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YELLOW LABEL
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MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, DECEMBER 16, 1891.

NO. 430

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Choice Dairy Butter..... 19
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Will pay 40 cents each for Molasses half bbls.
Above prices are made low to bid for trade.
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Corner Wealthy Ave. and Ionia St.
on M. C. R. R. Write for prices.

AGAINST WIND AND TIDE.

People in Maysville always shrugged their shoulders when Mark Lamson was mentioned, and usually the expressive gesture was followed by some deprecating remark.

"Comes of bad stock," old Judge Lennox would say, in his pompous dictatorial manner. "All the Lamsons were worthless, and Mrs. Lamson was a Hodge, and everybody knows what they are."

The house in which Mark was born, and where he scrambled up to manhood, was a large farm-house, tumbling to pieces inside, with a roof always being patched against leaking, doors without locks and with shaking hinges, windows that rattled in every wind, ceilings that dropped plaster whenever a heavy foot shook the upper rooms and furniture in the last stage of shabbiness. His father and mother were slatternly in dress, shiftless in household management, and the handsome, bright boy was over-indulged and neglected as their own indolence suggested.

But Mark Lamson inherited none of the leading traits of his parents. Probably in some remote ancestor there was a mixture of energy, resolution and ability of which the Maysville gossips had never heard, and for which they certainly gave Mark no credit. It was in vain that the principal of the Maysville High-School declared that Mark had graduated with the best record he had ever given in the school. It was useless for the lad himself to keep his life free from blame, and earnestly endeavor to do his duty. Maysville could not forget that he was a Lamson, and his mother was a Hodge—"bad stock!"

As he passed from boyhood to manhood, Mark began the unequal struggle against fate and circumstances, dictated only by his own energy. His father had been able to get bread from the farm by a lazy tillage that gave the bare necessities for the table; his mother had a very small income that gave the three clothing of the poorest description, and both were in open-mouthed wonder that Mark was not content, as they had been, to dawdle through life and "make out" with what they had.

And Mark, struggling to attain better things, with only a vague, undisciplined longing for improvement, met no encouragement at home or abroad. He tried to attain a situation, but employers were shy about giving work to a Lamson; he met but a cool reception at the Maysville social gatherings, having no knowledge of how to repair his own linen or keep his poor clothing even tidy. Boy-like, he imagined a new suit and gay necktie were all sufficient for a party, and did not heed the frayed cuffs and broken collars at which the Maysville belles turned up their noses.

But, in spite of his father's lazy comments, his mother's fretful remonstrances, Mark Lamson, finding no employment outside, determined to see if the farm would not find him in work.

"Oh, yes; do as you please," his father

said. "But there is no money for new fangled fixings, and the land is about worn out. Plenty of it, to be sure, but 'taint worth shucks."

So, single-handed, Mark undertook the work of bringing up the old farm. Early and late he toiled, repairing fences, weeding, picking stones, rooting out dead stumps, preparing his land, without one hand stretched out to help him, one voice to wish him success. Thomas, the only man his father employed, gave a surly refusal to aid, upon the ground that his regular routine of shiftless farming took all his time, and Mark patiently submitted.

He was twenty-one years old, when into his dull, monotonous life came a new stimulus—a hope, bright as a vision and almost as baseless. He fell in love! He did not walk in cautiously, counting his steps and weighing his chances, but he fell in plump, suddenly, hopelessly.

There had been a warm discussion at the Judge's about inviting Mark to the party that was to celebrate Essie's eighteenth birthday and her final return from boarding-school. But the pet of the house had a will of her own and a lively recollection of Mark's handsome face and boyish gallantries, and insisted upon his being invited. Mark, carrying in his memory only a pretty little girl, found himself confronted by an undeniable beauty; a face to win homage in far more pretentious circles than Maysville boasted, and a gentle grace of manner none of the girls of his acquaintance had ever extended to him.

The touch of the soft, little hand offered to greet him riveted the chains Essie's face had cast about Mark's heart, and made him her slave then and there. He had starved all his life for sympathy, and his first half-hour with Essie filled his longing heart with content. She remembered all his boyish aspirations; she entered into all his hopes and ambitions. The party was the beginning of an intercourse that stimulated anew every good resolution, gave a new vigor to every hope of Mark's life.

There are women who carry in their own hearts an overflowing fund of sympathy, who can sink self utterly in the presence of another person's interest, and throw their own power into their neighbor's work without officiousness or offense. Essie Lennox was such a woman, young as she was. She could give her whole mind to every detail which she had carried to her, from the cutting of aprons for a neighbor's child to the gentle soothing of an invalid's terror of death; from her mother's preserving kettle to the comforting of a newly bereaved widow or orphan. Nothing was too deep or solemn; nothing too transient or trivial, for that tender, ever-active interest and sympathy that made her the idol of Maysville as well as the comfort of her home.

And in her home she found no one whose claim seemed to her stronger than Mark's. The village was essentially democratic, and the fact that Essie was the

only child and heiress of the richest, most influential man in the place did not prevent her from visiting Mrs. Lamson upon terms of perfect equality. She was fond of the weak, amiable woman, strongly as she censured, in her youthful strength, the easy-going indolence that made her home such a scene of confusion and discomfort; and, in her gentle, pleasant way, she endeavored to brighten that home for Mark by suggestions and offers of help that fell to the ground. It was like fighting a feather bed to try to rouse Mrs. Lamson to any active improvement, and rebuffed there, Essie could only help Mark by words of sympathy that were like wine of life to his love.

An hour with Essie sent him back to his uphill work full of new hope, every energy stimulated, every hope brightened. He had not dared to set before him in plain words the hope of one day winning her heart to answer his own, for there was all the humility of true passion in that young, ardent heart, but he realized a new force, a new spur to ambition.

Essie never sneered at him as the neighbors had become accustomed to doing; Essie never threw cold water over his plans for improving the land; Essie never was sarcastic over the clashing of his poverty and his ambitions. As he saw her more frequently, he ventured to tell her of wider, wilder hopes, of some day escaping from the drudgery before him, and making his way to a city, where his education might give him a start in more congenial occupation.

"Father and mother seem to need me, now," he told Essie, one day, "they are old, and they have no other child. I think it is my plain duty to stay."

"I think it is," was the quick reply; "your mother could scarcely bear a separation."

"And while I am here, I must do the work that lies under my hand," he said, "hard as it is! But Essie," and his face brightened, "do you know that already I have made the farm pay double what it has ever done? Next spring I can hire help out of money I saved from the sale of last year's crops!"

Essie, all eager interest, entered into the discussion of the capabilities of such a lot for turnips, such a patch for wheat, the possibilities of a dairy, the best culture for fowls, as if she had never studied music or filled her head with French and German verbs.

But the horror and wrath of Judge Lennox, when, after two years of mild courtship, Mark took his fate in his hands and asked permission to marry Essie, cannot be described.

"A Lamson!" he cried, when having dismissed Mark he returned to the bosom of his family. "A Lamson for Essie's husband! The fellow wants my money to send after all his father and his grandfather have squandered."

"Do you really and truly think Mark is a spendthrift, papa?" Essie asked quietly. "Does he ever lounge about the stores or taverns, as Harry Carter and James Rayburn do?"

"I—well, no, I never saw him," was the reluctant admission.

"Did you ever hear that he drank or gambled, or even smoked?"

"N—o—I never did."

"Is he not regular at church?"

"Ye-es."

"But, oh, Essie!" struck in Mrs. Len-

nox. "What shabby, half-washed shirts he wears, and his fingers all out of his gloves, and half the buttons of his coat gone."

"Poor Mark!" said Essie, gently. "He needs a wife."

"Well, he need not look for one here," growled the judge.

"I heard Mr. Thompson say, last week," said Essie, quietly, "that there is not a better farm in Greene county than Lamson's."

"Such a palace of a house!" the judge sneered.

"Mark is hoping to put a new house on the place, next year. He has had builders over from B—, but they say the old house is beyond repair, and it would cost less to have a new one."

"And where is the money to come from?"

"Where the improved farm came from," said Essie; "from Mark's industry, perseverance and energy, in the face of the hardest discouragements ever a young man had to fight."

"Eh!" said the judge. "What? What?"

"See what he has done," said Essie, still in an even, quiet tone that carried conviction far more than an excited one. "Eight years ago, when he was but a boy, he put his shoulder to the wheel and took his playtime between school hours to weed and clear away stones. Nobody helped him. He was ridiculed, sneered at, discouraged on all sides. He had the poorest farm in the place, and has made it one of the best. He has put every spare dollar into books on agriculture, improved machines, good stock. He has now four men at work for him, good horses, good cattle, good poultry, and he will have a good house. Papa, do you not think it will be a pity to have the new house in the care of Mrs. Lamson, to ruin as she has the old one? Out-door the management is all left to Mark, and see what he has done. But a man cannot make a home comfortable alone; he needs a wife."

"Well," said the judge, "let him have one, but not my child."

"Still he loves me," said Essie, "and I love him."

"Pshaw!" said the judge, and marched out of the house.

But prompt as he was, he was just, and he loved Essie. He had let prejudice influence him against Mark all his life; now he took pains to find out how much of his dislike was well founded. Grudgingly enough was the verdict given in Mark's favor. Maysville did not willingly acknowledge that it had been wrong in its estimate, and shouldered upon Mark all the faults of his ancestors. But the facts were strong, and Judge Lennox found himself confronted by them. Slowly, for he was not easily convinced, he took respect into the place of contempt, and, after a month of patient investigation, sent for Mark.

The interview was a frank, manly one, the old gentleman not being given to half-hearted measures of any kind. He admitted his former prejudices, and heartily commended the young man who had struggled so nobly.

"When your new house is finished," he said, "I will let my Essie be your wife. A man who can make his way against wind and tide as you have done, deserves a happy home."

The judge being a power in Maysville, public opinion veered around, as soon as

the engagement was announced. The new house being completed, Essie became housekeeper. Mrs. Lamson gladly resigning her feeble reign. And under the new regime it was wonderful to see how even the old people smartened up. They had no chronic objection to cleanliness, if some one else did the necessary work; and with Mark and Essie to govern and direct, the Lamson farm and Lamson household so lost its old name, that you could scarcely find to-day in Maysville one voice to repeat the old saying that "Mark Lamson came of bad stock."

ANNA SHEILDS.

An Intelligent Farmer.

As is well known to THE TRADESMAN'S patrons, it has always been the policy of the paper to refuse the subscriptions of any but business men. Probably 150 subscriptions have been refused during the past nine years because the persons subscribing were unable to furnish a business card. In about half a dozen cases THE TRADESMAN has been deceived as to the character of men sending in their subscriptions, but has invariably remedied the mistakes as soon as its attention was called to the matter. The latest case in point is that of Paul Rasmussen, a farmer living near Pentwater, who managed to secure the paper several months before his real avocation was discovered and the paper discontinued. In reply to a letter setting forth the reasons why the paper could not be sent longer to his address, he replied as follows:

PENTWATER, Dec. 7.—I am sorry that it is necessary to suspend my subscription to THE TRADESMAN on account of my not being engaged in any trade. I do not think there is anything in the paper that a farmer could use to harm those engaged in trade. I am sure I have not used it for that purpose. I have admired the truthful stand you have taken on all leading points pertaining to trade and crop reports and prospect of prices for same. However, if your informant thinks he can keep me or any other farmer in ignorance of the wholesale prices of merchandise, he is mistaken, for I receive, almost daily, price circulars from the principal cities; and I can further say, that instead of THE TRADESMAN, in a farmer's hands, being detrimental to the merchant's interests, it has greatly stimulated the desire among farmers in this vicinity for a cash trade system.

Yours truly,
PAUL RASMUSSEN.

There is only one trouble about the use of the electric light for illuminating purposes; that is, the cost. When the cost can be reduced, nothing can stand in the way of electricity.

Use Tradesman or Superior Coupons.

The Sun

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W. D. Howells, H. Rider Haggard,
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H. M. REYNOLDS & SON, Tar and Gravel Roofers,

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

Corner Louis and Campau Sts.,
GRAND RAPIDS.

G. R. MAYHEW,

Grand Rapids, Mich.,

JOBBER OF

Wales Goodyear Rubbers,

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Felt Boots & Alaska Socks.

Whitcomb & Paine's Calf Boots.



Write for Prices.

Our Complete Fall Line of

Holiday and Fancy Goods

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

EATON, LYON & CO.,

20 & 22 Monroe St.,

GRAND RAPIDS, - - MICH.



Of Ledgers and Journals bound with t Philad. Iphia Pat. Flat openu back. The Strongest Blank Book Ever Made.



GRAND RAPIDS, MICH

The Corner Grocery Crowd in POKETOWN Village.

POKETOWN, Nov. 26.—During the past week there has been a movement on the part of the grocers of Poketown pointing to the early closing of their stores during the winter months. We have eight exclusive grocery stores and three other stores where groceries are sold in connection with other lines. A meeting of the grocers was called in the early part of the week, but, as is usually the case, when a meeting of village grocers is advertised to come off at a certain time, the grocers staid at home, and the Justice of the Peace, in whose office the meeting was held, had to officiate as chairman, and the barber in the room below, was brought up to act as secretary. The voting constituent, or body of the meeting, was composed of a corn doctor, a one-eyed drayman and Old Swipes. Resolutions were passed expressing regret at the small attendance and the feelings of gratitude for the awakened interest manifested at the present time in this all-important question. The chair, after naming a committee of three to draft an agreement and circulate it among the trade for signatures and report in one week, entertained the motion of the corn doctor to adjourn. The committee has been working four days and nights to draft an agreement which all will sign, but up to date it has been a signal failure. The three general dealers, of course, will not sign any agreement unless the dry goods and boot and shoe dealers sign also. Granulated Smith will not sign unless the time is fixed at 7:30, while Scoop, Salaratus & Co. will have nothing to do with it if it is fixed at 7:30. Old Cinnamon Barker reported to the committee that he "mout agree to shet up at a fixed time," if he could "see any sense in the doin' of it," but, "under no sarcumstance" would he agree "to 'shet up' sooner than 8:05 and then not unless all the other stores 'shet up at sharp 8.'" Hogg, Swineson & Piggott reported that they had done business in Poketown before the movers in this new-fangled movement could tell a clothes pin from a quart jug. They said they had always opened and shut their store when they wished to and they still feel able to manage their business without any outside assistance.

Of course the question was aired by the crowd last night at Whiffleson & Spiggott's corner grocery. Old Swipes has felt agrieved ever since the meeting because he was not named by the chairman as one of the committee, not because he ever had, has now, or ever expects to have, any interest in the grocery business in Poketown, or anywhere else; but simply the craving of an inborn desire to stick his nose into other people's business. He said, "It is an outrage on nineteenth century enlightenment to ask the free merchant citizens of a free country to put their necks into a yoke (Mr. Grizzle, have you got a match?) in a yoke by signing such a tyrannical document as that. Any merchant in this town who signs that agreement ought to be banished to Africa, for he is not fit (confound that pipe!) to live in a free country. Why it smacks (Judas priest! but that bowl is hot!) of the dark ages. I would like to know what the people would do these long winter evenings, if the stores were all shut up?"

At this point someone in the front end of the store remarked that he thought it would be a good thing, as the merchants and clerks would then have the evenings for recreation and mental improvement and the chronic loafers would be compelled to change their roosting places, to the great satisfaction and comfort of the merchants themselves.

As Swipes turned to see who it was talking, the speaker, Sam Dodge, slipped out of the door. It was an old trick of Sam's to fire a shot and run. No one takes offense at any thing Sam Dodge says, for no one can tell when he is joking or when he is in earnest. His tobacco store is a favorite resort for the boys, who at all times and in all places acknowledge their inferiority to Sam in the art of taking a common every day lie and destroying its identity with a few embellishments and then pass it off on a confiding and unsuspecting public as the

actual truth. Sam is an artist in this department of human activity, and a jolly good fellow withal. Every village is not so fortunate as to have a Sam Dodge within her borders. When Swipes discovered who it was that fired into the crowd, he joined in the laugh and remarked that "Dodge is a great Sam." But Eddie Spiggott, the nice, dapper, modest little junior partner of the corner grocery, was so pleased with Sam's remark that he could not get over it, and Old Swipes was inclined to be offended. Spiggott is too esthetic and is of too refined and too delicate a nature to admire Old Swipes, and so Sam's remarks pleased him and every time he came down to the lower end of the store to weigh out sugar or crackers, he would look behind the stove and wink at me and laugh.

Speaking of crackers reminds me of the fact that the regular seating capacity of the corner grocery is inadequate to meet the demands of the crowd, and so the cracker barrel is used as a roost by one of the regular, acting members of the crowd.

This man is middle-aged, undersized and poor, both in pocket and flesh. His name is Bottomly Querk, but everybody calls him Bottom and it is very doubtful if he would understand what it meant, if some one someday should accidentally call him Mr. Querk. Bottom owns an old dilapidated pair of what may have been horses, sometime, before they were struck with the dry rot, and he manages to remain in the land of the living and support his wife and two little Querks, by plowing gardens in the spring and doing odd jobs of teaming around the village. Whatever Bottom's faults may be, he certainly is not extravagant, unless it be in the great number and variety of patches worn on his outside bluejean pantaloons. If there be anything in which Bottom excels, it is in the longevity of his hat, and the marvelous length of time he is able to stay inside of a common pair of overalls. Bottom's face resembles the grubby, barren lands of the pine portion of Michigan, vegetation scant, stunted and very much scattered, owing to the extreme poverty of the soil. Bottom comes early and stays late. He may be seen every evening sitting cross-legged on the cracker barrel in the corner grocery listening to the conversation. He seldom speaks, and when he does it is a whining voice, pitched on a very high key. He never leaves his perch, or changes his position, except when a quarter's worth of crackers are called for by a customer. Then Bottom slides off the barrel, tearing his bluejean pantaloons on a nail every time he does so, and stands with his back to the stove until the crackers are weighed out and the cover adjusted, then he resumes his old position. This is repeated from five to ten times every night, and every time some patch is torn loose by that nail in the barrel.

ICHABOD GRIZZLE.

Couldn't Find the Rebate.

A traveling salesman for a wholesale grocery house of this city recently sold a German grocer two cases of package coffee with the understanding that the purchaser would receive a rebate. The next time he called on the merchant, the Teuton exclaimed:

"Vat kind of a house vas dot you vork for?"

"A good house," replied the traveler.

"I tinks it vas a h—l of a house," observed the retailer.

"What's the matter?" asked the traveler. "Anything wrong?"

"Anyting wrong! It vas all wrong! You know dose zwei cases of coffee you sold me wit a rebate, eh? Vell, Johan und I looked all ofer de backages in both cases unt dere vas no rebate dere unt mine bruder, he could not vind no rebate, eider. Dat vas a h—l of a house. Get out of here."

Bay City—The Robinson Salt & Lumber Co. is succeeded by C. C. Barker.

BEFORE AND AFTER.

Experience of a Live Firm with the Coupon System.

F Goodman & Co., dealers in general merchandise at Burnip's Corners, recently issued the following circulars to their customers:

BEFORE USING.

BURNIP'S CORNERS, August 25, '91—We ask your kind indulgence while we again call your attention to some of the undesirable features of the credit system, as applied to general country stores.

Our average experience in keeping running accounts with our customers for six months or a year has been anything but satisfactory. Accounts will often run into dollars and cents much faster than the customer has anticipated and it is a very common occurrence that disputes will arise when a settlement is had. Much ill feeling is the result and we either make an allowance and lose the amount in dispute or often lose a good customer; in either case the customer's faith in our integrity is diminished. We have tried the pass book system and in the majority of cases it has proved a failure. Customers would often neglect to bring their books when making purchases, and it would frequently happen, when we were otherwise busy, that we would enter the amount of a customer's purchase on his book, then either neglect or forget to charge the same on our books. This was the source of considerable loss to us in the course of a year's business and, when the account was finally settled, it would again cause confusion and dissatisfaction. Many of you have, perhaps, at some time paid an account to some merchant, in which you thought that you were being grievously wronged, and whether you did or not make objection as to its correctness, you still felt convinced in your own mind that you had paid out money for which you had received no value. Whenever differences of this kind occur, it is certain to be a trade loser to the merchant and a permanent injury to his business. If, therefore, any system can be introduced without any of these objectionable features, by which a merchant may do a credit business, it is the duty of the wide-awake dealer to adopt it.

It is truly said that this is an age of progression. Vast improvements are constantly being made in all directions, as conditions change and necessity requires them. Methods of doing business on credit are no exception to the rule, and the acme of perfection in that direction is attained in the credit coupon system, which has been adopted and approved by thousands of merchants in the West, and is now in practical use by over eight thousand enterprising merchants in Michigan alone.

The system is simplicity itself. The customer simply signs the receipt, payable at a certain date, which is then detached by the dealer as the customer's obligation for the amount of the coupon book and the customers has the dealer's obligation for the same amount, which is the coupon book.

We have concluded to adopt this system; and for the purpose of giving our patrons time to investigate and make themselves familiar with it, we have deferred the date until October 1. On that date we shall close our books and give credit only through this system.

Among the many advantages we will mention simply the following:

1. The labor of keeping a set of books is entirely obliterated.

2. There will be no pass-books to doctor to make them correspond with the ledger accounts.

3. There will be no time lost, in the hurry of trade, to charge items, as the coupons are easily handled and detached as quickly as change can be made with money.

4. There will be no complaints by customers that they are charged for goods they have never had.

5. There will be no disputed accounts, and all friction and ill feeling incident thereto is avoided.

6. Customers are enabled at any time to know the exact amount of goods they have had, by reference to their coupon books.

7. They will know by the date of issue, endorsed on the cover of the book, when coupons are to be paid for.

8. A child can go to the store and trade with coupons as easily as any one, and with equal safety.

There are many other desirable features connected with this system, which we have not space to enumerate here, but shall endeavor to explain at any time on application. We shall retain the five per cent. off for cash feature, and parties wishing to buy coupons for cash will be given a discount of five per cent., and coupons will be received for everything we sell, including such goods as we do not otherwise give a cash discount on. In this way you can save five per cent. on all of your purchases, no matter how small they may be.

We have long since discovered that it is money that makes the mare go, and will now announce that, after the first day of October next, we shall buy goods for spot cash only and buy of the jobber who will give us the most goods and the best value for our money. Our motto will be, "Buy cheaper and sell cheaper," and in order to accomplish this we must systematize our credit business. The advantages to both merchant and patron, of the system we adopt, is so manifest that certainly no fair-minded person can find any valid objection to it after a thorough examination and trial.

Very respectfully,

F. GOODMAN & CO.

AFTER USING.

BURNIP'S CORNERS, Nov. 25—We have been gradually endeavoring to correct some of the unnecessary evils appertaining to a credit business of a country retail store, and since our last circular was issued, during which time a former partner has retired from the firm, we have determined to virtually place our business on a cash basis, and we know of no better way to accomplish this than through the credit coupon system. Having tried this system, we have everything to say in its favor, and nothing against it. The one advantage of not having disputes with customers in settling accounts seems to us to be alone sufficient to recommend it to every retail merchant in the country. We find that there is a great saving of time that under the old system was required in keeping a set of books, and we are of the opinion that we shall save many a dollar which formerly was lost through carelessness in neglecting to charge items. Our customers are well pleased with the system, and we have yet to find the first one to condemn it, after once having given it a trial. We now do principally a cash business and sell coupons, discounting them at 5 per cent. for cash or paper that can be converted into available funds, which enables us to discount all bills and obtain our goods at the lowest prices. We think the signs of the times indicate that the day is not far distant when a majority of the progressive retail merchants will adopt the cash system, but, until that time does come, we will say to all dealers who think they cannot do a strictly cash business in their localities, by all means adopt the credit coupon system, for it is the system of all systems where business is done on credit.

Very respectfully,

F. GOODMAN & CO.

THE TRADESMAN COMPANY,
Sole Manufacturers, GRAND RAPIDS, MICHIGAN.

AMONG THE TRADE.

AROUND THE STATE.

Plymouth—E. J. Bradner has sold his grocery stock to C. E. Passage.

Detroit—Scott & Co. succeed Asmus & Co. in the tea and coffee business.

Butler—P. W. Garey's general stock has been seized on chattel mortgage.

Lisbon—H. G. Johnson succeeds Johnson & Thurston in the drug business.

Hudson—Holden & Kellogg succeed Kellogg & Austin in the grocery business.

Mears—Jas. Thwaites succeeds Thwaites & Henderson in the grocery and meat business.

Ridgeway—J. O. Shepard has purchased the hardware stock of H. J. Williams.

Detroit—The Heck & Hemel Lumber Co. has changed its style to the Standard Lumber Co.

Sunfield—Deatsman & Hutchinson, general dealers, have dissolved, E. H. Deatsman continuing.

Traverse City—W. S. Gillette has purchased the grocery stock of F. Gardner and will continue the business.

Boyne Falls—William Mears has sold a half interest in his general stock to his clerk and the firm will hereafter be known as Mears & Tyler.

Dimondale—Dr. E. S. Walford & Co. expect to be able to occupy a new brick store buildings, now in progress of erection, in about thirty days.

Kalamazoo—A. C. Davis & Sons have sold the Kandy Kitchen to Koehler Bros. Charles Koehler has been connected with the establishment for some time.

Stanton—The contemplated dissolution of the grocery firm of Ball & McLean has been abandoned, both partners having agreed not to disagree, and business will be pushed harder than ever.

Nashville—A. S. Mitchell, manager of the John Tripp, Son & Co. clothing and boot and shoe store, at Leslie, has bought the H. M. Lee clothing stock and will take possession Jan. 1, adding largely to the stock.

Traverse City—J. W. Travis & Co. have purchased a tract of land, 100x400 in dimensions, on the line of the C. & W. M. Railway, and will embark in the purchase and sale of lumber, lath, shingles and builders' supplies generally.

Saranac—Henry Henkel has disposed of his stock of goods to a party in Grand Rapids and an inventory, preparatory to removing them, has been taken this week. The remainder of the stock will be taken to Howard City. Capt. E. P. Gifford will at once stock up the store with a general line of goods.

Saginaw—W. H. Downs, a former shoe dealer of this city, and four practical men of Detroit for a long time connected with the shoe manufactories there, are endeavoring to organize a stock company to manufacture shoes in Saginaw. The capital stock of the proposed company will be \$50,000, and this will enable the starting of a factory employing 100 hands.

MANUFACTURING MATTERS.

Jackson—The Steele & Hovey Manufacturing Co. has removed its patent leather goods factory to South Bend, Ind.

Cadillac—Chittenden, Herrick & Co. have closed their sawmill for a few days to get ready for a large cut during the coming season.

Saginaw—Murphy & Dorr, who are operating two camps in Clare county and

shipping logs by rail to this river, have cut 5,000,000 feet in the last 60 days.

Onkama—The Onkama Lumber Co. is making improvements which will put its mill in first-class shape for sawing. It will begin operations about the first of the new year.

Cadillac—Diggins Bros., who have been cutting lumber for Cobbs & Mitchell, have completed their contract. They have now engaged to cut several million feet for G. A. Bergland.

Tanner—A. K. Williamson is building an addition to his mill at Bear Lake. He has already a stock of logs on skids, and will have a full supply, provided we get any snow at all. He saws pine, hemlock and hardwoods.

Houghton—Thomas Parks has purchased 2,000,000 feet of stumpage near Lake Linden, and has his camps in, having about one-half of it on skids. The logs will be banked on Lake Superior, near L'Anse Bay.

Traverse City—W. F. Calkins, formerly chief engineer of J. J. Fay, Jr., & Co.'s, sawmills here, has bought an interest in the foundry business of Thirlby & Jackson, and the new firm will be known as Thirlby, Jackson & Calkins.

Tanderagee—The Northern Michigan Lumber Co. is enlarging the capacity of its sawmill and putting in a handle factory in connection. The latter will have twelve broom handle lathes and eight lathes for the manufacture of chair stock.

Kalamazoo—D. denBleyker has purchased the interest of J. R. McNabb in the Peninsular Carriage Co., and will conduct the business under the same name. There are now fifty hands employed in the shops. Mr. McNabb's retirement is caused by ill health.

Saginaw—W. R. Sutherland, an extensive dealer in hardwood lumber, says that he is carrying over 6,000,000 feet. He says there has been a fairly good trade in hardwood lumber during the season, and that a large quantity of logs will be put in this winter.

Lake Ann—S. Arnold has bought the sawmill here formerly run and owned by O. C. Fish, of Frankfort, and will put in a full stock of logs this winter. An Ohio concern is also putting up a large plant here, consisting of sawmill and hoop factory, and will have machinery for working up other small stuff.

Saginaw—It is now understood that if the Owen-Hutchinson Lumber Co. succeeds in effecting a compromise with its creditors, which is considered likely, the company will sell its planing mill plant, at least members of the concern state that this is the intention at present.

Houghton—C. A. Nie, of Norrie, Wis., contemplates the erection of a sawmill at this place. The mill will be a modern one, of large capacity, with a shingle mill in connection. Should the plant go in, a planing mill will also be put up. The intention is to have the mill in operation next season.

Cadillac—Cobbs & Mitchell's new sawmill, which is built on the site of the one which was burned in July last, began operations December 5. The new mill, though not so large as the one burned, has all the modern appliances and improvements. It is a single band mill, with a capacity of 48,000 to 51,000 a day.

Saginaw—The drive on the Little Molasses, containing about 4,000,000 feet of logs owned Bliss & Van Auken, came out

last week. This firm will put in 25,000,000 feet of logs over their log railroad in Gladwin county, and 4,000,000 at their camp on the Molasses. All of the product of this mill is handled by rail, and last month they shipped 2,500,000 feet. Their total output in the rail trade for the year will exceed 25,000,000 feet.

Muskegon—Navigation will close here with the docks fairly well depleted. An old lumberman in making a review of the various mills and the amounts which each would in all probability have on hand at the close, states that the amount will be less than at any time within the last decade, and no more than can be handled by the various yards during the winter. Consequently when navigation opens next spring vessels will come to bare docks or to piles of green lumber.

Thompson—There will be a large amount of logs put up in this section this winter. Hall & Buell have finished skidding and have begun drawing logs north of Seney, with about a foot of snow. The Chicago Lumbering Co. is not rushing the log business quite so heavy this winter, as it had logs left over. The Delta Lumber Co. has five camps running and is building three miles more of railroad. The company expects to haul logs over its road all winter, banking at the mill.

Manistee—The lumber cutting season at this point is about at an end. All the mills but two are shut down, and one of those intends to run all winter. The other will keep at it as long as logs can be got to the mill from the water. The excessively cold and stormy weather which prevailed week before last, and which sent the mills into winter quarters in a hurry, has changed for the better, and now it feels more like spring than winter. The ice which had formed in the booms so that it was almost impossible to move the logs, has about all melted out again.

The Retailer's Policy.

From the American Grocer.

There is a never-ending discussion as to the relative merits of the credit and cash systems, as the governing policy of a retail business. The advocates of either plan are as earnest and positive in their convictions as those who argue for prohibition or free trade, none seeming to realize that the truth lies midway of two extremes. Although the ideal credit business, or the ideal cash trade, is seldom, if ever attained, the ideal should ever be kept in mind as the desired goal.

Men succeed and men fail under both systems, which gives rise to the opinion oftentimes expressed, that success in life, in any vocation, depends more upon the man than the system.

We are led to this subject through conversations held with prominent advocates of both methods. Said one, a leading and successful dealer in one of the three largest cities: "It is a ticklish matter to do a credit business, and yet it is for us the best plan. I found that last year our losses from bad debts were only one-seventh of 1 per cent. of the amount of our sales, but this percentage of loss is apt to increase as the business grows, as it does year after year. Our plan therefore is to be more closely guarded and watch credits, to exercise a thorough supervision, not only over all applicants, but over old customers as well. We have adopted a system of rating all credit customers, as Aa, A, B, C, D, E, F, and note each customer's standing on their account as an index to the book-keeper. Aa represents parties of unquestioned standing, who pay when they please, and to whom statements are not periodically sent; A, those of high standing, who receive a monthly statement, and are not again reminded of their account; B,

those who are sent a duplicate statement, if no payment has been made within fifteen days; C, those who need to be notified the second time in ten days; D, those who are to be pursued by the collector; E, the man whose credit must not extend over one purchase, we being always ready to risk one bill, where we know nothing detrimental to a customer's standing; F, the party undeserving of credit—the dead beat. We admit that there can be no credit without risk, but we can afford to take more varied risks than the wholesale trader, because our margin of profit is thrice that of the jobber. The question is, shall we, or shall we not do without the trade of a class of responsible, thrifty customers, who are constant and free buyers, but who will not pay cash or be bothered with the annoyance of sending the money with every purchase, at the risk of children, servants and others? We prefer to do the credit business, rapidly extend the volume of trade, scan credits, watch everything closely and take the risks. We can make more money in that way."

The next day, one who for seven years has carried on successfully a cast iron cash business, in a city of 12,000 inhabitants, argued for his plan. He says: "The rule must be absolute; there must be no discrimination, common sense governing the very few exceptions that may arise, as when a well known and responsible person orders goods, having left the pocket book at home, or for other good cause unable to pay, until, 'I come in again.' There are, however, few instances of that sort, because the people understand and respect the rule. We have the largest and best trade in the city, and deal in fine and fancy groceries. Some half-dozen of our competitors have made attempts to adopt the cash plan and failed. My partner, unable to resist the temptation to credit the better class of patrons, withdrew and started another store, opposite, but my business keeps on increasing, and to my surprise the old customers stay by me. I am perfectly satisfied, after seven years' experience, to adhere strictly to the cash plan."

The leading grocers of Brooklyn are firm believers in a rigid cash system, and do a trade of \$750,000 annually on that plan. The foremost retail grocers of New York City, and the leading retail establishments generally do a credit business of millions.

Mr. John Wanamaker, of Philadelphia, does a retail trade of \$14,000,000 per year, and is reported as having 120,000 credit customers on his books, and of making \$1,000,000 net per annum.

Is it not evident from these examples that failure is due to defects in the business ability, the qualifications of the man and not from the system pursued? Correct business habits, experience, the ability to read character, the nerve to regulate credits, strong will-power, are elements that must be possessed by any who aspire to success in selling goods at retail, and are more essential than the system involved.

Activity in Farm Implement Lines.

From the Farm Implement News.

The demand the past few months for seasonable goods has been especially active, a condition of affairs which can be directly traced to the excellent crops and good prices received for them. The farmer has had money and has been able to liquidate all debts and purchase needed implements. Business is also active in the few lines of goods which are now in season, such as horse powers, feed cutters, grinding mills, corn shellers and similar lines. The demand is in some cases reported to be all that the manufacturers can take care of promptly, and in other quarters where the trade is not yet so strong in tone it is expected that cold weather will bring heavy reinforcements to the orders now in.

Use Tradesman Coupon Books.

GRAND RAPIDS GOSSIP.

Lambert Lamberts succeeds Lamberts & Sonke in the retail furniture business.

Mrs. F. L. Kilderhouse has opened a grocery store at Empire. The I. M. Clark Grocery Co. furnished the stock.

Simeon Leroy has opened a grocery store on East Bridge street. The stock was furnished by the I. M. Clark Grocery Co.

The Cedar Springs Stave Co. has put in a supply store in connection with its factory. The I. M. Clark Grocery Co. furnished the stock.

W. W. Forrest has completed his brick store building at Rockford, and placed his order for a drug stock with the Hazel-tine & Perkins Drug Co.

Jacob Formsma has purchased a half interest in the grocery stock of Cornelius Quint, at 305 Central avenue, and the firm name will hereafter be known as Quint & Formsma.

J. W. Sprau, formerly of the firm of F. Goodman & Co., general dealers at Burnip's Corners, has engaged in the grocery business at that place. The Lemon & Wheeler Company furnished the stock.

W. J. Smith, who embarked in the grocery business about a year ago at the corner of Monroe and Park streets, turned the stock over to the Ball-Barnhart-Putman Co. last Friday. The latter immediately discontinued the business and removed the stock to its own establishment.

J. W. Parke has leased one of the stores in the new Stow & Moore block, on Pearl street, and will shortly occupy the same with a wholesale notion stock. Mr. Parke has been engaged in this business at South Bend for several years and proposed to enlarge his line of customers by coming to a larger town.

Gustavus Stern has erected a two-story frame store building at Amble, 24x30 feet in dimensions, and put in a general stock. The Lemon & Wheeler Company furnished the groceries, P. Steketee & Sons the dry goods and the Gunn Hardware Co. the hardware. Mr. Stern hails from Toledo, where he was engaged in the grocery business several years.

Purely Personal.

Frank Hamilton, of the firm of Hamilton & Milliken, at Traverse City, was in town last Friday.

C. F. Moore, president of the Diamond Crystal Salt Co., of St. Clair, was in town a couple of days last week.

C. N. Rapp has returned from York State, where he spent seven weeks in the apple producing regions in pursuit of desirable stock.

The wife of Valda Johnston, who was severely injured during a runaway about ten days ago, is rapidly improving and will soon be able to be about again.

Heman G. Barlow writes from Mt. Clemens that his symptoms are improving and that he soon hopes to be able to announce his enthrallment from rheumatism.

S. M. Lemon and John Caulfield spent last Friday in the woods of Plainfield township. They bagged large quantities of game, but gave it all away to poor children they met on the way home.

Mr. Clark, late manager of the local branch of Swift & Company, has been recalled. It is surmised that Bert Stevens

will be announced as his successor—a change which would give the meat trade of the city genuine satisfaction.

The frequent visits of C. F. Walker, the Glen Arbor general dealer, to the Grand Rapids market have been the occasion of considerable wonderment on the part of that gentleman's many friends. It now appears that his visits are of a purely official character, due to his employment as a detective by a large corporation. His services in this capacity are so highly valued by his employers that it is not unlikely that he will abandon the mercantile business altogether in the near future.

From a Ypsilanti Standpoint.

The Ypsilanti *Ypsilantian* of last week containing the following communication from a traveling man of that place in reply to the insulting remarks of the *Sentinel*:

In a recent issue of the *Sentinel* of this city, the editor of that paper in commenting upon the alleged escapade of one Andrews, of Grand Rapids, takes occasion to remark that this "is another proof of what we have said before, that one would never make a mistake by shooting a commercial traveler on sight."

Mr. Geo. F. Owen, a commercial traveler of Grand Rapids, whose reputation and character are irreproachable, in very mild terms and very properly, calls Mr. Woodruff to account, in THE MICHIGAN TRADESMAN of November 25, for this villainous statement; and the writer of this also takes exception to the vile implication, and would have replied to it in your last issue had he not been informed that the editor of the *Sentinel* had apologized to Mr. Owen for the article referred to, and had disclaimed any knowledge of its insertion or of entertaining such sentiments towards commercial travelers.

It now appears that I was misinformed and that Mr. Owen must also have been deceived, the writer of the "apology" being M. T. Woodruff, reputed publisher, while the author of the offensive article is no other than Chas. Woodruff, editor; and this is followed by another insult in the editorial columns of the *Sentinel* of December 2.

Now, as there are twenty-five or thirty commercial travelers who have resided, owned property and paid taxes in this city for a considerable number of years, they have been identified with the city's growth and prosperity, and some of them occupy public positions of honor. A large proportion of them are also members of the various religious denominations, and it is believed all or nearly all are regular church attendants and are looked upon as good citizens. I want to ask Chas. Woodruff to inform us and the people of Ypsilanti what these men have done that they deserve to be "shot on sight." Is he such a model of propriety and decorum that he can sit in judgment and condemn to be "shot on sight," such citizens as S. L. Champlin, S. A. Durand, Wm. Rickie, C. L. Stevens, Jas. A. Bassett, Wm. B. Seymour, M. G. Wood, T. J. Haywood, P. M. Ross, C. L. Hall, M. M. Reed, C. W. Mansfield, N. B. Perkins, and others whose names I do not at this moment recall, because forsooth, some individual in the city of Grand Rapids, who may or may not have been a commercial traveler (Mr. Owen says he was not), has gone wrong?

Do the people of this city look upon this long-haired, long-eared nondescript as in any sense superior as a citizen to the men I have mentioned? There have been some commercial travelers whose families yet live here, but whose bones lie in yonder cemetery. Would you have had these and those now living "shot on sight," and their places taken by such as the one who now vilifies them?

In the State of Michigan there are 3,000 and in the United States 260,000 commercial travelers, and I will venture the assertion that for morality, sobriety and good citizenship, the least among them will compare favorably with the editor of the *Sentinel*, and that none of

them will equal him in depravity, if such expressions as are attributed to him are any criterion for judgment. It has been no uncommon thing to hear him spoken of as "a crank," and deservedly so, for has he not from time immemorial opposed and ridiculed every advanced thought, every modern social, political or religious development? Nothing in the way of progress escapes his invective, which does not conform to his narrow ideas.

I have already taken up too much of your space, but here is an *apropos* selection—the author of which I do not now recall—I must ask you to print in this connection:

Doubt greatly that one who always doubts,
Who, lacking good himself, sees only evil in all
he meets;
Who, ever ready with stilet sharp of criticism
Seeks with ruthless hand to pick at little flaws,
Till grievous faults appear.
O, fear that one, with conscientious fear,
Who sees not good but bad;
For verily, in others, 'tis himself he sees reflected.
He that is good, e'er finds some good in all;
He that is loving, e'er finds much to love.
Doubt much the doubter!
For 'tis he who sows the seeds of discord
Broadcast o'er the land,
And bounteous harvests follow of vile growth—
Thistles of hate, nettles of vanity,
That kill the blossoms sweet
Of peace and love.

Mr. Bugbee Receives the Most Votes.

In response to the circular sent out by the Secretary of the State Board of Pharmacy, soliciting the members of the Michigan State Pharmaceutical Association to express their preference for the coming appointment to the Board of Pharmacy, 168 replies were received, divided among fifteen candidates, as follows:

Chas. A. Bugbee	62
Stanley E. Parkill	59
Frank Inglis	11
D. E. Prall	11
L. A. Goodrich	9
J. E. Peck	8
F. J. Wurzburg	5
H. Thum	5
H. W. Snow	4
C. W. Parsons	3
Jacob Jesson	1
Geo. McDonald	1
Merrill	1
F. Alsdorf	1
E. T. Webb	1
No choice	2

A considerable number of irregular replies were received, which will, necessarily, be ignored in making the report to the Governor. As Mr. Bugbee is a Democrat, while the candidate who receives second choice is a Republican, it would appear as if the former stood a good chance for the appointment. The matter is now in the hands of Frank Wells, however, and when he announces his decision in the matter, the Governor will make the appointment.

The Greatest Potato Crop on Record.

The greatest potato crop on record has been made in the United States and Canada this year. The United States Department of Agriculture returns the average yield as 94 bushels per acre, which with the increased breadth, makes a crop of 225 to 230 million bushels. This yield shows there is no danger of widespread exhaustion of soils by the potato. The total crop of the entire Dominion of Canada is returned by the *American Agriculturist* at over 60,000,000 bushels, or 129 bushels per acre. The same authority has made special investigation of the crop throughout the potato growing sections of the world, and finds it almost universally large except in Eastern Germany, Austria and Russia, the details of this inquiry appearing in the December issue of that magazine. It places the average yield per acre in Prince Edward Island at 155 bushels this year, Nova Scotia 120, New Brunswick 131, Ontario 127, Manitoba 150. Such yields are larger than any foreign country except the British Isles, 175 bushels, and compare most favorably with the average yield per acre (bushels) in this country for 1891 and for the five previous crops.

Gripsack Brigade

Louis Roenigk, of Greenville, has engaged to travel for Henry A. Newland & Co., of Detroit, during 1892.

David Brown, who has traveled through Southern Michigan regularly for the past thirty years, died a few days ago at his home at Piqua, Ohio.

Detroit *Journal*: Jackson commercial travelers want a prominent retraction of what they consider a slanderous article in the Ypsilanti *Sentinel*. The *Sentinel* hinted that there is no place for the drummer on earth, when it should have said there is no place on earth too good for the commercial traveler.

W. A. Stebbins, for the past six years book-keeping and cashier of the local branch of the Standard Oil Co., has engaged to travel for DeLand & Co., of Fairport, N. Y., taking Kansas as his territory. The engagement dates from Jan. 1, when Mr. Stebbins will head westward, leaving his family in Grand Rapids for the present.

Use Tradesman or Superior Coupons.

Diamond Crystal Table and Dairy Salt.

99.7 PURE.

Put up in pockets and wooden boxes and sold at only a slight advance over the price of inferior brands.

Order a sample barrel or case of your jobber and be convinced of the superiority of

Diamond Crystal

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

The Manufacture and Use of Razors.

English and foreign makers of razors employ different methods. The foreigner makes his blade very hard, and does not draw the temper so much as is done in America. A Swedish razor is very hard indeed, and very liable to break, but has a wonderful edge, and if it does not meet with accident will do good service for years. Rodgers also makes a very hard edge as does also Crooke; other makers not going to extreme. Some makers abroad and very generally in America make a blade so thin with so fine an edge that the latter will rise and fall very perceptibly as it is drawn along the thumb nail.

The tempering of a razor is a matter of great care. Should a drop of grease get into the cooling water the batch would be made brittle and spoiled. Instances have been known of an employee unwittingly rinsing off his hands in the water and producing the same result. To draw the temper some makers tie a dozen blades together, dip the bundle in oil, and put it before a blaze long enough to burn the oil off.

There is a growing tendency in this country to do away with the barber and shave one's self. There is skill required in this. The correct way is to draw the blade across the face as the mower does his scythe. This gives a clean shave. A great majority of shavers, however, simply scrape. Some razors are honed by laying the blade flat, while others have edges which do not allow this.

The edges of razors are half, three-quarters and full concave, the latter requiring smaller stones in grinding. Razors should be carefully wiped after using, and the English recommend a lint made in their country as the best material for that purpose. This lint is so soft that it will not harm the thinnest blade; its drying qualities are such that it will instantly absorb every particle of moisture, and, moreover, it is convenient in use. The making of fine cutlery and its care are matters of importance requiring a knowledge and experience very little known to the public at large.

A Suggestion to Hardware Merchants.

From the Industrial World.

Several months ago we rather more than hinted at the advisability of hardware merchants making more frequent trips to the larger distributing points for the purpose of satisfying themselves as to what new goods were in the market which they have not noticed, talking over business with their jobbers, etc. In these busy, stirring times, it will not do for a merchant to sit in his store from January to December without a visit to the larger cities, to see, be seen, and pick up new ideas. A humdrum man, who lacks energy and is content to remain at home and buy the same class of goods year in and year out, will undoubtedly have a humdrum trade. A merchant must be up and stirring around, ever on the alert to "catch on," to be abreast of the times he must be energetic, self-sacrificing and last but not least, devote a certain portion of his leisure time in a careful perusal of his trade paper. Trade journals nowadays are thoroughly recognized by manufacturers, who are liberal patrons of their pages, and from week to week there is nearly always something new which will be found worthy of attention. A thorough man of business will not fail to acknowledge the truth of the foregoing and probably practices it to a certain extent, but we know there are others who do not, and to those these few words may offer food for reflection.

Good Words Unsolicited.

A. B. Steele, general dealer, Advance: "We cannot do without THE TRADESMAN."

L. Gifford & Co., general dealers, Davison Station: "THE TRADESMAN is growing better each year."

G. A. Bolster, traveling representative J. W. Brant Co., Albion: "Your notes 'Among the Trade' are worth money to me or any salesman, and I hope they will be continued in as good shape as they always have been in the past."

Use Tradesman or Superior Coupons.

Hardware Price Current.

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

AUGURS AND BITS.		dis.
Snell's	60	
Cook's	40	
Jennings' genuine	25	
Jennings' imitation	50&10	
AXES.		dis.
First Quality, S. B. Bronze	\$ 7 50	
" D. B. Bronze	12 00	
" S. B. S. Steel	8 50	
" D. B. Steel	13 50	
RAILROADS.		dis.
Railroad	\$ 14 00	
Garden	net 30 00	
ROLTS.		dis.
Stove	50&10	
Carriage new list	75	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	\$ 3 50	
Well, swivel	4 30	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright 5ast 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.		dis.
Ordinary Tackle, list April 17, '85	60	
CRADLES.		dis.
Grain	dis. 50&10	
CROW BARS.		per lb
Cast Steel	5	
CAPS.		per m
Ely's 1-10	65	
Hick's C. F.	" 35	
G. D.	" 60	
Musket	" 14 00	
CARTRIDGES.		dis.
Rim Fire	50	
Central Fire	dis. 25	
CHISELS.		dis.
Socket Firmer	70&10	
Socket Framing	70&10	
Socket Corner	70&10	
Socket Slicks	70&10	
Butchers' Tanged Firmer	40	
COMBS.		dis.
Curry, Lawrence's	40	
Hotchkiss	25	
CHALK.		per gross
White Crayons, per gross	130&12 1/2	
COPPER.		per pound
Planished, 14 oz cut to size	28	
" 14x52, 14x56, 14x60	26	
Cold Rolled, 14x56 and 14x60	23	
Cold Rolled, 14x48	23	
Bottoms	25	
DRILLS.		dis.
Morse's Bit Stocks	40	
Taper and straight Shank	50	
Morse's Taper Shank	50	
DRIPPING PANS.		dis.
Small sizes, ser pound	07	
Large sizes, per pound	6 1/4	
ELBOWS.		dis.
Com. 4 piece, 6 in	dos. net 75	
Corrugated	dis. 40	
Adjustable	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26	30	
Ives', 1, \$18; 2, \$24; 3, \$30	25	
FILES—New List.		dis.
Diston's	60&10	
New American	60&10	
Nicholson's	60&10	
Heller's	50	
Heller's Horse Rasps	50	
GALVANIZED IRON.		dis.
Nos. 16 to 30; 22 and 24; 25 and 26; 27 and 28	28	
List 12 13 14 15 18	18	
Discount, 60		
GAUGES.		dis.
Stanley Rule and Level Co.'s	50	

HAMMERS.		ROPS.	
Maydole & Co.'s	dis. 25	Sisal, ½ inch and larger	12½
Kip's	dis. 25	Manilla	dis. 12½
Yerkes & Plumb's	dis. 40&10		
Mason's Solid Cast Steel	30c list 60		
Blacksmith's Solid Cast Steel, Hand	30c 40&10		
HINGES.		SQUARES.	
Gate, Clark's, 1, 2, 3	dis. 60&10	Steel and Iron	75
State	per doz net, 2 50	Try and Bevels	60
Screw Hook and Strap, to 12 in. 4¼ 14 and longer	3¼	Mitre	30
Screw Hook and Eye, ½	net 10		
" " " ¾	net 8¼		
" " " 1	net 7½		
" " " 1 ¼	net 7½		
Strap and T	dis. 50		
HANGERS.		SHEET IRON.	
Barn Door Kidder Mfg. Co., Wood track	50&10	Com. Smooth	Com.
Champion, anti friction	60&10	Nos. 10 to 14	\$4 05 \$2 95
Kidder, wood track	40	Nos. 15 to 17	4 05 3 15
HOLLOW WARE.		Nos. 18 to 21	4 05 3 15
Pots	60	Nos. 22 to 24	4 05 3 15
Kettles	60	Nos. 25 to 26	4 25 3 25
Spiders	60	No. 27	4 45 3 35
Gray enameled	40&10	All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra	
HOUSE FURNISHING GOODS.		SAND PAPER.	
Stamped Tin Ware	new list 70	List acct. 19, '86	dis. 50
Japanned Tin Ware	25	SASH CORD.	
Granite Iron Ware	new list 33¼&10	Silver Lake, White A	list 50
WIRE GOODS.		" " " " " " "	50
Bright	70&10&10	" " " " " " "	50
Screw Eyes	70&10&10	" " " " " " "	50
Hook's	70&10&10	" " " " " " "	50
Gate Hooks and Eyes	70&10&10	" " " " " " "	35
LEVELS.		Discount, 10,	
Stanley Rule and Level Co.'s	dis. 70	SASH WEIGHTS.	
KNOBS—New List.		Solid Eyes	per ton \$25
Door, mineral, jap. trimmings	55	SAWS.	
Door, porcelain, jap. trimmings	55	" " " " "	dis.
Door, porcelain, plated trimmings	55	" " " " "	20
Door, porcelain, trimmings	55	" " " " "	70
Drawer and Shutter, porcelain	70	" " " " "	50
LOCKS—DOOR.		" " " " "	30
Russell & Irwin Mfg. Co.'s new list	dis. 55	" " " " "	30
Mallory, Wheeler & Co.'s	55	" " " " "	30
Branford's	55	" " " " "	30
Norwalk's	55	" " " " "	30
MATTOCKS.		" " " " "	30
Adze Eye	\$16.00, dis. 60	" " " " "	30
Hunt Eye	\$15.00, dis. 60	" " " " "	30
Hunt's	\$18.50, dis. 30&10	" " " " "	30
MAULS.		" " " " "	30
Sperry & Co.'s, Post, handled	dis. 50	" " " " "	30
MILLS.		" " " " "	30
Coffee, Parkers Co.'s	40	" " " " "	30
" " P. S. & W. Mfg. Co.'s Malleables	40	" " " " "	30
" " Landers, Ferry & Co.'s	40	" " " " "	30
" " Enterprise	30	" " " " "	30
MOLASSES GATES.		" " " " "	30
Stebbin's Pattern	dis. 60&10	" " " " "	30
Stebbin's Genuine	60&10	" " " " "	30
Enterprise, self-measuring	25	" " " " "	30
NAILS.		" " " " "	30
Steel nails, base	1 80	" " " " "	30
Wire nails, base	2 00	" " " " "	30
Advance over base:		" " " " "	30
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Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

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E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 16, 1891.

A class of people has for years been teaching the gloomy doctrine that population is increasing in a more rapid ratio than food supplies, and that it is only a question of time when one will overtake the other. Prof. Atwater, in a recent magazine article, denies the correctness of this theory by showing the immense agricultural possibilities of improved methods, more intensive culture and chemical fertilization. He maintains that capacity for food production will always keep pace with any conceivable increase of population. It is gratifying to notice this more pleasing philosophy.

The brutal attack on a representative member of the traveling fraternity, following an uncalled for attack on the profession as a whole, would subject the editor of the *Ypsilanti Sentinel* to a deserved punishment, were it not that the proverbial respect for gray hairs entertained by men of samples protects him from the resentment which all fair minded men feel over such baseless and imbecile charges.

Another Convert to Cash.

FLINT, Dec. 12.—A few words in regard to the credit business. After thinking the matter over for some time, I have come to the conclusion that I will cease all credit business after the 1st of January, and I have a placard hanging in the store to the effect that no goods will be charged after that date, but give 5 per cent. discount on all cash purchases of one dollar or more and issue coupon books to responsible parties, on not to exceed 30 days' time.

I find that in giving credit you offend a great many people, both ways—some because you refuse them credit, others because you give them credit—and when you are in need of money to pay your bills and have no other way to get it only of those who owe you, asking them for it, no matter how carefully, offends them and sometimes they quit you entirely. For that reason, I have made up my mind that what goods I sell after the 1st of the new year will be on a cash basis, so that when I close at night I can count the money or coupons for what goods I have sold during the day, if it is not more than \$1. F. B. LARABEE.

Making Salt by Electricity.

ST. CLAIR, Dec. 12.—The Diamond Crystal Salt Co. has secured control of the patent, recently secured by a Cleveland man, by means of which salt can be instantly separated from the brine by electrical action. The patent is considered the greatest advance ever made in salt making, as it does away with the present expensive method of evaporating the water in the brine.

"Cash---All Cash."

BRINTON, Dec. 10.—I have adopted the cash system and find that it pays, as I am selling goods way below the prices of others who do a credit business. My trade has increased 25 per cent. in thirty days and it is cash—all cash.

S. M. MEADER.

GROWN BY ELECTRICITY.

The Successful Experiments of a Boston Market Gardener.
From the Boston Journal.

Experiments upon electricity as effecting plant growth have been going on for some time at the Massachusetts Agricultural College at Amherst, and Prof. Warner, who is giving great attention to the matter, is preparing a paper for an agricultural bulletin, which will not only embody the results of his own experience, but will give the investigations lately made in foreign countries.

Intense interest has been aroused among Massachusetts farmers and agriculturists by the recent publication of a bulletin from the agricultural station of Cornell University in which the declaration is made that experiments show that the electric light can be profitably used in the growing of plants. In the light of this announcement the publication of Prof. Warner's experiments will be looked forward to with considerable interest. Prof. Warner has conducted his investigations with great care and thoroughness, and few persons outside of the college staff have been aware that experiments were going on. It is understood that important experiments have also been made at the college with electric currents, with the end in view of verifying the experiments of foreign scientists which go to show that the action of electric currents upon plants and vegetables seems to consist in the active dissolution of the organic principles existing in the soil, which are thereby brought within the reach of the roots, thus causing a more rapid growth in a shorter period.

Independent of the experiments at the agricultural college only one private individual in the State is known to have experimented with the electric light, and that is W. W. Rawson, an extensive market gardener in Arlington. Mr. Rawson had his attention drawn to the effect of electric light on plant growth in a singular manner and by accident. As far as he is concerned, therefore, his experiments were original with himself, and were made long before he heard any attention was being paid to the subject by foreign or American scientists. In the fall of 1889 it so happened that an electric light was erected by the town of Arlington for street lighting purposes at a point in close proximity to one side of his residence. On that side of his house were a number of flower beds which never thrived until the rays of the electric light began to fall on them. The plants soon began to show an unusual change. Finally they exhibited such a lively and increased growth that they could not fail to attract attention, and no reason could be assigned for the phenomenon but the effect of the electric light. Determined to push the experiment further, Mr. Rawson introduced lights into his extensive hothouses, devoted to the winter raising mainly of cucumbers and lettuce. The marked effect on his crop became at once very manifest, and the experiment was seemingly so successful during the winter of 1889 and 1890 that he fully demonstrated to his own satisfaction that he could raise a larger crop of lettuce or cucumbers of better quality in a shorter time than he could before, in fact he convinced himself that the electric light enabled him to increase his profits 25 per cent. over what they had been before. Last winter he was disappointed in obtaining electric power and he could not make further investigation. Meanwhile he corresponded with scientists at home and abroad and imparted to them the results he had obtained. He hopes this winter to resume his experiments on a large scale and is making preparations to that end. He has experimented both with arc lights and incandescents and has found that the former are more efficient.

Country Callers.

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

A. J. Friant, Austerlitz.
Hyde & Squires, Rockford.
Chas. McCarty, Lowell.
Gustavus Stern, Amble.
J. K. Flood, Hart.
Hamilton & Milliken, Traverse City.

How to Get Rich and Live Forever.

Written for THE TRADESMAN.

When a man escapes the numerous evils incident to childhood and youth, arriving at manhood with health and vigor, and passes on into a ripe old age, he is supposed to be in possession of some great secret, unknown to the masses, by which he has been enabled to preserve his strength and prolong his life beyond the point reached by the many. Long life being something greatly desired by all men, the old man is importuned to divulge this great secret before he goes to his reward; and so the world is full of hygienic rules and directions how to become healthy and live long. One authority says, "If you wish to live long, abstain from alcoholic liquors." We look about us to find proof for this statement, but we find that among our personal friends who have attained a great age, the total abstainers do not outnumber the others. Another apostle of science admonishes us that if we value our health and wish to live our allotted time on earth, we must not indulge in the soothing weed in any shape or form; and at once we recall old Jerry Brown, who wore out the patience of four generations of undertakers. He was doctor proof, weather proof, and was supposed to be death proof. He lived on black, gummy plug tobacco and we all remember the dark yellow icicles which used to hang in Jerry's long white beard in the winter time. What he could not conveniently eat, he smoked in a dirty black pipe which had been out a wife, but you will remember that your lawed for sixty-five years. Jerry once had grandfather used to say that his father, when a boy, was acquainted with her and remembered the day when she was killed by inhaling Jerry's breath. After this he could never get his breath close enough to another woman to pop the question, and so he never was married again. He might have lived forever if they had not ceased to make his favorite black plug. This discouraged him and he refused to wag his jaws on any new-fangled brand—and so he died.

All men not only desire to live long and enjoy good health, but they also desire to become rich; and so the few who reach the coveted goal are besought to point out the hidden and mysterious way for the benefit of the many who are struggling to enter therein. This advice is freely given, extensively published, and widely circulated, yet the great mass of mankind is unable to find it, and the few who do succeed make a pathway of their own, rather than follow the beaten track laid down by others. Ambitious new beginners in the race for bread used to read books purporting to inform them "How to Get on in the World" and "How to Get Rich" and other kindred subjects, but they did not get on or get rich. Embryo millionaires have studied the "rules" laid down by Rothschild and others, but they have not become millionaires. This kind of advisory literature has become so plentiful that its own superabundance has impaired its value (if it ever had any), and business men everywhere to-day class it with dream books and last year's almanacs and fling it aside as a thing of no practical value. These voluminous authors have lost the ear of the great, busy, active world and their efforts to regain it are futile and ineffectual. If Jay Gould should write a book on "How to Become a Millionaire," and some poor unfortunate fellow should write a book on

"How to Get On in the World," no one would step outside of the ranks to read either. Does any one believe that it is possible for Jay Gould to tell any certain man how he may become a millionaire? Is any one fool enough to believe, for an instant, that he would tell, if he could? No more than you would tell, if you could, how any man might steal away the affections of your wife. The other book would fare no better, because a man who cannot get on in the world himself is not supposed to be competent to impart the secret of success to others.

The writer once knew a man in Canada whose library consisted of the following great works: "The Art of Fortune Telling," "How to Become Rich," "How to Win the Heart of Any Lady," "How to Get On in the World," "The Love Letter Writer," "Every Man His Own Lawyer," "Once in Grace, Always in Grace," "The Universal Dream Book," a pack of cards and a Canadian Almanac. This man believed that the earth was flat, like a buck-wheat flap jack and that the little birds went up to heaven in the fall and came back in the spring. He is in the asylum now and I have never been able to learn what they did with his valuable library.

Advice, when needed and solicited, is like the dews of heaven—refreshing and revivifying, lent when it is showered upon us and crammed into us without our consent, it produces nausea and we are unable to retain it on our stomach. The greater portion of this advisory and preceptory literature relating to the business, social and religious world is insincere, superficial and impracticable. Its authors do not practice what they preach, and the great busy world, having no confidence in them, will not take the time to look into their productions. We lose the occasional kernel because life is too short to search through the world of chaff to find it. E. A. OWEN.

The Jolly Gripsack Man.

J. C. Sherman in Vermontville Echo.

They may talk about titles of princes or lords,
And all the great names which history records;
But no knight in armor that ever was made,
Can vie with the knight of the gripsack brigade.

You'll find him dressed up in most elegant taste,
Not a hair of his head is ever misplaced;
From his black shining beaver to his polished shoe tip,
Everything is "in line" with the knight of the grip.

He is always read up on the country's condition,
He's a personal friend of each great politician;
He knows just the speed all fast horses have made,
Always up to the times is the gripsack brigade.

He can tell a good story, is a very fair joker,
He can play seven-up or a good hand of poker;
He likes good cigars and nice beer pretty well,
And he always puts up at a first-class hotel.

He's a warm-hearted friend, if a fellow's in need,
His honor he holds very sacred indeed;
He's polite to the ladies, whether madam or maid,
They are gentlemen all, this gripsack brigade.

Three cheers for the men who carry the grip,
They are jolly good fellows I'll give you a tip;
If you want a good friend you need not be afraid
To call on the boys of the gripsack brigade.

Florida Oranges Improving--The California Crop Injured.

The Florida orange market, which has so far been very unsatisfactory to all interests concerned—from grower to dealer—shows signs of improvement all around.

News from the orange sections of California is to the effect that the severe wind storms on the Pacific Coast have injured the crop very seriously, many orchards having been destroyed altogether. This will tend to shorten the crop and give added value to the Florida product.

Use Tradesman Coupon Books.

To Traveling Men:

ON SATURDAY, DECEMBER, 19, 1891

THE

Benton Harbor Improvement Association,

Of Benton Harbor, Michigan will sell at public auction their entire Third Addition, embracing

5000 feet frontage on Main Street!

For attractiveness, elevation, location, wide streets, all being improved, it has no comparison in the city. It is absolutely the choicest tract for beautiful homes in Berrien County. THE TRAVELING MEN OF MICHIGAN are urged to become investors in this property. We are certain that every dollar invested upon our easy terms will bring them a profit of at least **100 per cent. per month**, because such extensive improvements, including gas, water, and sewerage service, which are to be put in with the opening of spring upon the plat, will make this section the most busy of all districts, and with the many beautiful homes which we are certain of having built upon this tract will greatly enhance surrounding property.

SEE WHAT EASY TERMS! 10 per cent. cash down, balance to suit, not less than \$10 monthly. These are the terms, and this is the kind of property which enables the real estate speculators to "make quick returns." We have made these attractive terms with the view of offering traveling men who visit our section an opportunity to become one of our advocates and friends.

Every purchaser of property will be furnished a title, insurance policy guaranteeing him perfect title for the full amount of this investment. This policy will be issued by one of the strongest companies in America.

Remember the Date and the Hour!

For further information address or apply to

THE BENTON HARBOR IMPROVEMENT ASSOCIATION,

DR. JOHN BELL, President.

BENTON HARBOR, MICH.

P. H. EARLY, Pres. and Treas.

W. H. DODGE, Sec'y and Gen'l Manager.

GANNON, DONOVAN & SHEA, Western Att'ys, Omaha, Neb.

DUNCAN & GILBERT, Gen'l Att'ys, Chicago.

HENLEY & SWIFT, Pacific Slope Att'ys, San Francisco.

McCARTHY, OSLER, HOSKIN & CREELMAN, Canadian Att'ys, Toronto, Ont.

DORSEY, BREWSTER & HOWELL,

Southern Att'ys, Atlanta, Ga.

BARTLETT & ANDERSON, New England Att'ys, Boston, Mass.

The Merchants Retail Commercial Agency.

INCORPORATED UNDER THE LAWS OF ILLINOIS.

CAPITAL PAID IN, \$30,000.00.

General Office, 53 Dearborn St., Chicago, Ills.

Eastern Office, 911 Drexel Building, Philadelphia, Pa.
 New England Office, Boylston Build'g, 657 Washington St., Boston, Mass.
 Canadian Office, 27 Canadian Bank of Commerce Building, Toronto, Ont.
 Western Office, 413-515 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.

**Infallibly Protective, and It Makes 'em Pay.**

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.

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 and 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 his region.

Secretary.

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.
Next meeting—At Bay City, Jan. 13 and 14, 1892.

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 Ingalls 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, F. D. Kipp; Secretary, W. C. Smith.

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

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

THE SMUGGLING OF OPIUM.

Queer Ways of Sending the Drug Over the Border.

As long as the profits of smugglers are big their business will flourish, notwithstanding such an occasional capture as that of the exporter of illicit opium in New York the other day. The customs detective service, controlled from Washington, cannot possibly keep under guard the entire frontiers and coasts of so vast a country as the United States. It is only now and then that they can strike a blow at the traffic by exercising not merely vigilance, but devices of the utmost ingenuity.

About three months ago three revenue inspectors in Puget Sound dressed themselves as fishermen and started out after herring with an equipment of nets. Their purpose was assisted unexpectedly by a tremendous storm that capsized their boat and cast them on the shore of San Juan Island. They were taken care of by the resident fisher folk and they lived with them for some time, partaking of their occupations and amusements. Incidentally they discovered that the hospitable inhabitants were engaged in smuggling opium and liquor from Canada, the whisky being sold to the workmen in the great lime factories there. As a result eleven persons have been arrested.

Not long ago a novel and very interesting method of smuggling opium was discovered by officers of the revenue marine at Puget Sound. Large sticks of timber were sawn in two lengthwise and hollowed out, the halves being afterwards fastened together with wooden pins, so that no one would have supposed that the big logs were filled with contraband material. The scheme was found out by the chance of coming across some of the empty logs floating about on the water. Two or three good-sized logs will hold many thousands of dollars' worth of opium.

The firemen and stokers on board of the trans-Pacific steamships do a great deal of smuggling, because they have so many convenient hiding places. They hide opium in the coal, and hollow iron masts frequently afford places of concealment for cans of opium, as do also the pumps of vessels. In port there are various ways of getting the opium ashore. A favorite method is to drop the cans overboard, with sinkers attached to them so as to keep them from drifting far, and floats of cork or wood to mark them. Then small boats pick them up.

Some of the most remarkable incidents which have come under the observation of the revenue marine have to do with the smuggling of Chinese into the United States. Certain instances came to the knowledge of the Government not long ago where crews of vessels actually killed and threw overboard many unfortunate Chinese passengers when in danger of capture, in order to destroy all evidence against themselves. Some most extraordinary expedients are resorted to. On one occasion several Chinamen were hidden under the boilers of a steamship bound for Vancouver. They literally

roasted, and their cries of agony attracted the attention of the inspectors at Port Townsend. They were dragged out, and some of them died from their burns. Another time a Chinaman climbed into the space in a paddle box, where he had just room to hold on, secreting himself before the vessel started from Vancouver. Every revolution of the wheel deluged him with icy water, and he was taken out more dead than alive.

Profitable smuggling from the British possessions is of wool. Small vessels and boats fetch it over from New Brunswick, and the same method of bringing it here is practiced on the northwest coast. Since a tariff of \$30 a head was placed on horses and \$10 on cattle, a considerable business has been done in driving them across the Rio Grande from Mexico by fording the shallow stream at night. A new way for smuggling tobacco has grown up since the McKinley tariff law imposed a duty of \$2 a pound on wrapper tobacco and 35 cents a pound on filler tobacco. The surreptitious importers conceal wrapper material in bales of filler, and get it through cheap. A great quantity prepared in that way was captured recently at Tampa. The duty on cigars is \$3.50 a pound, with 25 cents additional, so that it pays well to get them in free.

Most of the opium smuggled into this country comes from Canada. The business of getting it across the border employs enormous capital and the industry of hundreds of men who have acquired expertness by experience. It is vastly profitable. The importation of 100,000 pounds duty free represents a clear gain of \$1,200,000, tariff being \$12 a pound. The stuff can be conveniently shipped to any place along the line and conveyed over the border whenever it is desired. Where there is a river men in boats ferry it over by night. It is shipped across in every imaginable disguise. There is almost no limit to the ingenious resources of those engaged in the traffic. On one occasion two men were arrested and twenty cans found in their possession were confiscated. The cans were stored for safe keeping at Ogdenburg, N. Y., and, in order to get rid of evidence against the parties concerned, their confederates used bribery and obtained access to the captured goods, replacing the opium in the cans with wooden blocks made to fit them. Fortunately the scheme was discovered immediately afterward.

Some months ago an opium smuggler was arrested who confessed that he had been engaged for years in carrying it across the frontier by the satchelful at a time. He traveled to and fro by train, concealing his handbag from the custom officers when possible. Otherwise, he let it lie openly on a seat other than that which he himself occupied. If a suspicion as to its contents had ever occurred to the inspectors, he would simply have denied that he owned it or knew anything about it. In this simple manner he had imported more than \$100,000 worth on his own account.

Most of the opium brought from Canada is manufactured at Victoria, where 125,000 pounds of the crude article is annually transformed into about 70,000 pounds of the prepared product. It comes chiefly from Turkey, being inferior in quality to that imported from China, and arrives in the shape of balls. After the petals of the opium poppies have fallen the seed pods rapidly develop, incidentally producing a gummy juice. This juice is gathered by cutting open the pods at the proper time and scraping it off with knives when it has exuded. It is collected on leaves and dried in lumps. Finally it is made into balls of a certain weight, and the balls are covered with poppy petals agglutinated with a paste of opium waste and other substances. After being dried in the sun the balls are packed in chests for export. At Victoria the balls are removed from their coverings and the material is boiled to a thin paste with water. The paste, with some cold water added, is permitted to stand for fifteen hours, after which it is filtered through bamboo fiber paper. The resulting brown liquid is concentrated by boiling down until it resembles molasses in consistency. After being

kept for a few months it is ready for smoking, and is put up in cans for market.

The extent to which the smoking of opium prevails in the United States is not generally realized. Statistical information is to the effect that nearly one million persons in this country smoke the drug, while at least 85,000 are opium eaters, consuming it in other forms. Of the 70,000 pounds of the prepared article produced at Victoria alone nearly all is sold and used in the United States, and to the Canadian product must be added great quantities which are imported, free of duty or otherwise, from China. Opium has been raised in Virginia, Tennessee and California, but it did not pay, chiefly because labor costs too much, and the domestic article could not compete with the foreign at market prices.

Completely Crushed.

Two traveling salesmen for new patent medicines dropped in on a druggist at the same time one day, and wanted him to take a lot of their stuff on sale. Of course each medicine was warranted to cure anything, from headache to consumption, and they had written testimonials to back them up. One of them read off the following:

"Dear Sir—Six months ago I had the misfortune to fall from the top of a five-story house, breaking most of the bones in my body and injuring myself internally in many distressing ways. I was under the care of distinguished physicians for some time, but got no relief until a friend sent me a bottle of your invaluable medicine. I felt better from the first day after taking it and within a fortnight was as good as new."

The traveler thought that letter printed in circulars would be a catching advertisement, and the apothecary agreed with him, saying that the bigger the yarn the more likely people would be to swallow it.

"Just what I think," said the other salesman, getting out his documents, "so just listen to this one; it's a daisy that leaves all the rest of the garden a howling wilderness. Get onto it now:"

"Dear Sir—I had the misfortune to be born without either lights or liver, and often experienced great discomfort from the lack of one or other of these useful organs. A sample bottle of your medicine was left at my house one day, and the first two or three doses made me feel like a new man. I went on taking it, and now I have a ten-pound liver—and electric lights."

The first salesman was so used up by this certificate that he went out of the business and joined the church.

The Druggists Will Meet in August.

The Executive Committee of the Michigan State Pharmaceutical Association has decided upon Aug. 2, 3 and 4 as the dates for the tenth convention of the organization, which will be held in this city.

As soon as the holiday rush is over, President Jewett will call a special meeting of the Grand Rapids Pharmaceutical Association to consider the matter of arranging the preliminaries for the convention.

Genseng has been exported from this country to the extent of 146,223 pounds during the nine months to October 1, in comparison with 131,428 pounds for the same period last year. It would seem that the faith of the Chinese in the medicinal root is stronger than ever.

A Day Dream.

In a long forgotten packet,
Tied up with a silken band,
I found it; only a letter,
Traced in a girl's hand,
I read it over and over,
Ah, me! as I did before,
In the days that were full of sunlight—
The days that are no more.

I dreamed of a golden summer,
Far back in a joyous time,
When every day was a poem,
And every hour a rhyme.
There came a fragrance of roses,
And lilacs and myronette,
And a sound of sylvan music,
And the eyes that are with me yet.

A flood of purple sunset,
In scintillant glory came,
Till the deep old forest kindled,
And burned like a field of flame.
There came a girl's figure,
With billows of floating hair,
And she bent her face above me—
An angel over my chair!

I saw it all in a moment,
While I held the crumpled sheet;
And then, as the vision faded,
The long, gray city street,
With its hateful rush and clamor,
Came back to my weary eyes;
Ah, still the fruitless struggle!
Ah, still the worthless prize!

THEODORE M. CARPENTER.

The Wrong Foot.

There is a time to keep silence, but it evidently was not the right time in the case of a boy mentioned, who lives in a neighboring town. He got a sliver in his foot, and, in spite of his protestations, his mother decided to place a poultice over his wound. The boy vigorously resisted.

"I won't have no poultice," he declared stoutly.

"Yes, you will, Eddie," declared the mother, and grandmother firmly, and the majority being two to one, at bedtime the poultice was ready.

If the poultice was ready, the boy was not and he proved so refractory that a switch was brought into requisition. It was arranged that the grandmother should apply the poultice, while the mother was to stand with uplifted switch at the bedside. The boy was told that if he "opened his mouth" he would receive that which would keep him quiet. As the hot poultice touched the boy's foot he opened his mouth.

"You—" he began.

"Keep still!" said his mother, shaking her stick, while the grandmother busily applied the poultice.

Once more the little fellow opened his mouth.

"I—"

But the uplifted switch awed him into silence.

In a minute more the poultice was firmly in place and the little boy was tucked in bed.

"There now," said his mother, "the old sliver will be drawn out and Eddie's foot will be all well."

As the mother and grandmother moved triumphantly away a shrill, small voice came from under the bedclothes:

"You've got it on the wrong foot!"

The Drug Market.

Gum opium is very firm and advancing. Morphia is as yet unchanged. Quinine is weak. Gum assafetida has advanced and is tending higher. Mace has declined. Powdered jalap has declined. Turpentine is lower.

Verifying a Definition.

Tommy—Mother, what is an angel?
Mother—An angel is a being that flies.
Tommy—But papa calls my governess an angel.
Mother—Then she is going to fly immediately.

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS.

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—Assofoetida. Declined—Po. jalap, mace, turpentine.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzoficum German.	50 60	Aloes.	50
Boricum	22 30	and myrrh.	50
Carbolicum	42 53	Arnica	50
Citricum	32 5	Assafetida	50
Hydrochlor.	10 12	Atropa Belladonna	60
Nitrosum	10 12	Benzoin	50
Oxalicum	10 12	Co.	50
Phosphoricum dil.	1 30 21 20	Sanguinaria	50
Salicylicum	1 30 21 20	Barosma	50
Sulphuricum	1 30 21 20	Cantharides	50
Tannicum	1 40 21 60	Capicum	50
Tartaricum	35 40	Ca damon	50
AMMONIA.		Castor	50
Aqua, 16 deg.	3 1/2 5	Catechu	50
" 20 deg.	5 1/2 7	Cinchona	50
Carbonas	12 14	Co.	50
Chloridum	12 14	Columba	50
ANILINE.		Conium	50
Black	2 00 22 25	Cubeba	50
Brown	50 60	Digitalis	50
Red	45 60	Ergot	50
Yellow	2 50 23 00	Gentian	50
BACCÆ.		Co.	50
Cubæa (po. 90)	90 11 10	Gualca	50
Juniperus	80 10	" ammon	50
Xanthoxylum	25 30	Zingiber	50
BALSAMUM.		Hyoscyamus	50
Copaiba	50 55	Iodine	75
Peru	40 30	" Colorless.	75
Terabin, Canada	35 40	Ferri Chloridum	35
Tolutan	35 50	Kino	50
CORTEX.		Lobelia	50
Abies, Canadian.	18	Myrrh	50
Cassia	11	Nux Vomica	50
Cinchona Flava	18	Opi	50
Euonymus atropurp.	30	" Camphorated.	50
Myrica Cerifera, po.	20	Deodor.	2 00
Prunus Virgin.	14	Aurant Cortex	50
Quillaja, grd.	14	Quassia	50
Sassafras	14	Rhatany	50
Ulmus Po (Ground 12)	10	Rhel.	50
EXTRACTUM.		Cassia Acutifol.	50
Glycyrrhiza Glabra	24 25	Co.	50
" po.	33 35	Serpentaria	50
Haematox, 15 lb. box	11 12	Stromonolium	60
" 1s.	13 14	Tolutan	60
" 1/2s.	14 15	Valerian	50
" 1/4s.	16 17	Veratrum Veride	50
FERRUM.		MISCELLANEOUS.	
Carbonate Precip.	15	Ether, Spts Nit, 3 F.	26 28
Citrate and Quinia	23 50	" 4 F.	30 32
Citrate Soluble	20	Alumen	2 1/2 3
Ferrocyanidum Sol.	15	" ground, (po.	3 4
Solut Chloride	15	7)	3 4
Sulphate, com'l	1 1/2 2	Annatto	55 60
" pure	2	Antimoni, po	4 5
FLORA.		et Potass T	55 60
Arnica	25 25	Antipyrin	21 25
Anthemis	30 50	Antifebrin	21 25
Matricaria	25 30	Argent Nitras, ounce	65
FOLIA.		Arsenicum	50 7
Barosma	20 50	Balm Gilead Bud.	38 40
Cassia Acutifol, Tin-	25 28	Bismuth S. N.	2 10 22 20
nivelly	25 28	Calcium Chlor, 1s, 1/4s	11; 1/2s, 12
" Alix	35 50	Cantharides Russian,	1 20
Salvia officinalis, 1/4s	12 15	po	1 20
Ura Ursi	8 10	Capelci Fructus, af.	20 20
GUMMI.		" po	20 20
Acacia, 1st picked	20	" Bpo	20 20
" 2d	20	Caryophyllus, (po. 15)	12 13
" 3d	20	Carmin, No. 40	12 13
" sifted sorts	20	Cera Alba, S. & F.	50 55
" po	20	Cera Flava	38 40
Aloe, Barb. (po. 60)	50 60	Coccus	20 40
" Cape, (po. 20)	50 60	Cassia Fructus	22
" Socotri, (po. 60)	50 60	Centraria	10
Catechu, 1s, 1/4s, 1/2s	1 10	Cetaceum	60 63
Ammoniac	55 60	Chloroform	60 63
Assafetida, (po. 35)	25	Chloral Hyd Crst.	1 25 21 50
Benzoinum	50 55	Chondrus	20 25
Camphora	50 53	Cinchonidine, P. & W	15 20
Euphorbium po	35 40	" German 3	2 12
Galbanum	23 50	Corks, 1st, dis. per	60
Gamboge, po	75 80	cent	60
Gualacum, (po. 30)	20	Creasotum	2 50
Kino, (po. 25)	20	Creta, (bbl. 75)	2 2
Mastic	20	" prep	50 55
Myrrh, (po. 45)	20 40	" precip	92 11
Opi, (po. 3 20)	2 10 22 15	" Rubra	8
Shellac	25 35	Crocus	30 35
" bleached	30 35	Cudbear	24
Tragacanth	30 75	Cupri Sulph	5 6
HERBA—In ounce packages.		Dextrine	10 12
Absinthium	25	Ether Sulph	68 70
Eupatorium	20	Emery, all numbers	2
Lobelia	25	" po	6
Majorum	25	Ergota, (po.) 70	65 70
Mentha Piperita	23	Flake White	12 15
" Vir	25	Galla	23
Rue	30	Gambler	7 8
Tanacetum, V	22	Gelatin, Cooper	60
Thymus, V	25	" French	40 60
MAGNESIA.		Glassware Flint, 70 and 10.	by box 60 and 10
Calcined, Pat.	55 60	Glue, Brown	90 15
Carbonate, Pat.	20 22	" White	130 25
Carbonate, K. & M.	20 25	Glycerina	15 40 20
Carbonate, Jennings	35 36	Grana Paradisi	22
OLEUM.		Humulus	25 55
Absinthium	3 50 24 00	Hydraag Chlor Mite	90
Amygdalae, Dulc	45 75	" Cor	20
Amygdalae, Amarae	8 00 28 25	" Ox Rubrum	21 10
Anisi	1 75 21 85	Ammoniat.	21 10
Aurant Cortex	2 80 23 00	Unguentum	4 55
Bergamini	3 75 24 00	Hydrargyrum	50
Cajuputi	70 80	Icthyobolia, Am.	1 25 21 50
Caryophylli	90 80	Indigo	75 21 00
Cedar	35 60	Iodine, Resubl.	3 75 23 55
Chenopodii	21 75	Iodoform	24 40
Cinnamonoli	1 15 21 20	Lupulin	35 40
Citronella	45	Lycopodium	40 45
Conium Mac.	35 65	Macleis	75 80
Copaiba	1 10 21 20	Liquor Arsen et Hy-	27
SYRUPS.		drarg Iod.	10 12
Accacia	50	Liquor Potass Arsenit	10 12
Zingiber	50	Magnesia, Sulph (bbl	1 1/2
Ipecac	50	Tolutan	50
Ferri Iod.	50	Prunus virg	50
Aurant Cortes	50		
Rhel Arom.	50		
Similax Officinalis	50		
" Co.	50		
Senega	50		
Scilla	50		
" Co.	50		
Tolutan	50		
Prunus virg	50		

Morphia, S. P. & W.	1 95 22 20	Selditz Mixture	25	Lindseed, boiled	39	42
S. N. Y. Q. &	1 85 22 10	Sinapis	18	Neat's Foot, winter	50	60
C. Co	1 85 22 10	" opt.	30	strained	39	45
Moschus Canton	40	Snuff, Maccaboy, De	35	Spirits Turpentine	39	45
Myristica, No. 1	70 75	Voes	35	PAINTS.		bbl. lb.
Nux Vomica, (po 30)	22 25	Snuff, Scotch, De. Voes	11 12	Red Venetian	13 1/2	2 3/4
Os. Sepia	22 25	" Voes	11 12	Ochre, yellow Mars	13 1/2	2 3/4
Pepsin Saac, H. & P. D.	22 25	Soda et Potass Tart.	30 33	" Ber	13 1/2	2 3/4
Co.	22 25	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 3/4
Picls Liq. N. C., 1/4 gal	23 00	Soda, Ash	3 1/2 4	" strictly pure	2 1/2	2 3/4
Picls Liq., quarts	23 00	Soda, Sulphas	3 1/2 4	Vermilion Prime Amer-	13 1/2	16
" pints	23 00	Spts. Ether Co	50 55	Vermilion, English	70 75	75
Pil Hydrarg. (po. 80)	23 00	" Myrcia Dom.	22 25	Green, Peninsular	70 75	75
Piper Nigra, (po. 25)	23 00	" Myrcia Imp.	23 00	Lead, red	7 7 1/2	7 1/2
Piper Alba, (po 55)	23 00	" Vini Rect. bbl.	2 27	" white	7 7 1/2	7 1/2
Pix Burgun	23 00	Less 5c gal., cash ten days.	2 31 2 41	Whiting, white Span.	270	270
Plumbi Acet	14 15	Strychnia Crystal	21 30	Whiting, Gilders	270	270
Pulvis Ipecac et opil.	10 21 20	Sulphur, Subl.	3 4	White, Paris American	1 0	1 0
Pyrethrum, boxes H	21 25	" Roll	2 1/2 3 1/4	Whiting, Paris Eng.	1 40	1 40
" & P. D. Co., doz.	21 25	Tamarinds	8 10	Pioneer Prepared Paint	20 21 4	20 21 4
Pyrethrum, pv.	30 35	Terebenth Venice	28 30	Swiss Villa Prepared	1 00 21 30	1 00 21 30
Quassia	82 10	Theobromae	45 50	VARNISHES.		
Quinia, S. P. & W.	31 36	Vanilla	9 00 21 60	No. 1 Turp Coach	1 10 21 20	1 10 21 20
" S. German	20 20	Zinc Sulph.	7 8	Extra Turp.	1 00 21 70	1 00 21 70
Rubia Tincturum	12 14			Coach Body	2 75 3 00	2 75 3 00
Saccharum Lactis pv.	35			No. 1 Turp Furn.	1 00 21 10	1 00 21 10
Salacin	1 60 21 65			Eutra Turk Damar	1 55 21 60	1 55 21 60
Sanguis Draconis	40 50			Japan Dryer, No. 1	70 75	75
Santonine	4 50					
" W.	12 14					
" M.	10 12					
" G.	12 15					

HAZELTINE
& PERKINS
DRUG CO.

Importers and Jobbers of

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PATENT MEDICINES.

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Hazelitine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

Grocery Price Current.

The quotations given below are such as are ordinarily offered buyers who pay promptly and buy in full packages.

APPLE BUTTER	Damsons, Egg Plums and Green	Santos.
40 lb. pails 5	Gages. @1 25	Fair 16
20 lb. pails 5 1/2	Gooseberries. 1 10	Good 17
Mason's, 10, 20 or 30 lbs 6	Peaches. 90@1 00	Prime 18
" 5 lb. 7	Pears. Domestic 1 25	Peaberry 20
AXLE GREASE.	Pineapples. Common 1 30	Mexican and Guatamala.
Graphite. 88 50	Johnson's sliced 2 50	Fair 20
1 1/2 lb. pails, per doz 7 50	" grated 2 75	Good 21
5 lb. 12 00	Quinces. Common 1 10	Fancy 23
100 lb. kegs, per lb. 4	Raspberries. 1 30	Maracabo.
250 lb. 1/2 bbls., per lb. 3 1/2	Black Hamburg 1 50	Prime 19
400 lb. bbls., per lb. 3 1/2	Erie black 1 40	Milled 20
Badger. 50	Strawberries. 1	Java.
gr. cases, per gr. 50	Lawrence 2 25	Interior 25
2 1/2 lb. pails, per doz 7 00	Hamburg 1 50	Private Growth 27
5 lb. 10 50	Erie 1 50	Mandehling 28
100 lb. kegs, per lb. 3 1/2	Whortleberries. Common 1 40	Mocha. 23
50 lb. 1/2 bbls., per lb. 3 1/2	F. & W. 1 25	Arabian 26
400 lb. bbls., per lb. 3 1/2	Blueberries. 1 30	ROASTED.
BAKING POWDER.	MEATS.	To ascertain cost of roasted
Acme, 1/2 lb. cans, 3 doz 45	Corned beef, Libby's. 1 85	coffee, add 1/2 c. per lb. for roast-
" 1 lb. 85	Roast beef, Armour's. 1 75	ing and 15 per cent. for shrink-
" bulk. 10	Potted ham, 1/2 lb. 1 50	age.
Telfer's, 1/2 lb. cans, doz 45	" tongue, 1/2 lb. 1 00	PACKAGE.
" 1 lb. 85	" chicken, 1/2 lb. 95	Arbuckle's Ariosa 20 1/2
Arctic, 1/2 lb. cans 60	" 1 lb. 95	McLaughlin's XXXX 20 1/2
" 1 lb. 1 20	VEGETABLES.	Lion 20 1/2
" 5 lb. 2 00	Hamburg stringless. 1 25	EXTRACT.
Red Star, 1/2 lb. cans 40	" French style. 2 25	Valley City 75
" 1 lb. 80	" Lima. 1 40	Felix 1 15
" 5 lb. 1 50	Lima, green. 1 30	Hummel's, foil. 1 50
BATH BRICK.	" soaked. 90	" tin 2 50
2 dozen in case. 90	Lewis Boston Baked. 1 35	CHICORY.
English 70	Bay State Baked. 1 35	Bulk 4 1/2
Bristol 70	World's Fair. 1 35	Red 7
Domestic 60	Corn. 1 35	CLOTHES LINES.
BLUING. Gross	Hamburg 1 25	Cotton, 40 ft. per doz. 1 25
Arctic, 4 oz. ovals. 4 00	Livingston 1 00	" 50 ft. 1 40
" 8 oz. 7 00	Purity 1 10	" 60 ft. 1 60
" plants, round 10 50	Honey Dew 1 45	" 70 ft. 1 75
" No. 2, sifting box. 2 75	Pens	" 80 ft. 1 90
" No. 3. 4 00	Hamburg marofat 1 35	Jute 60 ft. 90
" No. 5. 8 00	" early June 1 50	72 ft. 1 00
" 1 oz. ball. 4 50	" Champion Eng. 1 50	CONDENSED MILK.
BROOMS.	Hamburg petit pois 1 90	4 doz. in case. 7 40
No. 2 Hurl. 1 75	" fancy sifted 1 90	Eagle 7 40
No. 1. 2 00	Soaked 65	Crown 6 25
No. 2 Carpet. 2 25	Harris standard 75	Genuine Swiss 8 00
No. 1. 2 50	Van Camp's Marofat 1 10	American Swiss 7 00
Parlor Gem. 2 75	" Early June 1 30	COUPON BOOKS.
Common Whisk. 90	Archer's Early Blossom 1 35	TRADESMAN
Fancy 1 30	French 1 80	1
Mill 3 25	Mushrooms. 17@18	5
Warehouse. 2 75	Pumpkin. 90	CREDIT COUPON
BUCKWHEAT FLOUR.	Squash. 1 30	ONE CENT
Rising Sun. 5 00	Hubbard 1 30	COUPON
York State. 5 00	Succotash. 1 40	COUPON
Self Rising, case. 5 10	Soaked 85	COUPON
CANDLES.	Honey Dew 1 60	COUPON
Hotel, 40 lb. boxes. 10 1/2	Tomatoes. 1 00	COUPON
Star, 40 10 1/2	Excelsior 1 00	COUPON
Paraffine 12	Eclipse 1 00	COUPON
Wicking 25	Hamburg 1 30	COUPON
CANNED GOODS.	Gallon 2 50	COUPON
FISH.	CHOCOLATE—BAKER'S.	COUPON
Clams. 1 10	German Sweet. 22	COUPON
Little Neck, 1 lb. 1 10	Premium 36	COUPON
" 2 lb. 1 90	Pure 38	COUPON
Clam Chowder.	Breakfast Cocoa 40	COUPON
Standard, 3 lb. 2 30	CHEESE.	COUPON
Cove Oysters.	Amboy @12 1/2	COUPON
Standard, 1 lb. 1 10	Norway @2	COUPON
" 2 lb. 2 10	Riverside @12 1/2	COUPON
Lobsters.	Allegan @12	COUPON
Star, 1 lb. 2 45	Brick 12 1/2	COUPON
" 2 lb. 3 45	Edam @1 00	COUPON
Picnic, 1 lb. 2 00	Limburger @1 00	COUPON
" 2 lb. 3 00	Roquefort @35	COUPON
Mackerel.	Sap Sago @22	COUPON
Standard, 1 lb. 1 20	Schweitzer, imported @25	COUPON
" 2 lb. 2 00	" domestic @13	COUPON
Mustard, 3 lb. 3 00	CATSUP.	COUPON
Tomato Sauce, 3 lb. 3 00	Half pint, common 80	COUPON
Soused, 3 lb. 3 00	Pint 1 00	COUPON
Salmon.	Quart 1 50	COUPON
Columbia River, flat. 1 90	Half pint, fancy 1 25	COUPON
" talls. 1 75	Pint 2 00	COUPON
Alaska, 1 lb. 1 45	CRACKERS.	COUPON
" 2 lb. 2 10	Butter. 6	COUPON
Sardines.	Seymour XXX. 6 1/2	COUPON
American 1/2 @ 4 1/2	Seymour XXX, cartoon 6 1/2	COUPON
" 3/4 @ 7	Family XXX. 6	COUPON
Imported 1/2 @ 11 1/2	Family XXX, cartoon 6 1/2	COUPON
Mustard 1/2 @ 13 1/4	Salted XXX, cartoon 6 1/2	COUPON
Trout.	Kenosha 7 1/2	COUPON
Brook, 3 lb. 50	Boston 8	COUPON
FRUITS.	Butter biscuit 6 1/2	COUPON
Apples. 2 50	Soda.	COUPON
York State, gallons. 2 50	Soda, XXX. 6	COUPON
Hamburg. 2 50	Soda, City. 7 1/2	COUPON
Apricots.	Soda, Duchess. 8 1/2	COUPON
Live oak. 2 25	Crystal Wafer. 10	COUPON
Santa Cruz. 2 00	Reception Flakes. 10	COUPON
Lusk's. 2 50	Soda.	COUPON
Overland. 1 90	Soda, XXX. 6	COUPON
Blackberries.	Soda, City. 7 1/2	COUPON
& W. 90	Soda, Duchess. 8 1/2	COUPON
Cherries.	Crystal Wafer. 10	COUPON
Red. 1 20	Reception Flakes. 10	COUPON
Pitted Hamburg. 1 75	Soda.	COUPON
White. 1 60	Soda, XXX. 6	COUPON
Erie. 1 30	Soda, City. 7 1/2	COUPON

Oyster.	Whitefish.	Pure Ground in Bulk.
S. Oyster XXX. 5 1/2	No. 1, 1/2 bbls., 100 lbs. 7 50	Allspice 15
City Oyster XXX. 5 1/2	No. 1, kits, 10 lbs. 1 00	Cassia, Batavia. 20
Shell Oyster. 6	Family, 1/2 bbls., 100 lbs. 3 00	" and Saigon 25
CREAM TARTAR.	kits 10 lbs. 50	Salmon 35
Strictly pure 30	FLAVORING EXTRACTS.	Cloves, Amboy. 30
Telfer's Absolute. 35	Jennings' D. C. 15	Zanzibar. 30
Grocers' 10@15	Lemon, Vanilla 15	Ginger, African. 15
DRIED FRUITS.	2 oz folding box. 75	Cochin. 15
Domestic.	3 oz. 1 00	Jamaica. 20
Sundried, sliced in bbls. 5	4 oz. 1 50	Mace Batavia. 80
" quartered 5	6 oz. 2 00	Mustard, Eng. and Trieste. 25
Evaporated, 50 lb. boxes 7@7 1/2	8 oz. 3 00	" Trieste. 27
APRICOTS.	GUN POWDER.	Nutmegs, No. 2. 65
California in bags. 8 1/2	Kegs. 5 50	Pepper, Singapore, black. 20
Evaporated in boxes. 11 1/2	Half kegs. 3 00	" white. 30
BLACKBERRIES.	HERBS.	Sage. 25
In barrels. 4 1/2	Sage. 15	" Absolute" in Packages. 20
" 4 1/2	Hops. 25	Allspice 1/2 84 1 55
70 lb. bags. 7 1/2	Madras, 5 lb. boxes. 55	Cinnamon 84 1 55
25 lb. boxes. 8 1/2	S. F., 2, 3 and 5 lb. boxes. 50	Cloves 84 1 55
PEACHES.	JELLY.	Ginger, Jam. 84 1 55
Peeled, in boxes. 12	Chicago goods. @3	Mustard. 84 1 55
Cal. evap. 18	Mason's, 10, 20 and 30 lbs. 6	Pepper 84 1 55
" in bags. 7 @ 8 1/2	8 lb. 7	Sage. 84
PEARS.	LICORICE.	SUGAR.
California in bags. 7 @ 8 1/2	Pure. 30	Cut Loaf. @ 5 1/2
PITTED CHERRIES.	Calabria. 25	Cubes. @ 4 1/2
Barrels. 11	Sticky. 18	Powdered. @ 4 1/2
50 lb. boxes. 11 1/2	Condensed, 2 doz. 1 25	Granulated. 4 1/2 @ 4 1/2
25 " 12	MATCHES.	Confectioners' A. 4 1/2 @ 4 1/2
30 lb. boxes. 12 1/2	No. 9 sulphur. 1 65	Soft A. 4 1/2
RASPBERRIES.	Anchor parlor. 1 70	White Extra C. 4 1/2
In barrels. 17	No. 2 home. 1 10	Extra C. 3 1/2
50 lb. boxes. 17 1/2	Export parlor. 4 00	C. 3 1/2
25 lb. " 18	MINCE MEAT	Yellow 3 1/2
Foreign.	NEW ENGLAND	Less than bbls. 1/2 advance
CURRENTS.	MINCE MEAT	SEEDS.
Patras, in barrels. @ 4 1/2	3 or 6 doz. in case per doz. 1 00	Anise. @12 1/2
" in 1/2 bbls. @ 4 1/2	MEASURES.	Canary. Smyrna. 3 1/2
" in less quantity @ 5 1/2	Tin, per dozen. \$1 75	Caraway 3 1/2
PEEL.	1 gallon. 1 40	Cardamon Malabar 90
Citron, Leghorn, 25 lb. boxes 21	Half gallon. 70	Hemp, Russian 4 1/2
Lemon 25 " 10	Quart. 45	Mixed Bird 4 1/2 @ 5 1/2
Orange 25 " 11	Pint. 40	Mustard, white 5
RAISINS.	Half pint. 45	Poppy 9
Domestic.	Wooden, for vinegar, per doz. 7 00	Rape 6
London layers 2 crown. 1 60	1 gallon. 7 00	Cuttle bone 30
" 3 " 1 75	Half gallon. 4 75	STARCH.
" fancy 1 90	Quart. 3 75	Corn. 6 1/2
Loose Muscades, boxes 1 50	Pint. 2 25	20-lb. boxes. 6 1/2
" 70 lb. bags 5 1/2 @ 5 1/2	MOLASSES.	40-lb. " 6 1/2
Foreign.	Blackstrap. 14	Gloss. 6
Ondura, 29 lb. boxes. 7 @ 7 1/2	Cuba Baking. 16	1-lb packages 6
sultana, 20 " 10 @ 12	Porto Rico. 16	3-lb. " 6 1/2
Valencia, 20 " 6 1/2 @ 7	Fancy. 20	6-lb. " 6 1/2
PRUNES.	New Orleans. 17	40 and 50 lb. boxes. 4 1/2
Bosnia. @	Fair. 17	Barrels. 4 1/2
California, 90x10 25 lb. bxs. 9	Good. 20	SNUFF.
" 80x30 " 0 1/2	Extra good. 26	Scotch, in bladders. 37
" 70x80 " 9 1/2	Choice. 30	Maccaboy, in jars. 35
" 60x70 " 9 1/2	Fancy. 36	French Rappee, in jars. 43
Turkey.	One-half barrels, 3c extra	SODA.
ENVELOPES.	OATMEAL.	Boxes, English. 5 1/2
XX rag, white. 1 75	Barrels 200. @4 85	Kegs, English. 4 1/2
No. 1, 6 1/2. 1 60	Half barrels 100. @2 65	SAL SODA.
No. 2, 6 1/2. 1 60	ROLLED OATS.	Kegs. 1 1/2
No. 1, 6. 1 65	Barrels 180. @4 85	Granulated, boxes. 1 1/2
No. 2, 6. 1 50	Half bbls 90. @2 65	SALT.
XX wood, white. 1 35	PICKLES.	100 3-lb. sacks. @2 15
No. 1, 6 1/2. 1 35	Medium. 84 50	60 5-lb. " 2 00
No. 2, 6 1/2. 1 25	Barrels, 1,200 count. 2 75	28 10-lb. sacks. 1 85
Manilla, white. 1 00	Half barrels, 600 count. 2 75	20 14-lb. " 1 75
Coin. 95	Small. 5 50	24 3-lb. cases. 1 40
Mill No. 4. 1 00	Barrels, 2,400 count. 3 25	56 lb. dairy in linen bags. 50
FARINACEOUS GOODS.	Half barrels, 1,200 count. 3 25	28 lb. " 25
Farina.	PIPES.	56 lb. dairy in linen bags. 35
100 lb. kegs. 4	Clay, No. 216. 1 75	28 lb. " 18
Hominy.	" T. D. full count. 75	Ashton. 75
Barrels. 3 75	Cob, No. 3. 1 25	Higgins. 75
Grits. 4 50	POTASH.	Solar Rock. 25
Lima Beans.	48 cans in case. 4 00	Saginaw and Manitowish. 30
Dried. 5	Penna Salt Co.'s. 3 25	Common Fine per bbl. 90
Maccaroni and Vermicelli.	RICE.	SOAP.
Domestic, 12 lb. box. 55	Domestic. 7	Allen B. Wrisley's Brands.
Imported. 10	Carolina head. 6	Old Country, 80 1-lb. bars. 83 50
Pearl Barley.	" No. 1. 6	Good Cheer, 60 1-lb. bars. 3 90
Kegs. @3 1/2	" No. 2. @ 5	Bonner, 100 3/4-lb. bars. 3 00
Peas.	Broken. Imported. 6	SYRUPS.
Green, bu. 1 17	Japan, No. 1. 6	Barrels. 24
Split, bbl. 5 00	" No. 2. 5 1/2	Half bbls. 25
Sago.	Java. 5	Pure Cane.
German, bu. 4 1/2	Patna. 5	Fair. 19
East India. 5 1/2	SAUERKRAUT.	Good. 25
Wheat.	Silver Thread, bbl. 83 50	Choice. 30
Cracked. 5	" 1/2 bbl. 2 00	SWEET GOODS.
FISH—Salt.	SAPOLIO.	Ginger Snaps. 8
Bloaters.	Kitchen, 3 doz. in box. 2 50	Sugar Creams. 8
Yarmouth. 1 10	Hand 3 " 2 50	Frosted Creams. 9 1/2
Cod.	SPICES.	Graham Crackers. 8
Pollock. 3 1/2	Whole Sifted. 10	Oatmeal Crackers. 8 1/2
Whole, Grand Bank. 6 @ 6 1/2	Allspice. 10	TEAS.
Boneless, bricks. 7 1/2 @ 8	Cassia, China in mats. 8	JAPAN—Regular.
Boneless, strips. 7 1/2 @ 8	" Batavia in bundles. 15	Fair. @17
Halibut.	" Salmon in rolls. 35	Good. @20
Smoked. 12	Cloves, Amboy. 22	Choice. @24
Herring.	Zanzibar. 13	Choicest. @32
Scaled. 20	Mace Batavia. 80	Dust. @12
Holland, bbls. 10 00	Nutmegs, fancy. 80	SUN CURED.
" kegs. 85	" No. 1. 75	Fair. @17
Round shore, 1/2 bbl. 2 50	" No. 2. 65	Good. @20
" 1/4 bbl. 1 50	Pepper, Singapore, black. 15	Choice. @26
Mackerel.	" white. 25	Choicest. @32
No. 1, 1/2 bbls., 90 lbs. 11 00	" shot. 19	Dust. @12
No. 1, kits, 10 lbs. 1 25	SPICES.	
Family, 1/2 bbls., 100 lbs. 5 50	Whole Sifted. 10	
" kits, 10 lbs. 75	Allspice. 10	
Sardines.	Cassia, China in mats. 8	
Russian, kegs. 45	" Batavia in bundles. 15	
No. 1, 1/2 bbls., 100 lbs. 5 75	" Salmon in rolls. 35	
No. 1, kits, 10 lbs. 80	Cloves, Amboy. 22	

BASKET FIRED.	
Fair	18
Choice	25
Choicest	35
Extra choice, wire leaf	40

GUNPOWDER.	
Common to fair	25
Extra fine to finest	50
Choicest fancy	75
GOALONG.	26
Common to fair	23

IMPERIAL.	
Common to fair	23
Superior to fine	30

YOUNG HYSON.	
Common to fair	18
Superior to fine	30

ENGLISH BREAKFAST.	
Fair	18
Choice	24
Best	40

TOBACCOS.	
Fine Cut.	
Pails unless otherwise noted.	
Hiawatha	60
Sweet Cuba	34
McGinty	24
" 1/2 bbls.	22
Little Darling.	22
" 1/2 bbl.	20
1791	20
1891, 1/2 bbls.	19
Valley City	33
Dandy Jim	27
Tornado	20

PUG.	
Searhead	40
Joker	17
Zeno	22
L. & W.	25
Here It Is	28
Old Style	31
Old Homesty.	32
Jolly Tar	32
Hiawatha	37
Valley City	34
Jas. G. Butler & Co.'s Brands.	
Something Good	38
Toss Up	26
Out of Sight	25

SMOKING.	
Boss	12 1/2
Colonel's Choice	13
Warpath	14
Banner	14
King Bee	14
Kiln Dried	17
Nigger Head	17
Honey Dew	23
Gold Block	23
Peerless	24
Rob Roy	24
Uncle Sam	24
Tom and Jerry	25
Brier Pipe	25
Yum Yum	30
Red Clover	32
Navy	32
Handmade	40
Frog	33

VINEGAR.	
40 gr.	8
50 gr.	9
\$1 for barrel.	

WET MUSTARD.	
Bulk, per gal.	30
Beer mug, 2 doz in case	1 7/8

TEAST—Compressed.	
Fermentum per doz. cakes	15
" per lb.	30

FRESH MEATS.	
Swift and Company quote as follows:	
Beef, carcass	4 @ 6
" hind quarters	5 @ 6
" fore	3 @ 3 1/2
" loins, No. 3	7 @ 7 1/2
" ribs	7 @ 7
" rounds	4 1/2 @ 5
" tongues	@ 5
Bologna	@ 5

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
Deaconskins	10 @ 30
No. 2 hides 1/4 off.	

PELTS.	
Shearings	10 @ 25
Lambs	50 @ 90

WOOL.	
Washed	20 @ 25
Unwashed	10 @ 20

MISCELLANEOUS.	
Tallow	3 1/2 @ 4
Grease butter	1 @ 2
Switches	1 1/2 @ 2
Ginseng	2 @ 2 50

FURS.	
Outside prices for No. 1 only.	
Badger	50 @ 1 00
Bear	15 @ 30 00
Beaver	3 @ 60 00
Cat, wild	40 @ 60
" house	10 @ 25
Fisher	4 @ 60 00
Fox, red	1 @ 60 1 60
" cross	3 @ 60 5 00
" grey	50 @ 75

Pork loins	6 1/2 @ 6 1/2
Shoulders	4 1/2 @ 4 1/2
Sausage, blood or head	@ 5
" liver	@ 5
" Frankfort	@ 7
Mutton	@ 7
Veal	@ 7

FISH and OYSTERS	
F. J. Dettenthaler quotes as follows:	
FRESH FISH	
Whitefish	@ 8
Trout	@ 8
Halibut	@ 20
Ciscoes	@ 5
Flounders	@ 9
Bluefish	@ 12
Mackerel	@ 25
Cod	@ 12
California salmon	@ 20

OYSTERS—Bulk.	
Standards, per gal.	\$1 00
Selects,	1 60

OYSTERS—CRANS.	
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 2 @ 1 50
Clams	75 @ 1 00

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

OILS.	
The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
W. W. Headlight, 150	
fire test (old test)	@ 8 1/2
Water White	@ 8
Michigan Test	@ 7 1/2
Naptha	@ 7 1/2
Gasoline	@ 8 1/2
Cylinder	27 @ 36
Engine	13 @ 21
lack, 25 to 30 deg	@ 7 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
Deaconskins	10 @ 30
No. 2 hides 1/4 off.	

PELTS.	
Shearings	10 @ 25
Lambs	50 @ 90

WOOL.	
Washed	20 @ 25
Unwashed	10 @ 20

MISCELLANEOUS.	
Tallow	3 1/2 @ 4
Grease butter	1 @ 2
Switches	1 1/2 @ 2
Ginseng	2 @ 2 50

FURS.	
Outside prices for No. 1 only.	
Badger	50 @ 1 00
Bear	15 @ 30 00
Beaver	3 @ 60 00
Cat, wild	40 @ 60
" house	10 @ 25
Fisher	4 @ 60 00
Fox, red	1 @ 60 1 60
" cross	3 @ 60 5 00
" grey	50 @ 75

Lynx	2 @ 3 00
Martin, dark	1 @ 3 00
" pale & yellow	50 @ 1 00
Mink, dark	40 @ 25
Muskrat	30 @ 15
Opposum	15 @ 25
Otter, dark	5 @ 68 00
Raccoon	25 @ 80
Skunk	1 @ 21 25
Wolf	1 @ 63 00
Beaver castors, lb.	2 @ 60 00

DEERSKINS—Per pound	
Thin and green	10
Long gray	2
Gray	25
Red and blue	35

GRAINS and FEEDSTUFFS	
WHEAT.	
No. 1 White (58 lb. test)	90
No. 1 Red (60 lb. test)	90

MEAL.	
Bolted	1 75
Granulated	2 00

FLOUR.	
Straight, in sacks	5 00
" barrels	5 10
Patent " sacks	6 00
" barrels	6 10
Graham " sacks	2 30
Rye " "	2 65

MILLSTUFFS.	
Bran	18 00
Screenings	12 00
Middlings	21 00
Mixed Feed	20 00
Coarse meal	20 00

CORN.	
Car lots	50
Less than car lots	53

OATS.	
Car lots	35
Less than car lots	40

HAY.	
No. 1 Timothy, car lots	14 00
No. 1 " ton lots	15 00

PAPER and WOODENWARE	
PAPER.	
Straw	1 1/2
Rockfalls	2
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

TWINES.	
48 Cotton	22
Cotton, No. 1	16
" 2	16
Sea Island, assorted	35
No. 5 Hemp	15
No. 6 "	15

WOODENWARE.	
Tubs, No. 1	7 00
" No. 2	6 00
" No. 3	5 00
Pails, No. 1, two-hoop	1 35
" No. 1, three-hoop	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.	
" shipping bushel	1 20
" full hoop "	1 30
" bushel	1 50
" willow cl'ths, No. 1	5 75
" " " No. 2	6 25
" " " No. 3	7 25
" splint " " No. 1	3 50
" " " No. 2	4 25
" " " No. 3	5 00

PRODUCE MARKET.	
Apples—Dull and slow of sale. Holders \$1.75 @ \$2.25 per bbl.	
Beans—Easy and quiet. Dealers now pay \$1.30 @ 1.40 for unpicked and country picked and hold at \$1.65 @ 1.75 for city picked pea or medium.	
Butter—Lower and in smaller demand. Choice dairy is in moderate demand at 20 @ 21c. Factory creamery is held at 28c.	
Celery—20c per doz.	
Cabbages—40c per doz.	
Cider—Sweet, 10c per gal.	
Cranberries—The market is lower. Cape Cod are in fair demand at \$7 @ \$7.50 per bbl.	
Dried Apples—Standard is held at 4 1/2 @ 5c and evaporated at 6 1/2 @ 7c.	
Eggs—Fresh eggs are almost impossible to find, but choice cold storage stock is in good demand at 2c.	
Grapes—Malaga, 5c per keg.	
Honey—15c per lb.	
Onions—Dealers pay 50 @ 60c and hold at 65 @ 70c, extra fancy commanding about 80c.	
Potatoes—Local handlers are paying 18 @ 20c for choice stock, but are not at all anxious to purchase, even at that price.	
Squash—Hubbard, 2c per lb.	
Sweet Potatoes—\$2.75 per bbl. for choice Muscatine stock.	
Turnips—25c per bushel.	

PROVISIONS.	
The Grand Rapids Packing and Provision Co. quotes as follows:	
PORK IN BARRELS.	
Mess, new	11 50
Short cut	11 50
Extra clear pig, short cut	13 75
Extra clear, heavy	13 75
Clear, fat back	13 00
Boston clear, short cut	13 00
Clear back, short cut	13 25
Standard clear, short cut, best	13 50

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	7 1/2
50 lb. Tins	7 1/2

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

BEEF IN BARRELS.	
Extra Mess, warranted 30 lbs.	6 50
Extra Mess, Chicago packing	6 50
Boneless, rump butts	9 50

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

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

LAMP CHIMNEYS.—Per box.	
6 doz. in 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 35
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, "	40
Mammoth, per doz.	90

STONEWARE—AKRON.	
Butter Crock, 1 and 2 gal.	06 1/2
Jugs, 1/2 gal., per doz.	75
" 2 " " "	90
" 3 " " "	1 30
Milk Pans, 1/2 gal., per doz. (glazed 75c)	60
" 1 " " " (" 90c)	72

CANDIES, FRUITS and NUTS.	
The Putnam Candy Co. quotes as follows:	
STICK CANDY.	
Full Weight.	Bbls. Pails.
Standard, per lb.	6 1/2 7 1/2
" H. H.	6 1/2 7 1/2
" Twist	6 1/2 7 1/2
Boston Cream	9 1/2
Cut Loaf	7 1/2 8 1/2
Extra H. H.	7 1/2 8 1/2

MIXED CANDY.	
Full Weight.	Bbls. Pails.
Standard	6 1/2 7 1/2
Leader	6 1/2 7 1/2
Special	7 1

INCONVENIENCE OF BEING RICH.

Providence seems, at times, to take special care of the newspapers. On a recent morning they were enabled, in addition to their usual assortment of murders, suicides, defalcations, elopements, and divorces, to chronicle the sinking of a fleet of canal boats in the Hudson River and the drowning of their crews, a terrible collision on the New York and New England Railroad, a horrible accident in St. Paul, by which fifteen men were crushed under a falling wall, and, as a grand climax, the dynamite explosion in Russell Sage's office. I have the most interest in the dynamite affair, both because it happened so near Wall street and because it came opportunely to furnish me with the topic of my present discourse. The week, financially, had been so dull and uneventful that I was quite at a loss for a subject to write about. There had been no new fraud discovered, no important failure, no panic, and not even did the Richmond Terminal troubles present any specially notable features. The attempt to assassinate Russell Sage started in my mind a train of thought, which I will lay before my readers.

The insanity of the wretch who attempted to assassinate Mr. Sage, and who succeeded both in killing his secretary and in seriously injuring several other men, is conclusively proved by the recklessness with which he sacrificed his own life. He probably had provided himself with the bomb with which he effected the mischief, more as a means of intimidation than with the matured intention of using it as he did, and he exploded it upon a sudden mad impulse, without calculating the results of the act. In some respects it is a matter of congratulation that he was killed. The county is spared the expense of his trial and the public an inevitable dissatisfaction at being obliged, as it would have been, to let him go unpunished because he was morally irresponsible. That he met the fate he designed for his victim is felt to be a just retribution.

But, though the would-be assassin in this case has been righteously punished and his intended victim has escaped, the uncomfortable fact remains that the attempt was made and may be repeated, both against Mr. Sage and against all other men who, like him, enjoy the reputation of being rich. It is well understood that the possession of wealth is perilous to the soul, but if, in addition, it is to involve danger to life and limb, the inconvenience of it is greatly increased. We read in history how, during the dark ages, rich Jews were tortured by feudal barons, as Isaac of York was tortured by Front-de-Bœuf, to make them pay ransom, and Greek and Sicilian banditti sometimes practice similar outrages upon modern millionaires, but in this country, as yet, the crime has not gone beyond the stage of threats. The attack upon Mr. Sage marks a forward step in its development, and the insanity of his assailant does not take from the assault its weighty significance.

The operations of an insane mind, no matter how apparently capricious and purposeless they may be, are none the less a connected chain of causes and effects, and, like the symptoms of other diseases are only distortions of healthy processes. To comprehend this, we need but to consider our dreams. While we are dreaming everything that happens to

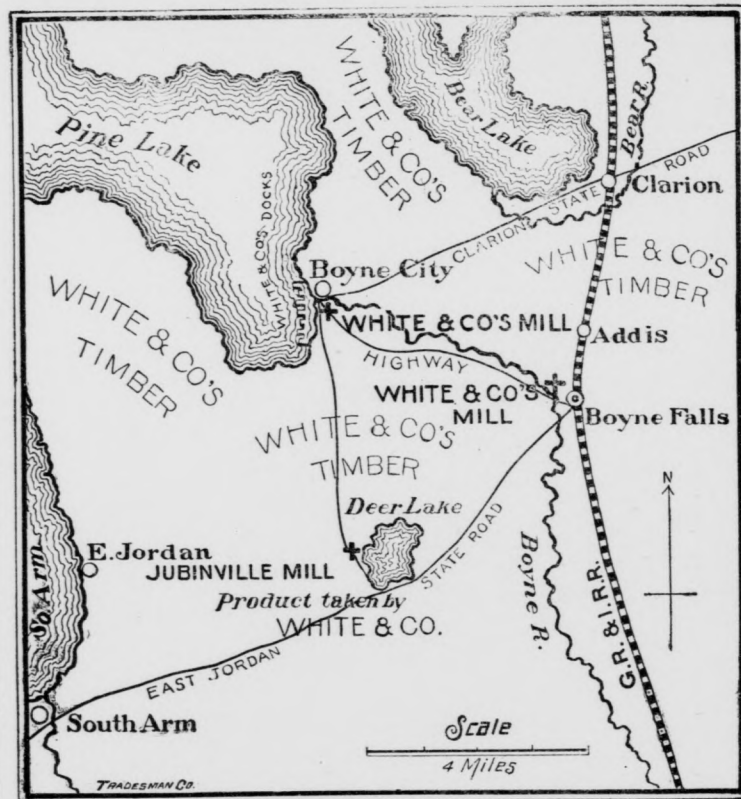
us seems natural and proper, and it is only when we awake and think over so much of our imaginary adventures as we can remember that we perceive their absurdity. The difference between mental life in dreaming and in waking is that in dreaming our thoughts run on uncontrolled by reason, whereas when we are awake we think logically, and correct our errors of impression by what we have learned from experience. Another illustration may be drawn from the progress of the child's mind. The child learns to think, no less than to walk and to talk. To him, at first, the moon and the stars are within easy reach, fire is only a pretty plaything, and all solids and liquids, until he has learned to the contrary, are equally good for food and drink. In the same way, he has to be taught morals, and to control his impulses to self-gratification by respect for the rights of others. In insanity, as in dreams, these artificial checks upon the mind's activity are absent, and it roams from one idea to another uncontrolled. Still, in themselves, the madman's ideas are the same as those of a person of sound mind, and he is insane only because he does not combine them properly. They are, as I have said, distorted and capricious, but they are not utterly unreal.

The dynamiter who attacked Mr. Sage had for his underlying impulse a purpose of robbery similar to that of a highwayman or of a railroad train wrecker. His insanity consisted in his not being able to overcome his wicked impulse by the consideration of his own safety and of the utter uselessness of exploding his bomb before he had secured the plunder he sought. In a certain sense, indeed, all criminals are insane. Reason, no less than religion and morality, teaches us that the gratification of our desires at the expense of our fellow men is as foolish as it is wicked. The proverb, that ill-gotten gains never prosper, is confirmed by abundant experience. Still, so long as a rascal goes about his business with due regard to prudence, it is not the custom to say he is mad. It is only when, like Mr. Edward Field, he is extraordinarily reckless, or, like Mr. Sage's assassin, he kills himself, that he is treated as irresponsible.

That robbery and fraud are thus commonly regarded as no evidence of insanity, so long as they are perpetrated with a rational provision for the criminal's personal safety and for his immunity from punishment, is rather a peril to the possessor of wealth than a safeguard. The rich man is protected in the enjoyment of his riches against violence and subtlety only to a limited extent. If he can be despoiled by methods which the law does not reach, or if the despoiler is willing to endure the legal penalty, he is defenceless. More than this, the conviction is prevalent that any man who has accumulated very considerably more wealth than the average must himself have robbed others, and that when he is deprived of his accumulations, whether by fair means or foul, he suffers no wrong. He is regarded as a fair object of plunder by numbers of people who would resent indignantly the imputation either of dishonesty or of insane acquisitiveness.

Nor is exposure to fraud and violence the only form of inconvenience from which the possessors of great riches suffer. A milder but almost as disagree-

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.

CHERRYSTONE OYSTERS.

THE trade throughout the various towns adjacent to Grand Rapids are respectfully requested to bear in mind that if they order the "P. & B." brand of Oysters they will get full measure and well filled cans of the FINEST CHERRYSTONE stock. We aim to cater to fine trade and realize that it calls for FINE GOODS to meet the requirements. Goods put up bearing our "P. & B." trade mark are guaranteed A No. 1 and are sold at fair prices. We do not claim to meet scurrilous competition who advertise one thing and sell another, but will say that we will sell "Bay stock" as low as any competitor in the business, but we prefer to sell OYSTERS instead of JUICE. The express charges are as much on one as on the other, so if stock must be watered, we advise you to buy solid meats and dilute at your own place. Buy the P. & B. brand and you will have the best in market. Handled by all the jobbers.

THE PUTNAM CANDY CO.

Heyman & Company,

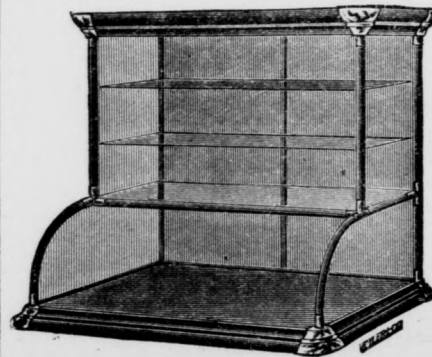
Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.



63 and 65 Canal St., - GRAND RAPIDS.

able species of attack is solicitation for donations both to general charities and for special personal relief. The stories told of the persecution to which men notoriously rich are thus subjected are most remarkable. I know, of my own knowledge, that the late George Peabody, soon after he made his great gift for the erection of model dwellings for the poor of London, and had thus got a world-wide reputation for pecuniary liberality, received something like a peck of letters daily begging for contributions to the writers on all sorts of grounds. The late Alexander T. Stewart, Robert Lenox and Miss Catherine Wolfe were similarly overwhelmed with petitions for pecuniary donations, and I hear that the Astors, the Vanderbilts, the Goetts, Jupiter Morgan, and all the conspicuous millionaires of New York City are constantly the recipients of similar missives. The writers rarely go so far as to threaten violence if their demands are not complied with, and still more rarely do they attempt it, but the incipient purpose lurks in the assumption that the man or the woman who desires money and is without it may properly ask for it as a gift from those who are more fortunate.

It is a curious anomaly that religion, which theoretically defends the rights of property, and, indeed, does it practically with great efficiency, also indirectly favors the idea that rich men are undeserving of their riches, and that when they are deprived of them they are not greatly wronged. I had occasion to point out last spring how Cardinal Gibbons, in the *North American Review*, formally declared that the possessions of the rich are not their own, but are held by them in trust for the poor, and a little later I commented upon the way in which the Pope himself, in an encyclical, spoke of rich men as oppressors of the poor and as laying upon the poor a yoke little better than slavery. Neither the Cardinal nor the Pope, I firmly believe, would countenance the taking of riches from rich men against their will, but the effect of their utterances is to weaken popular respect for the rights of property. Protestant preachers are similarly imprudent. In their zeal to turn the attention of their hearers from this world to the next, they habitually speak of this world's goods as a snare to the soul, and of devotion to their enjoyment as a sin. From this to the doctrine that the possession of great riches is in itself a wrong is an easy transition, and it logically follows that those who relieve rich men of their burden are not guilty of any crime.

Against all this misconception I take my stand upon the fact that by the very constitution of human nature itself riches are a legitimate instrument of happiness, and that the pursuit and the enjoyment of them are not to be deplored nor discountenanced. It is frequently said, and by people who ought to know better, that the rich are nowadays growing richer and the poor poorer. So far from this being true, the less rich are constantly gainers by the use which the more rich make of their possessions, whether it is in expenditures for personal enjoyment or in productive investments of capital. Society is so bound together that one part cannot prosper when all the rest suffer, nor suffer when the rest prosper. And as to the inconvenience of being rich which I have been discussing, I doubt very much whether

many of my readers would not willingly encounter it, even to the extent of being assailed with dynamite like Russell Sage, provided only that they could be as sure of escaping as well as he did.

MATTHEW MARSHALL.

"Missing Goods."

H. Leonard & Sons have gotten out the following circular, one of which they propose to place in every package sent out hereafter:

TO THE PERSON OPENING THIS PACKAGE:

The following letters explain themselves. They are only a few from many sent us by various friends of ours who are willing and glad to make an acknowledgement when they are in error, and they show with the most convincing clearness, the necessity of making second, third and even fifth examinations before making a claim for shortage.

In our business there are such numbers of small items, and it is so easy to get them mixed, or mislaid, or thrown out with the straw, that we ask you to give our invoices the most careful examination, comparing each item with the goods, and keeping the straw and package before you until the invoice is properly checked. Remember that every article in this lot of goods has been selected, checked, counted and examined by two men before being packed.

Should the number on any item not agree with that on the invoice, consider if it may not be an error in writing, and please do not report that particular number on the invoice as missing, unless you also report the number on the goods received.

* * *

CADILLAC, Nov. 4—The canopy and spring balance to that library lamp are all right. My mistake and your treat.

CLARION, April 25—Will take it all back. On examination, I found the remains of the articles in the stove where I had burned the straw. Will have to buy again. Respectfully,

PLAINWELL, Nov. 23—I received your line, and, as I wrote you this morning, I found the goods I claimed short, or rather my drayman found them in his bed where he had put the straw. It was the fifth time I had made a search for them. Respectfully,

LUTHER, Nov. 10—In regard to those albums I reported short, will say I found them and beg your pardon for reporting them short. When my clerk brought the goods from the back room, he by some means put those three albums under one of the counters, and we found them on receipt of your reply. Asking your pardon, I remain, Yours resp'y,

NEWAYGO, Nov. 2—In answer to your letter of Oct 31st, would say that upon further investigation of the goods claimed short, have found your invoice all right and goods O. K. Please overlook the trouble we have caused you. In our second checking over we called the toy wagons, picture wagons, and found the No. 4 doll beds all right.

Very resp'y yours,

One of the last new products of the inventive genius of the adulteration-monger is the artificial bitter almond. The false seeds are composed chiefly of grape sugar, with an extremely small quantity of nitro-benzole, which gives them the flavor of oil of bitter almonds. They are pressed in a mold, which causes their external appearance to resemble natural almonds so well that when a number of the false seeds are mixed with the true ones the deception is exceedingly difficult to detect by mere inspection. Of course the former can be obtained at a ridiculously low price, and consequently the adulteration must be very profitable.

The Directors of the American Sugar Refining Company have declared a dividend of 4 per cent. on the common and 3½ per cent. on the preferred stock.

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.

SEEDS

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

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

W. T. LAMOREAUX & CO.,

128, 130, 132 W. Bridge St.,

GRAND RAPIDS, MICH.

STUDLEY & BARCLAY

Jobbers of Rubber Goods



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.

Traveling Men!

ATTENTION!

— TRY THE —

Handy Pocket Ledger

Neatest and most useful book in the market. Bound in fine leather, and accounts ruled in three sizes, with index.

WRITE FOR PRICES.

THE

Grand Rapids Book Binding Co.,

29 & 31 CANAL ST.,

Grand Rapids, - - Michigan.

GOLD MEDAL, PARIS, 1878.

W. BAKER & Co.'s Breakfast Cocoa



from which the excess of oil has been removed,

**Is Absolutely Pure
and it is Soluble.**

No Chemicals

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

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

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. DGETT, Vice-President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL 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.

Stoppage of Goods in Transit.

The right of stoppage *in transitu* is greatly favored by the law. It may be defined to be the right belonging to the seller of the goods, who has not been paid therefor, to resume possession of them before they come into possession of the buyer, who has become insolvent, bankrupt, or pecuniarily embarrassed. A few general statements with reference to this very important and greatly valuable right will not be uninteresting or unimportant.

The right of stoppage *in transitu* has been long recognized. We find it exercised as early as 1670. At first it was recognized only as an equitable right, that is, cognizable only in a court of equity. It is now become a part of the common law. Reverting to our definition many questions may arise, some of which we shall attempt to answer. As to how long the right continues, we may say until the goods reach the actual or constructive possession of the buyer or his agent. What is meant by constructive possession? Would it include the possession of a carrier who had been designated, or who is hired and paid by the buyer? We think not. So long as the goods are in the hands of the carrier, whether by sea or land, the right exists, even although the buyer appointed the carrier. But not if the conveyance belongs to the buyer. And the right continues while the goods are in any place of deposit connected with the transmission and delivery of them. Goods may be said to be delivered when they reach the hands of an authorized agent of the buyer, who is holding them until he receives orders from the buyer, but not so if they are in the hands of a shipping agent appointed by the buyer to await his instructions, not as to their destination, but as to the mode of shipment to their original destination. If a buyer be in the habit of using the warehouse of a carrier, wharfinger or other person as his own, for instance, by making it the repository of his goods, and disposing of them there, the transit is at an end.

It has been held that, where the goods are stored by a carrier at the end of his route as agent for the buyer, the transit is complete.

If, at the time of the sale, the seller ships the goods to a third person in the buyer's name as consignee, at the buyer's request, the right does not exist.

Where part of the goods are delivered without the intention on the seller's part of retaining the rest, but as a step towards and in progress of the delivery of the whole, the right ceases. The buyer may take possession of the goods at any point on their journey and defeat the right, but merely making demand for them of the carrier does not defeat it. An attachment or execution against the buyer cannot be levied on the goods to defeat the right. The vendor's right is superior to all liens, but not to the carrier's lien for freight. An indorsement of the bill of lading to a bona fide purchaser will defeat the right. An indorsement of the bill of lading as a pledge for a specific sum defeats the right, but the seller may give notice to the pledgee, and in court of equity maintain his right to the difference between the amount of the pledgee's demand and the sum realized by the sale of the goods.

An assignment of the bill of lading as security for an antecedent debt does not, nor does an assignment for the benefit of creditors, defeat the right. But suppose the goods are partly paid for, or an acceptance or a note given, does the right still exist? Yes. Suppose the note be negotiated? The rule would probably be the same. But if the seller takes the undorsed note or order of a third person, the right, it seems, is defeated, but the mere fact that the vendor has recourse against some other party does not defeat the right. The cases hold that if a bill or note or part payment has been received, it is not necessary to return the same in order to exercise the right. Who may exercise the right? The seller, a general agent, or one who is a special agent in respect to this consignment; a commission merchant, one who has paid the price for the buyer and taken the bill of lading as security; a consignee, who consigns goods to be sold on the

joint account of himself and the consignee, may exercise the right. The right belongs to no one but the seller or quasi seller.

What part of inability to pay on the part of the buyer will give this right?

Insolvency is the only ground. It is not necessarily a technically declared insolvency. It means, as well, a general inability to pay just debts. It may be proved in any satisfactory way, as by stopping payment or failing to pay one's just debts, the buyer's admissions, or well-founded information. It need not be an insolvency arising after the sale. It may be one which existed prior to the sale if not discovered until afterwards. How is the right exercised? It is not necessary to actually seize the goods. Give notice to the carrier in whose hands they are, on the delivery of which notice it becomes the person's duty to retain the goods. The carrier may be held responsible if he delivers the goods after notice. If by mistake he delivers them, the seller may bring trover for them against the buyer, or his assignee, if he be bankrupt. The notice must be given to the one who has the immediate custo-

dy of the goods. If given to a principal, whose agent has custody of the goods, it must be given at such a time and under such circumstances that the principal, by the exercise of reasonable diligence, may communicate it to his servant. We may say that it is a common custom for the seller to require bills of lading to be made to his own order, thus cutting off many questions which might arise as to delivery.

WM. C. SPRAGUE.

Baron Hirsch is said to be worth \$100,000,000. He made his wealth chiefly out of contracts for building Turkish and Transylvania railroads. The Rothschilds were his financial bankers when he assumed the contracts, but they got the idea that the railroads would not succeed, and therefore withdrew their support.

At the annual meeting of the Owosso Savings Bank, it was voted to increase the capital stock from \$60,000 to \$100,000. C. S. Williams and E. A. Gould take the places of B. Buckminster and A. D. Whipple on the Board of Directors.

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.

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.

FOR SALE AT A BARGAIN—A DRUG STORE IN A growing city. Fine location. Will sell stock or stock and new building together, as purchaser prefers. If you want a paying business, you will do well to investigate this at once. Address Druggs, care Michigan Tradesman. 351

FOR SALE—ONE OF THE BEST-PAYING DRUG stores in Albion, Mich., a good manufacturing and college town of 6,000 inhabitants. Invoice about \$3,000. Reason for selling, ill-health. Address Lock Box 103, Albion, Mich. 350

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—LARGE STOCK OF GENERAL GOODS in first-class condition, doing a business of from \$60,000 to \$80,000 per year. The trade of the store is all on a cash basis. For particulars address No. 357 care Michigan Tradesman. 357

FOR SALE—CLEAN GROCERY STOCK, located on one of the best business streets in Grand Rapids. Trade well established. Rent low. Stock and fixtures will inventory about \$2,000. Good reasons for selling. There is \$500 in the purchase for buyer. Address No. 361, care Michigan Tradesman. 361

SITUATIONS WANTED.

WANTED—SITUATION BY REGISTERED Pharmacist, six years' experience. Can furnish very best of reference. Address Pharmacist F. Hart, Mich., Box 55. 360

WANTED—BY YOUNG LADY POSITION AS COPY- ist, typewriter or cashier. Can furnish best of references. Address 358, care Michigan Tradesman. 358

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

WANTED—POSITION FOR TWO OR THREE COM- petent lady stenographers and typewriters. They have a practical knowledge of the elements of book-keeping. Are willing to be subjected to any reasonable test. Address W. N. Ferris, Big Rapids, Mich. 353

MISCELLANEOUS.

FOR SALE—ABOUT 100 POUNDS OF NON- patent type well assorted as to figures, fractions and leaders. Just the thing for a country paper for use in tax sales and general work. Laid in two cases. Will sell for 25 cents per pound and \$1 per pair for cases. Tradesman Company, Grand Rapids, Mich. 350

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. \$1,800. 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, 22x30 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—TWO HUNDRED ACRES LAND (160 improved), located in the fruit belt of Oceana 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

FOR SALE—THE BEST RESIDENCE LOT IN GRAND Rapids, 70x175 feet, beautifully shaded with native oaks, situated in good residence locality, only 200 feet from electric street car line. Will sell for \$2,500 cash or part cash, payments to suit. E. A. Stowe, 100 Louis Street. 374

WANTED—GROCERY STOCK BY PARTIES WHO can pay cash down. Must be dirt cheap. Address No. 345, care Michigan Tradesman. 345

WANTED—BOOT AND SHOE STOCK, SUITABLE for the trade of a country town. Must be cheap for spot cash. J. M. Fowler & Co., Kalamo, Mich. 356

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.....	1:20 p.m. 10:00 a.m.
Atlantic & Pacific Express.....	10:30 p.m. 6:00 a.m.
New York Express.....	6:40 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. Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a. m., returning leave Detroit 4:45 p. m. arrive in Grand Rapids 10 p. m. F. 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.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 82
G'd Rapids, Lv.....	6:50am	1:20am	3:25pm	10:55pm
Ionia.....Ar	7:45am	11:25am	4:27pm	12:37am
St. Johns.....Ar	8:28am	12:17pm	5:20pm	1:55am
Owosso.....Ar	9:03am	1:20pm	6:05pm	3:15am
E. Saginaw.....Ar	10:45am	3:55pm	8:05pm	8:45am
Bay City.....Ar	11:30am	3:45pm	8:45pm	7:0am
Flint.....Ar	10:05am	3:40pm	7:55pm	5:40am
Pt. Huron.....Ar	11:55am	6:00pm	8:50pm	7:30am
Pontiac.....Ar	10:53am	3:05pm	8:25pm	5:37am
Detroit.....Ar	11:50am	4:05pm	9:25pm	7:00am

Trains Leave	*No. 81	*No. 11	*No. 13
G'd Rapids, Lv.....	7:05am	1:00pm	5:10pm
G'd Haven, Ar.....	8:35am	2:10pm	6:15pm
Milwaukee Str.....			
Chicago Str.....			

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

CHICAGO
& WEST MICHIGAN RY.

NOV. 15, 1891.

DEPART FOR	A. M.	P. M.	P. M.	P. M.
Chicago.....	9:00	12:05	*11:35	
Indianapolis.....		12:05		
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	12:05	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. 9:00 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 cents. 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.

DETROIT,
Lansing & Northern R R

NOV. 15, 1891.

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. DEHAVEN, Gen. Pass'g Agt.

Toledo, Ann Arbor & North Michigan
Railway.

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

VIA D., L. & N.
Lv. Grand Rapids at.....7:25 a. m. and 6:25 p. m.
Ar. Toledo at.....1:10 p. m. and 11:00 p. m.
VIA D., G. H. & M.
Lv. Grand Rapids at.....6:50 a. m. and 3:45 p. m.
Ar. Toledo at.....1:10 p. m. and 11:00 p. m.
Return connections equally as good.
W. H. BENNETT, General Pass. Agent,
Toledo, Ohio.

Grand Rapids & Indiana.

Schedule in effect November 15, 1891.

Trains	GOING NORTH.	GOING SOUTH.
	Arrive From Leave going	Arrive From Leave going
	South.	North.
For Saginaw and Cadillac.....	5:15 a.m.	7:05 a.m.
For Traverse City & Mackinaw.....	9:20 a.m.	11:30 a.m.
For Saginaw & Traverse City.....	2:30 p.m.	4:15 p.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	Arrive From Leave going
	North.	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.....	5:50 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	2:09 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 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.

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.

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

Agents for the Boston Rubber Shoe Co



Send us your mail orders and we will try and fill them to your satisfaction. We have the new line of

Storm Slips

in cotton and wool lined for ladies; also the

Northwest

or

Roll Edge

line of lumberman's in Hurons and Trojans.

PRESIDENT LINCOLN SAID

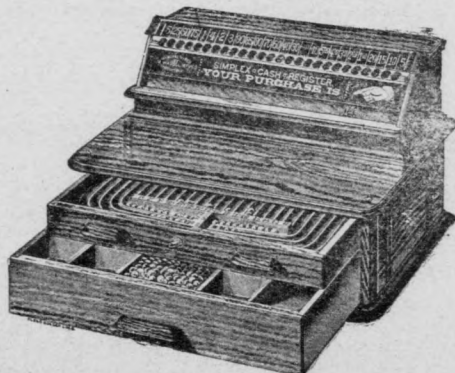
"You can fool some of the people all of the time, and all of the people some of the time, but you can't fool all the people all the time."

The Tradesman Conpon Book

is what the people will have after having been fooled once or twice into using something said to be just as good.

THE VERY LATEST!

Good as the Best and Five Times Cheaper.



THE "SIMPLEX" Cash Register

Price, \$35.00

Simple and Durable!

Warranted Ten Years.

PERKINS & RICHMOND, 13 Fountain St., Grand Rapids.

Grand Rapids Storage & Transfer Co., Limited.

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

GRAND RAPIDS, MICH.

General Warehousemen and Transfer Agents.

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

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

Telephone No. 945.

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



IF YOU WANT

The Best

ACCEPT NONE BUT

Silver Thread Sauerkraut.

Order this Brand from Your Wholesale Grocer!

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

\$100 GIVEN AWAY

To the Smokers of the
PRINCE RUDOLPH CIGARS.

To the person guessing the nearest to the number of Imps that will appear in a series of cuts in the Evening News, cuts not to exceed 100, 1st Cash Prize, \$50; 2d, \$25; 3d, \$15; 4th, \$10. Guess slips to be had with every 25c. worth of PRINCE RUDOLPH CIGARS. Sold Everywhere. Up to date there has been published 28 cuts, with a total of 303 Imps.

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

Bolts Wanted!

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

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

J. W. FOX, Grand Rapids, Mich.

H. LEONARD & SONS,

GRAND RAPIDS, MICH.

We present the most complete and well assorted stock of Holiday Goods and Christmas Novelties it has ever been our privilege to offer at this season of the year and late buyers will find with us a magnificent display at rock bottom prices. We show every leading line of popular priced QUICKSELLERS. You can make money by calling at our store and leaving an order now.

No. 5 Assorted Package.

The following articles we offer for the 5c counter at an average price of 38c per dozen. 1 doz. of each in package.

No. 2 Jute Jumping Rope, with wood handles.
No. 6421—1 Tin Swords.
No. 6201—60 whips, with whistles on end of handle.
Toy Nursing Bottles with tubes.
Tin A B C Rattles and Whistles.
No. 6463—141 Rattles.
No. 6011 Tops Assorted Colors.
Cuckoo Whistles or Warblers.
No. 5 Police Whistles.
No. 6479—136 Trumpets.
No. 1 Echo Pistols.
Wood Pop Guns.
Tin Drum shaped Banks.
No. 302 Metal Match Safes.
No. 2 Brass Toy Cuspide for matches or toothpicks.
No. 9377—5 Christmas Tree Ornaments.
No. 9511—1-2-2 glass balls tree ornaments.
No. 9427—13 Santa Claus.
No. 9034—1 Monkeys.
No. 9477—4 glass ball tree ornaments.
No. 9223—23 " " "
No. 174 assorted " " "
No. 4624—20 Magnetic Toys.
Silver or Gold Lametta, for fancy trimmings.
No. 0 1/2 Toy Sad Irons.
Assorted tin animals on wheels.
No. 186 Individual butters.
No. 301-31-110 oatmeals.
Glass Henrietta Bone Dishes.
No. 2 Buffets.
Toy clothes pins in boxes.
Pastery sets, four pieces to set.
No. 2-0 Building Blocks.
Assorted sizes cat baskets.
Willow bird's nests.
Nestled chip baskets.
A B C Plates, tin or earthen.
No. 301 Snap game.
No. 300 Authors.
Toy Washboards.
No. 455 China babies dressed.
No. 2202-1 China babies.
China limb dolls dressed.
" " " not dressed.
Toy dust pans, assorted colors or embossed.
No. 17 coppered iron teapot stands.
No. 3 bright wire " "
No. 30 iron match safes.
No. 14 flat iron stands.
No. 302 coppered cover lifters.
Wood handle cover lifters.
No. 373-2-1 pocket knives.
No. 0 Embossed Mugs.
1 pint pieced or pressed cups.
No. 02 tin dinner horns.
No. 39 soup ladles.
German tea or coffee strainers.
No. 34 Scoops.
No. 25 hammers.
No. 1-18 in. ebony handle pokers.
No. 13 embossed comb cases.
No. A wire broilers.
Sewing Machine Oil.
No. 9 tin kitchens.
No. 04 tin kitchen sets.
Flat tin pocket match safes.
Rubber circle combs.
Fancy braid pins for ladies' hair.
No. 34 shaving soap.
No. 10 steel tweezers.
Toilet Soap, a great variety.

The following assorted packages of five and ten cent Christmas Novelties are selections from the choicest goods in our stock. They are goods, that, laid on counters with a display card (which we furnish) will "sell themselves" Should it be impossible for you to call and make a selection in person, try one of these assortments.

No. 5070 32 bone teething rings.
No. 2015 Toy Chambers.
No. 5250 pot figures.
Glass soap slabs assorted.
No. 29 china animals.
No. 387 toothpick holders (shoes).
Assorted glass toothpick holders.
No. 98 assorted china toys.
No. 2245-5346 china figures.
4 in. silver glass vases.
No. 1290 china egg cups.
Glass egg cups.
Glass wreath creams.
No. 1 glass shoes.
Elephant toothpick holders.
Turned wood boxes filled with toothpicks.
No. 332 china mustards.
No. 2 glass buckets.
No. 0 Atlas scissors.
No. 2013 mouth organs.
No. 265 linen A B C books.
Picture books, 6 styles.
No. 303 cards of fortune.
No. 305 game of Fox and Geese.
No. 3 butter ladles.
Enameled handle potato masher.
2 or 4 hole mouse traps.
12 wood basting spoons.
Dish mops. Cotton with wood handle.
Four hook hat or coat rack.
Three arm towel rack.
No. 3s sine scrub brushes.
Holland heather scrub brushes.
Zinc oil cans.
Door stops with rubber tips.
Bird cage hooks.
Tack pullers.
Tack hammers.
No. 3 can openers.
Cork Screws.
No. 2270 blue cream jugs.
No. 382 china cream jugs.
No. 1302 glass mugs.
No. 373-3 glass mugs.
No. 183 china mugs.
No. 1 T purses.
No. 3879 perfumes.
No. 2783 hair oil.
Colored eggs for Easter.
Solid rubber balls.
No. 128 wooden darning eggs.
Boxwood tops.
XX tobacco boxes.
Standard checkers and boards.
No. 177 Bellow toys, assorted.
Wooden dice cups.
No. 9254-3 birds on wires.
No. 0 glass cutters and combination tools.
No. 680 watch keys adjustable to any watch.
Key rights, spiral or diamond shapes.
No. 1086 key chains and rings combined.
No. 55 coil tape measures.
No. 0127 tailors' tape measures.
6 1/2 x 9 Lehigh slates.
No. 1 propelling pencils.
Lead pencils with rubber tips.
6 1/2 in. Union slate pencils, 12 in box.
No. 191 surprise boxes.
No. 343 Cadet playing cards.
No. 999 Steamboat playing cards.
Assorted pen holders.
Black Ink, 3 doz. in box.
No. 3528D Magnets.
No. 5143-3 tooth brushes.
No. 128 shaving.
No. 166 china toy tea sets.
Assorted flannel animals.
No. 9373-1-1 sheep.

Should you wish a portion of these articles and not the complete assortment, send us this sheet with those items crossed off that you do not want and we will select and ship them at once, at our lowest prices for each article. We will have them selected within twelve hours. Order quickly. Every day counts now.

No. 10 Assorted Package.

The following articles, to be sold on the 10c counter, at an average price of 80c dozen. 1 doz. of each in package.

No. 604 glass vases.
Assorted printed cups and saucers.
1 qt. corn poppers.
No. 798 splash mats.
Nickel fire pokers, straight or bent.
No. 450 hatchets.
No. 12 hammers, full size adz eye.
No. 01 ladies' hammers full polished.
Crown teapot tiles, bright wire.
No. C broilers, bright wire.
No. 2 Echo pistols.
No. 225 iron banks.
Glass banks.
Little Gem banks (Dime Savings).
XYZ washboards.
Wire handle whisk brooms.
Luminous match safes.
Barlow pocket knives.
No. 373-23-2 pocket knives.
No. 110 glass cups and saucers.
No. 1110 jugs (creams).
No. 198 " "
No. 2268 " "
No. 224-80 mugs.
No. 265 " "
No. 197 " "
No. 265 toy teas.
No. 2 rattling balls.
No. 35 toilet mirrors.
No. 159 wool balls.
No. 2 1/2 red inflated balls.
No. 3 oval pocket mirrors.
No. 10 nickel match safes pocket.
Rubber match safes pocket.
No. 580 purses.
No. 116 " "
Austins Medium Cologne.
No. 3875 perfume.
" 650 " "
" 3877 " "
" 3047 " "
12 in. oval japanned trays.
13 in. round embossed tray.
No. 1660 bisque busts.
" 305 china pot figures.
" 115 candle sticks.
" 1209 mustards.
" 1199 egg cups.
" 545 plain rose salts.
" X1 chamois skins.
6 in. body dusters.
No. 30 A tables.
Rush hand bags.
Toy carts.
No. 187 sheep.
" 52 fruit saucers.
" 112 tea pot stands.
" 2344 fruit saucers.
Majolica creams.
No. 14 covered ink bottles.
" 603-6 candle sticks.
" 11 1/2 chickens dispute.
Scholars' companion.
School bags.
No. 1398 surprise boxes.
" 5491 " "
7x9 covered slates.
No. 5328 F magnets.
No. 117-5 tooth brushes.
Japanned dinner horns.
No. 344 china dressed dolls.
" 1970-5 china babies.
" 105-0 china limb dolls.
" 450-F-2 " " "
" 34-5 rubber dolls.
" 144G rubber figures.

TERMS: If you do not have an account with us, please enclose sufficient money to about cover order, and we will give you credit for the amount sent, and two per cent. additional. This will save time and insure the "rushing" of your order. Should you wish until January 1, 1892, to pay the bill, send us the names of Grand Rapids firms from whom you have bought goods on time.

No. 6201-63 whips.
" 239-4 doll heads, indestructible.
" 196-2 " " bisque.
" 710 swords.
" B arctic reins for boys.
" 5029-1 rubber rattles.
" 6572-143 tin rattles.
" 5864-1 rubber rattles.
" 6129-155 tops.
" 6502-139 trumpets.
" 158-6011 tops.
" 181 trumpets.
" 65 kaleidoscopes.
" 570 A vases.
" 5094 assortment vases.
" 2036-29 china figures.
" 4443-31 " "
" 155 shaving brushes.
" 180-10 harmonicas.
" 1 odor cases.
" 1689-329 autographs.
" 54 picture books.
" 119 1/2 " "
" 62 " "
" 82 " "
" 267 " "
" 417 Lotto games.
" 309 Tiddledewinks.
Picture puzzles.
Assorted games.
No. 381 1/2 Authors.
" 531 watches.
Toy brooms.
" 142 match safes.
" 21 " "
" 40-1 1/2 glass balls.
" 106-66 magnetic toys.
" 691-1452 wool animals.
American dominoes.
Bellow Toys.
" 9710-17 moving head figures.
" 599-892 toy tea sets dec. china.
" 10 " " Britannia.
" 2 1/2 flannel dogs, etc.
" 197 Donkeys.
" 227 A B C blocks.
" O Embossed blocks.
" 1 Wideawake blocks.
" 8 tin kitchens.
" 69-1 1/2 tin stoves.
" 26-0 " "
" 0 1/2 kitchen sets.
" 2-0 revolving chimes.
" 28 tool chests.
" 104 call bells.
" 38 1/2 tin animals on wheels.
" 40 tin groups on wheels.
" 400-10 tin trains.
" 242 city horse cars.
" 389 Jersey pins.
Painted toy pails.
Toy bureaus.
Double acrobats.
No. 62 Fly away.
5 in. ten pins.
No. 1 painted doll chairs.
" 0 building blocks.
" 1725 holy water founts.

In addition to the above list, we have a great variety of staple goods that we cannot enumerate which are good sellers. Please examine our No. 105 catalogue and you cannot help finding just what you want.