentlemen, I hope to see it otherwise for the time to come. I am, etc.,

GEORGE WASHINGTON.

To Robert Cary & Company, London:

MOUNT VERNON, 20 September, 1765.  
GENTLEMEN—It cannot reasonably be imagined, that I felt any pleasing sensations upon the receipt of your letter of 13th of February, covering accounts for sales for one hundred and fifty-three hogsheads of Master Custis's tobacco and one hundred and fifteen of mine.

That the sales are pitifully low needs no words to demonstrate; and that they are worse than many of my acquaintances upon the river Potomac have got in the outports, and from Mr. Russell and other merchants of London, for common Orinoko tobacco, is a truth equally as certain. Nay, not so good as I myself have got from Mr. Gilbert, of Liverpool, for light rent tobaccos (shipped to him at the same time I did to you) of the meanest sort; such as you once complained of, as the worst of Maryland and not salable. Can it be otherwise than a little mortifying, then, to find that we, who raise nothing but sweet-scented tobacco, and endeavor, I may venture to add, to be careful in the management of it, however we fail in the execution, and who, by a close and fixed correspondence with you, contribute so largely to the dispatch of your ships in this country, should meet with such unprofitable returns? Surely I may answer, No! Notwithstanding, you will again receive my

own crops this year, and sixty-seven hogsheads of Master Custis's; but, gentlemen, you must excuse me for adding (as I cannot readily conceive, that our tobaccos are so much depreciated in quality, as not only to sell much below other marks of good repute, but actually for less, as I before observed, than the commonest kinds do), that justice to myself and ward will render it absolutely necessary for me to change my correspondence, unless I experience an alteration for the better.

I might take notice upon this occasion, also, that my tobacco nets a good deal less than Master Custis's and why it should do so I am really at a loss to discover; his one hundred and fifty-three hogsheads averaging £7 7s. 7d. and my one hundred and fifteen only £5 17s. 6d. Perhaps it may be urged that some of mine was Potomac tobacco. I grant it, but take these out, and the Yorks then average £6 6s. 5d. only. If you had allowed him the benefit of the bonded duties, I should not have wondered at the difference; but this, I perceive, is not done; and certain I am, my tobacco ought not to have been inferior to his, in any respect, the lands being the same, and my directions for making it good equally as express.

Tobacco, I well perceive, for a year or two past, has fallen in its value. From what cause I shall not take upon me to determine; and I am not so extravagant as to believe, that my own and Master Custis's crops should fetch their usual prices, when other good tobacco met with abatements. But I am really selfish enough to expect, that we ought to come in for a part of the good prices that are going, from a belief that our tobacco is of a quality not so much inferior to some, that still sells well, and that so considerable a consignment, when confined in a manner to one house, as ours is, would lay claim to the best endeavors of the merchant in the sales, and in the return of goods; for many articles of which I pay exceedingly heavy, another thing I cannot easily account for, unless it is on a presumption that they are bought at very long credits, which by no means ought to be the case. For, where a person has money in a merchant's hands, he should doubtless have all the benefits that can result from that money; and, in a like manner, when he pays interest for the use of the merchant's, should he be entitled to the same advantages; otherwise it might well be asked, for what purpose is that interest paid?

Once, upon my urging a complaint of this nature, you wrote me that the goods ought to be sent back, and they should be returned upon the shopkeeper's hands in cases of imposition; but a moment's reflection points out the inconvenience of such a measure, unless the imposition be grossly abusive, or we could afford to have a year's stock before hand. How otherwise can a person, who imports bare requisites only, submit to lie a year out of any particular article of clothing or necessary for family use, and have recourse to so uncertain and tedious a way of relief as this, when possibly a tradesman would deny the goods and consequently refuse them? It is not to be done. We are obliged to acquiesce in the present loss and hope for future redress.

These, gentlemen, are my sentiments fully and candidly expressed, without any design, believe me, of giving you offence; but, as the selling of our tobaccos well, and the purchasing of our goods upon the best terms, are matters of the utmost consequence to our well-doing, it behooves me to be plain and sincere in my declarations on these points, previous to any change of measures, that I may stand acquitted of the imputation of fickleness, if I am at last forced to discontinue my correspondence with your house.

Twenty hogsheads of my tobacco from this river make up forty-eight which I have in Boyes; the remainder, which is trifling, shall be sent by the first ship that gives liberty; and, as I have not been able to discover any advantages we obtained by our tobaccos lying so long upon hand unsold, I should be glad to have the present crops (and so of others if more be sent) disposed of to the first

good chapmen, and the sales returned, unless there is a very probable prospect of a rise of price to warrant the keeping of it.

By this conveyance you will perceive invoices of goods wanted for our plantations on York River; and those for this river will no longer, I hope, be sent in by Boyes, for, when they come into that river, we really suffer by the strange mistakes that continually happen. Last year several parcels of goods designed for York River were sent to this place, and others for me left down there, and in going backwards and forwards some were lost (things, too, of no inconsiderable value, for one of the parcels was a bale of linen); and this year all of my plaid hose for this river came in a package to Mr. Valentine, and I had to send for them one hundred and fifty miles. These mistakes and inconveniences would be necessarily avoided, if the goods were to come by ships to the respective rivers; and they would also escape those frequent damages, which are the consequence of shifting them from one vessel to another, and transporting them from place to place. Opportunities of doing this cannot be wanting, as many vessels come to this river annually from London, some of which lie at my door.

It appears pretty evident to me, from the prices I have generally got for my tobacco in London, and from some other concomitant circumstances, that it only suits the interest of a few particular gentlemen to continue their consignments of this commodity to that place, while some others should endeavor to substitute some other article in place of tobacco, and try their success therewith. In order thereto you would do me a singular favor in advising me of the general price one might expect for good hemp in your port, watered and prepared according to act of parliament, with an estimate of the freight, and all other incident charges per ton, that I may form some idea of the profits resulting from the growth. I should be glad to know at the same time, how rough and undressed flax has generally, and may probably sell. This year I have made an essay on both; and, although I suffer considerably by the attempt, owing principally to the severity of the drought, and my inexperience in the management, I am not altogether discouraged from a further prosecution of the scheme, provided I find the sales with you are not clogged with too much difficulty and expense. I am, etc.,

GEORGE WASHINGTON.

#### Country Callers.

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

O. D. Blanchard, Casnovia.  
John H. Westover, Fruitport.  
A. J. Felton, Stetson.  
Jas. L. Felton, Burnip's Corners.  
Den Herder & Tannis, Vriesland.  
C. B. Johnson, Palo.  
Case Mercantile Co., Benzonza.

Saginaw—The Saginaw Tea Co. (E. S. West, proprietor), has been closed on chattel mortgage.

Grand Rapids Electrotype Co.,

ELECTROTYPERS

—AND—

STEREOTYPERS

6 and 8 Erie St., GRAND RAPIDS.

EDMUND B. DIKEMAN

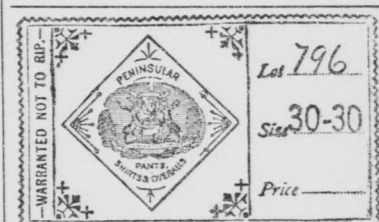
THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.

Grand Rapids - Mich.



Every garment bearing the above ticket is WARRANTED NOT TO RIP, and, if not as represented, you are requested to return it to the merchant of whom it was purchased and receive a new garment.

STANTON, MOREY & CO.,  
Manufacturers, Detroit, Mich.

PAUL EIFERT,

Manufacturer of

Trunks, Traveling Bags and Cases

SAMPLE TRUNKS AND CASES  
MADE TO ORDER.

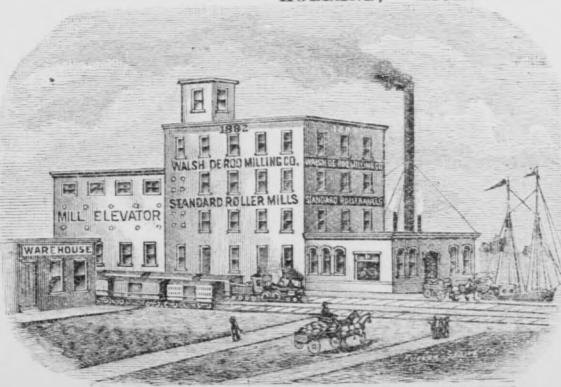
Write for Prices.

41 SO. DIVISION ST.,

Grand Rapids, - - Michigan.

THE WALSH-DE ROO MILLING CO.,

HOLLAND, MICH.



Daily Capacity.  
400 Bbls.

BRANDS:

SUNLIGHT, Fancy Roller Pat.  
DAISY, Roller Patent.  
PURITY, do.  
IDLEWILD, do.  
Morning Star, Rol. Straiht  
DAILY BREAD, do.  
ECONOMY, Family.

SPECIALTIES:

Graham,  
Wheatena,  
Buckwheat Flour,  
Rye Flour,  
Rye Graham,  
Bolted Meal,  
Wheat Grits,  
Pearl Barley,  
Rolled Oats,  
Feed and Meal.

CORRESPONDENCE SOLICITED.



### How Can I Increase My Trade?

Written for THE TRADESMAN.

This is a question which every wide-awake, ambitious retailer of merchandise asks himself a great many times. It is not so much an increase of the volume of trade which is sought after, for a large percentage of business men everywhere are kept on the jump from early dawn until late at night, catching their meals just as it happens, never finding time to read the news or indulge in a little recreation which they so much need. It is not, therefore, how to increase the volume, but, rather, how to increase the profits of business which is the great problem earnestly striving for a solution in the minds of business men everywhere to-day. It is not how to make the day longer, but how to make it more profitable; not how to multiply the number of steps taken, but how to accomplish more with the number already taken; not how to do more, but how to be better rewarded for what is being done is the great thing to be considered. Indeed, the question is of still greater importance—it is how to do less and accomplish more.

The laws of our existence demand that one-third of our time should be devoted to rest, one-third to recreation, and one-third to diligent labor. If the highest possible condition of human existence depends upon this division of our time, what a low status of being the average business man in this American Republic represents! One-third of his life mis-spent! He spends one-third of his time in violating the laws of his existence, and the great wonder is that a larger number of our business men do not collapse in middle life and either die "in the harness," or become mental and physical wrecks. We not only rob ourselves of the recreation we so much need and give it all to labor, but we go further and steal an hour or two from the third which should be given entirely to rest. In the country towns and villages, the dry goods and boot and shoe dealers are on duty on an average, from thirteen to fifteen hours and the grocers are in the harness from fifteen to seventeen hours out of twenty-four. The meat market men are always on tap, at least the writer has never been caught out late enough at night or turned out early enough in the morning to see a meat market closed. I have often wondered how a market would look closed up, and if I knew what time in the night it happened, I would sit up all night just to see how it would look.

Sixteen-twenty-fourths of our entire time given up to this everlasting fret, stew, worry and grind—and yet we are not satisfied! No time to read any book or paper except the ledger and the invoice. So many clerks to damn that no time can be found to go to prayer meeting. Never have time to shake hands

and listen to a good story, except when a representative of the gripsack brigade calls on us, and the reason we do it then is because we owe the "house" a small bill which it is not convenient for us to pay just then. Never have time to vote except about once every four years. We never keep a cow or indulge in poultry, because the delivery clerk would sour the milk and suck the eggs. We never go to church because we can't drag our weary bones out of bed until after the bell has rung for the last time, and we can't go at night, for we shall not see our children again for a week, and we are compelled to stay at home and renew our acquaintance with them, so that, as their lawful parents, we may be able to recognize them, should we accidentally meet them some day on the street.

In spite of all this ceaseless grind and self-sacrifice, owing to the fiercest and most bitter competition known in the commercial history of the world, very few retail merchants are really making money, as the common saying goes. The few who are making money are doing so not because they possess external advantages which others do not possess, such as location, social position, being born under a lucky star, or any other external circumstance. These all may exert an influence in stimulating or retarding success, but they have no more to do with success itself than the size of a house, the material of which it is made or the way it faces has to do with the success of the housekeeper who has charge of it. If there is a place for everything and everything is kept in its place; if everything is utilized and turned to some practical account and nothing is permitted to go to waste; if everything is neat, clean and tasty, and nothing is put off until to-morrow which ought to be attended to to-day; if over the dining-room door is hung the motto, "An ounce of preventive is worth a pound of cure," and over the sewingroom door is hung that other old, familiar motto, "A stitch in time saves nine"—you may safely conclude that the lady who runs that house is making a grand success of it as a housekeeper, and whether the house be a board shanty or a mansion with a marble front makes no difference. The really successful housekeepers are the few, while the many fret and worry and imagine that their failure is attributable to external surroundings.

The keen two-edged competition of to-day makes possible only the survival of the fittest. A neglect of the minutest details means failure. The other day one of the hinges of the end board of a grocer's delivery wagon was broken and a bit of wire was strung across for protection and the clerk was sent away with a load to deliver. The wire answered the purpose, so it was made to do duty the next day, although a blacksmith shop was

directly across the street from the grocery. This time the wire broke and the clerk lost a washtub worth 85 cents. The grocer charged the tub to the clerk and the clerk swore he would not pay it and threw up his job. The grocer had to hire the clerk over again at an increase of wages. All this trouble was caused by the neglect of a very small insignificant matter, yet success or failure in mercantile life depends upon how we treat these ten thousand and one little and apparently trivial and insignificant matters promptly on the spot as they present themselves from day to day.

Stop worrying about how to increase your trade and turn your investigating forces upon the more important question, "How may I increase the profits of my business." Under this amended form I shall continue the subject next week.

E. A. OWEN.

### Warning to the Trade.

Notice is hereby given that Ray Morton is no longer in my employ, owing to specific irregularities in his accounts, and that the trade is hereby cautioned not to pay him any money on my account, as I shall not honor any payments made to him after this date. A. S. DAVIS, Cigar Manufacturer.

GRAND RAPIDS, NOV. 21, 1891.

It takes one hundred cents to make a dollar, but ten million dollars couldn't make sense for some people.

### Grand Rapids & Indiana.

Schedule in effect November 15, 1891.

TRAINS GOING NORTH.			
	Arrive from	Leave going	South.
For Saginaw and Cadillac.....	5:15 p.m.	7:05 p.m.	
For Traverse City & Mackinaw.....	9:20 a.m.	11:30 a.m.	
For Saginaw & Traverse City.....	2:00 a.m.	4:15 a.m.	
For Petoskey & Mackinaw.....	8:50 p.m.	10:30 p.m.	
Train arriving at 9:20 daily; all other trains daily except Sunday.			
TRAINS GOING SOUTH.			
	Arrive from	Leave going	South.
For Cincinnati.....	6:20 a.m.	7:00 a.m.	
For Kalamazoo and Chicago.....	11:50 a.m.	10:30 a.m.	
For Fort Wayne and the East.....	5:30 p.m.	2:00 p.m.	
For Cincinnati.....	10:40 p.m.	11:05 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.	4:40 p.m.	
	5:35 p.m.	9:05 p.m.	

### SLEEPING & PARLOR CAR SERVICE.

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

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

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

## MICHIGAN CENTRAL

"The Niagara Falls Route."

	DEPART.	ARRIVE
Detroit Express.....	7:00 a.m.	10:00 p.m.
Mixed.....	7:05 a.m.	4:30 p.m.
Day Express.....	1:30 p.m.	10:00 a.m.
Atlantic & Pacific Express.....	10:30 p.m.	6:00 a.m.
New York Express.....	5:40 p.m.	12:40 p.m.

\*Daily.  
All other days except Sunday.  
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.  
Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.  
Fred M. Briggs, Gen'l Agent, 85 Monroe St.  
A. Almquist, Ticket Agent, Union Depot.  
Geo. W. Munson, Union Ticket Office, 67 Monroe St.  
O. W. Ruggles, G. P. & T. Agent, Chicago.



## TIME TABLE

NOW IN EFFECT.

EASTWARD.				
Trains Leave	No. 14	No. 16	No. 18	No. 28
G'd Rapids, Lv.....	6:50 a.m.	1:20 p.m.	3:45 p.m.	10:55 p.m.
Ionla.....Ar	7:45 a.m.	11:25 a.m.	4:52 p.m.	12:37 a.m.
St. Johns.....Ar	8:28 a.m.	12:17 a.m.	5:40 p.m.	1:55 a.m.
Owosso.....Ar	9:15 a.m.	1:20 p.m.	6:46 p.m.	3:15 a.m.
E. Saginaw.....Ar	11:10 a.m.	3:00 p.m.	8:40 p.m.	8:45 a.m.
Bay City.....Ar	11:50 a.m.	3:45 p.m.	9:20 p.m.	7:00 a.m.
Flint.....Ar	11:10 a.m.	3:40 p.m.	8:00 p.m.	5:40 a.m.
Pt. Huron.....Ar	3:05 p.m.	6:00 p.m.	10:30 p.m.	7:35 a.m.
Pontiac.....Ar	10:57 a.m.	3:05 p.m.	8:55 p.m.	5:50 a.m.
Detroit.....Ar	11:5 a.m.	4:05 p.m.	9:50 p.m.	7:00 a.m.

WESTWARD.			
Trains Leave	No. 81	No. 11	No. 13
G'd Rapids, Lv.....	7:05 a.m.	1:00 p.m.	5:10 p.m.
G'd Haven, Ar.....	8:50 a.m.	2:15 p.m.	6:15 p.m.
Milwaukee, Ar.....			
Chicago, Ar.....			

\*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. 32 Wagner Sleeper.  
Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar.  
JOHN W. LOUD, Traffic Manager.  
BEN FLETCHER, Trav. Pass. Agent.  
JAS. CAMPBELL, City Ticket Agent.  
23 Monroe Street.

## CHICAGO & WEST MICHIGAN RY.

DEPART FOR	A. M.	P. M.	P. M.	P. M.
Chicago.....	9:00	12:05	*11:35	
Indianapolis.....	9:00	12:05	*11:35	
Benton Harbor.....	9:00	12:05	*11:35	
St. Joseph.....	9:00	12:05	*11:35	
Traverse City.....	7:25	5:17		
Muskegon.....	9:00	1:05	5:30	
Manistee.....	7:25	5:17		
Ludington.....	7:25	5:17		
Big Rapids.....	7:25	5:17		

\*Daily. †Except Saturday. Other trains week only.  
A. M. has through chair car to Chicago. No extra charge for seats.  
12:05 P. M. runs through to Chicago solid with Wagner buffet car; sea s 50 cts.  
5:17 P. M. has through free chair car to Manistee, via M. & N. E. R. R.  
11:35 P. M. is solid train with Wagner palace sleeping car through to Chicago, and sleeper to Indianapolis via Benton Harbor.

## DETROIT, Lansing & Northern R R

DEPART FOR	A. M.	P. M.	P. M.
Detroit.....	7:15	*1:00	5:45
Lansing.....	7:15	*1:00	5:45
Howell.....	7:15	*1:00	5:45
Lowell.....	7:15	*1:00	5:45
Alma.....	7:05	4:15	
St. Louis.....	7:05	4:15	
Saginaw City.....	7:05	4:15	

7:15 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.  
5:45 P. M. runs through to Detroit with parlor car, seats 25 cents.  
7:05 A. M. has parlor car to Saginaw, seats 25 cents.

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

## Toledo, Ann Arbor & North Michigan Railway.

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

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

VIA D., G. H. & M.

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

Return connections equally as good.

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

P. Stekler & Sons

WHOLESALE DRY GOODS.

81 and 83 Monroe St.

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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.

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

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SPECIAL BARGAINS IN SPECIAL LINES TO CLOSE.

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COLD STORAGE FOR BUTTER, EGGS, CHEESE, FRUITS, AND  
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## 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.**

## 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.

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# H. LEONARD & SONS,

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## SPECIAL DRIVES IN ALL DEPARTMENTS.

The following are only a few of the many articles which we offer at *reduced prices* to close out, look them over, and send us your orders.

**DRESSING COMBS, Rubber.** No. 500, 6 in. 45c; 7 in., 47c. No. 520, 6 in., 45c. No. 2000, 8 in., 56c. No. 2001, 7 in., 60c; 8 in., 72. No. 2010, 8 in., 86c. No. 715, 7½ in., \$1.14. No. 808, 9 in., \$1.75.

**DRESSING COMBS, Horn.** 6½ in. clear horn, 33c; 6½ in. swage back, 58c; 7½ in. 67c; 5½ in. metal back, 73c; 6 in. 81c; 7 in. \$1.15; hotel, 7 in. \$1.15.

**FINE COMBS, Rubber.** No. 164, size 10, 22c; size 11, 25c; size 12, 27c; size 13, 29c. No. 165, size 11, 31c; size 12, 33c; size 13, 35c; size 14, 37. No. 78, extra, 73c.

**SUNDY RUBBER COMBS.** No. 1130, 4 in. pocket, 41c; 128, 5 in. 47c; 178, with mirror, 74c; 617, 7 in. barber, 58c. No. 1 Round, 29c. No. 6, 45c. No. 374, 94c. No. 2, horse, \$1.20.

**BRUSHES, Hair.** No. 701, 10c; Leader, 79c. No. 714, \$1.64. No. 329, 8 row, \$2.40. No. 329, 10 row, \$3.12; 11 row, \$3.98. No. 748, 11 oval, \$5.10. No. 4759, 9 sq. back, \$7.87.

**TOOTH BRUSHES.** No. 17, 3 row, 35c. No. 5143, 3 row, 48c. No. 117, 5, 77c. No. 25 asst. shapes, \$1.20. No. 3739, 4 row, \$1.67.

**SHAVING BRUSHES.** No. 128 black handle, 40c. No. 260, twine bound barbers, 80c. No. 305, bone ferrule polished wood top, \$1.75. No. 628, bone handle, badger hair, \$3.60.

**CHRISTMAS CANDLES.** New twisted shape, any size, 18c per box. Holders for same—Nail, 35c per gross; Safety, \$1.50 per gross; Ball, same per gr.

**Christmas Tree Ornaments.** No. 9269, 1 asstd. pendant, \$1 per gr. No. 9298-1 glass balls 1 in. diam. 15c doz. No. 9221 9 asstd. fruits, 20c doz. No. 9223-17 cones, balls, etc. asstd., 25c doz. No. 9376-2 asstd. colored ornaments, 30c doz. No. 9377-5 asstd. ornaments, 35c doz. No. 9511-4 beads, 10 string in a box, 35c box; larger size, 60c box; extra large size, 75c box. No. 31 Lametta silver string ornaments 75c per box; silver, gold or mixed, Lametta in papers, 40c per doz. papers.

**TOY WATCHES.** No. 241, 9c doz. No. 484, nickeled, 35c doz. No. 382, nickeled, 40c doz. No. 499 nickeled, 40c. No. 498 gilt, 40c. No. 218 gilt, 60c. No. 536 surprise box watch, 75c.

**TOY WATCH CHAINS.** No. 80 gilt, 35c doz. No. 9869 steel, 35c. No. 5152-7 flat woven, 35.

**KEY CHAINS, for Gentlemen.** No. 1086, 40c doz. No. 1085, 80c doz. No. 1083, \$1.75 doz.

**PLAYING CARDS.** Cadets, 32c; Steamboats, 40c; Tigers, 50c; Tourists, 80c; Bicycles, \$1.20; Bicycles, gold edges, \$1.60; Capitols, \$1.60; Sportsman, \$2.40; Army & Navy, \$3.20; Army & Navy with gold edges, \$4.40; Congress, gold back, our best card, 4.40.

**ENVELOPES, White Standard Make.** No. 5X, 75c per M; 6X, 85c per M; 5XX, 85c per M; 6XX, \$1 per M; manilla No. 28, 63c per M.

**WRITING PAPER.** 3 lb. per rm, 29c; 5 lb, 49c; 6 lb, 59c; 10 lb. letter or foolscap, 97c; legal cap, 1.15.

**LEAD PENCILS.** 7 in. plain cedar, 29c gr; Progress, \$1.90; Herald, \$2.25; Mercantile, \$2.90; Pilot, \$3.25; Red and Blue, 20c; Carpenters', 20.

**POCKET BOOKS.** See page 174 of Catalogue No. 105 for illustrations. No. 235 with bill roll, \$1.69; No. 535 with bill roll, \$1.94; No. 4034 with bill roll, \$4.20. No. 273, with bill roll, \$5.90; No. 673, imitation seal with bill roll, \$5.90; No. 501, calfskin with bill roll, \$5.90.

**Gent's Fancy Pocket Books.** No. 348, natural color, \$3.75; No. 243, russet color, \$4.30; No. 411, black or brown imitation seal, \$4.65; No. 614 Russia leather, \$5.90; No. 543 calfskin natural color, \$6.60; No. 497 Russia leather, \$7.25; No. 515, calf, extra quality, \$8.60.

**COIN PURSES.** No. 1T, 35c; No. 507L, 42c; No. 21, double ball clasp, 50c; No. 25, double ball clasp, 82c; No. 79-2, kid, leather lined, \$1.65; No. 1 leather pouch with string, \$2; No. 490, patent, try it, \$2.

**LADIES' PURSES.** No. 432-2, imitation seal, ball clasp, \$1.85 doz. No. 433-2, same only larger, \$2.15; No. 533-2, Russia, \$2.75; No. 1000½, round spring cover, \$1.85; No. 209A, oval top spring cover, \$2; No. 4275, spring cover square top, \$4.30. No. 4274 with ticket compartment, \$4.30.

**LADIES' POCKET BOOKS.** No. 415A, fancy finish, leather lined, \$4. No. 301, side clasp, inside coin compartment, \$5.25; No. 115B, it's a beauty, \$5.90; No. 705 Russia, with side clasp, \$6.40; No. 601, plain seal, \$6.60; No. 556B, extra finish and cheap at \$7.88; No. 905, our best, \$10.25.

**TRACING WHEELS.** Single, black handle, 40c; double, black handle, 84c.

**CROCHET HOOKS.** Bone, 1 doz. a card, asst. sizes, 20c doz; steel doz. asst. fancy holder, 25c; No. 166, sets with mirror in case, 70c doz.

**POCKET MIRRORS.** No. 3 oval with handle, 82c doz; No. 35, oblong with handle, 80c doz.

**PASTE JUGGERS.** No. 2, 88c doz.

**SPECTACLE CASES.** No. 22 leather, 48c doz; No. 30, tin with hinged cover, 78c.

**CURRY COMBS.** No. 000, 6-bar japanned, 27c; No. 15, japanned, 45c; No. 676, 8-bar solid back japanned, 58c; No. 72, top handle, 88c; No. 407, 8-bar tinned, 98c; cattle cards, 67c.

**FIRE SHOVELS.** No. 80, one piece, 32c; No. 180, covered handle, 42c; No. 56, 20-inch, 56c; No. 25, 23-inch, 85c; No. 300, hollow handle, 18 in, extra strong, \$1.38.

**COVER LIFTERS.** Coppered, always cool, 24c; black handle, tinned, 38c, nickel plated, 78c.

**POKERS.** No. 1, black handle, 18-in, 36c; polished, extra heavy, straight or bent, 82c doz.

**STOVE-PIPE & ELBOWS.** 6-in. common pipe, \$1.45 doz; 6-in. Russia, \$4.50 doz; 6-in. common elbows, 66c doz; 6-in. Russia, \$2.25 doz; 6-in. damper wood thumb-piece, best makes, 90c.

**PICTURE FRAMES.** Cabinet sizes. No. 21-43 brass rustic finish, \$2.25 doz. No. 1001, white metal, size 6½x8 in, \$6.50; No. 4837, asst plush covered frames, \$2; No. 1720 plush frames, \$3; No. 4404 plush frames, \$4.75; No. 1612, \$6 doz; No. 4838, \$7.50 doz.

**PERFUMES** in plush cases. No. 1, odor stand, 85c per doz; No. 4, mirror back, \$2 doz; No. 6, with 2 bottles tripple extract, \$4.50 doz; No. 7 with glass pitcher filled with Cologne, \$5 doz; No. 17, 2 bottles, with drawer and mirror back, \$12 doz; No. 3984, 2 bottles and fancy case, \$18.

**SHAVING SETS** in plush boxes. No. 5878 with decorated china mug and good brush, \$12.75 doz. No. 6500, with brush mug and razor, \$12 doz. No. 6503, mirror back fancy case, decorated china mug, bone handle brush and button-hook, \$16.50 doz. No. 6529, complete with fancy decorated china mug, brush, razor and button hook all in fancy plush cash, \$18 doz. No. 6512, complete with mug, razor, brush, scissors and button-hook, \$27 doz.

**PLUSH ALBUMS & DRESSING CASES.** Our line is too large to quote prices on them, but we keep all grades and guarantee our prices.

**SAVINGS BANKS.** Tin gothic, 35c doz; glass house banks, 75c doz; iron house banks, 85c doz; No. 13 iron safes lock and key, \$2.25; cabin banks, \$4.25 doz; Eagle banks, \$8.50 doz. and many other styles including automatic, time lock, and self-registering banks.

**GAMES.** This line includes games to retail at 5c and up to \$1.50 each, and our variety is unequalled, and embraces all the popular games of the day.

**TOYS.** It is astonishing what a line this is, including an endless variety of tin, iron, wood, mechanical, and musical toys, it would be impossible, without using this entire page, for us to itemize or name prices on them.

**BOOKS.** Prices range from \$1 per gr. up and includes picture and story books of all kinds for children.

**CLOCKS.** \$15.00 will buy 6 asst styles ansonia clocks with walnut frames, and \$16.50 for the same asst. with alarm (an illustrated sheet sent on application) also fine clocks in fancy cases with half-hour slow-striking movement and cathedral gongs. We offer the nickel Princess at 65c, or the nickel Pirate for 80c.

**SLEIGHS AND COASTERS.** No. 1, size 12x31 inch, \$3.60 doz.; No. 2, \$3.90; No. 3, \$5.40; No. 4, 3-knee, half oval shoes, \$6.60 doz; No. 5, swan heads, \$6.60 doz; No. 6, 3-knee swan heads, half oval shoes, \$7.80 doz; No. 7, \$9.60; No. 8, \$13.20; No. 9, \$18; No. 10, combined bent runner and knee, \$8.40 doz; No. 11, same only 3-knee, \$10.80; No. 1 Coaster, \$3.30; No. 2 Coaster, \$3.90; No. 3 Coaster, \$7.20; No. 4 Coaster, \$9; No. 5 Coaster, \$8.40; No. 6 Coaster, round spring shoes, \$10.80 doz.

**A FEW OF OUR 5c TOYS.** No. 39 assorted tin animals on wheels, 35c doz. No. 1 trotting-horses on wheels, 42c doz. No. 133 assorted wagons, 45c doz. Toy bells, 40c. No. 0½ Toy sad irons and stands. No. 04 Tin kitchen sets, 42c doz. No. 3-of toy stoves, 42c doz. No. 9 kitchens, 42c doz. No. 266 china toy tea sets, 45c doz. No. 2-0 flannel animals, 40c doz. No. 9052-7 sheep and wagon, 42c doz. No. 9373-1 sheep on wheels, 40c doz. No. 302 fancy metal match safes, 40c doz. No. brass cuspidores for tooth picks or matches, 48c doz. No. 9427-13 Santa Claus, 42c doz. No. 71 Dominoes, 40c doz. No. 1 Checkers, 35c doz. No. 0 Combination Tools, glass cutter, putty knife, etc., 44c doz. No. 90 Key rings, 30c doz. No. 420 Spiral key ring, 15c doz. No. 680 watch key, adjustable to any watch, 25c doz. No. 182 police whistle, 35c doz. No. 705 clapping figures, 40c doz. No. 32-87 glass beads, 45c doz. bags. No. 5328D magnets, 40c doz. 1-ft. boxwood rules, 45c doz. No. 2 negro china babies, 33c doz. No. 1 white china babies, 20c doz. No. 450F china limb dolls 8 in. long, 35c doz. No. 301 dressed limb dolls, 45c doz. No. 455 dressed china babies, 40c doz. No. 237 indestructible dolls with hair, 40c doz. No. 57 asst whips, 39c doz. Rattles, 18c and up. McGinty squackers, 35c. No. 6011 tops, 40c. Cuckoo warblers, 35c. No. 250 toy guns, 42c. D3½ tin flutes, 30c. No. 101 trumpets, 38c. No. 39 Kaleidoscopes, 35c. A B C washboards, 40c. Toy dust pans, asst. colors, 36c. Toy watches, 9c doz. and up. China decorated mugs, 37c. Glass mugs, full size, 42c. A B C picture plates, 45c. Glass toothpick holders, 30 to 45c doz. Toothpicks in turned wooden boxes, 42c. No. 2013 Harmonicas, 45c. Four-inch silver glass vases, 42c. China toys asst., 33½c doz., 3 doz. in box. Picture books, 9c to 45c doz. Drum banks, 40c doz.

**ARTICLES TO RETAIL AT 10c.** No. 400 10 trains, 85c doz. No. 242 city horse cars, 80c. No. 134 asst. wagons, 75c. No. 104 nickel bells, 60c. No. 2-0 revolving chimes, 90c. No. 0½ kitchen sets, 80c. No. 3 sad irons, 70c. No. 8 kitchens, 75c. No. 267 china toy tea sets, 85c. No. 3089-2 fur dogs on wheels, 80c. Asst. flannel animals, 75c. No. 197 donkeys, 80c. No. 142 match safes, 90c. American dominoes, 75c. 1½ in. checkers, 65c. No. 191 surprise boxes, 75c. No. F-2 china limb dolls, 75c.

**And 1000 Other Articles that We Cannot Mention.**