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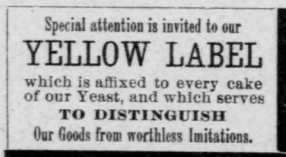
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SALT FISH

POULTRY & GAME



Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED.

MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, DECEMBER 23, 1891.

NO. 431

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PROPRIETORS OF

Old Homestead Factory

GRANT, MICH.

MANUFACTURERS OF

Fruit Jellies and Apple Butter

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

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

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

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

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

Depositors' Security, \$200,000.

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Sweet Florida Oranges.....\$2 50@2 75
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Standards, per gal.....\$1 15

Solid Brand in Cans.
Selects.....25 E. F.....20
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Selects.....22 Standards.....16
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Mrs. Withey's Home-made Mince-Meat.
Large bbls.....6 Half bbls.....6 1/2

40 lb. pails.....6 1/2 20 lb. pails.....6 1/2
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2 lb. cans, (usual weight).....\$1.50 per doz.
5 lb. ".....\$3.50 per doz.

Choice Dairy Butter.....22
Eggs.....21

Pure Sweet Cider, in bbls. 15..... 1/2 bbl..... 16
Pure Cider Vinegar.....10

Will pay 40 cents each for Molasses half bbls.
Above prices are made low to bid for trade.
Let your orders come.

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PROMPT, CONSERVATIVE, SAFE.
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Fire Clay, Lath, Wood, Hay, Grain,
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A Few Rugs

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Carpet Sweepers

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From which to make selections
for the Holiday Trade.

SMITH & SANFORD.

CUTS for BOOM EDITIONS

—OR—
PAMPHLETS

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

A TEMPLE OF HYGEIA.

She said she wanted one hundred dollars *dreadfully*. Many people do. But Mrs. Miller expressed herself with an intensity which left no doubt that in her case there was something more than the ordinary and general desire for this convenient sum of money. Her tone bore testimony to a fierce longing, her whole face was screwed into wrinkles by the vehemence of her feelings, and her features gathered together in a bunch so that her mouth, nose and eyes had the effect of taking counsel with one another that they might by their united powers taste, sniff or spy out the desideratum.

But one hundred dollars to Mrs. Miller was a thing to be mentioned with a sigh of despair. She had not for years had so much money in her hands all at once. There was very little ready money afloat in all the town of Stebbinsville, the popular method of carrying on affairs being to exchange directly the actual goods of this world without resorting to an intermediary handling of dollars and cents.

Mrs. Miller's lot had never been an easy one. Very early in her career had come that day which comes to some people—the day on which she has discovered, almost with a jump, that she had nothing more to live for. And soon thereafter had followed the other day—the day upon which she had realized in the midst of mental and moral collapse that it was necessary to live still, nevertheless. She had continued to exist doggedly for a number of years after this. She had even grown to believe, with a kind of stoical enjoyment of the fact, that she could go on forever if need be. But she was destined at last to surprise herself just once more. By the time that others had resignedly, comfortably accepted her own theory that her career was practically at an end she suddenly flamed up with a desperate determination to make the most of what remained of it. The most was not very much—it was not to be more happiness—only a little less misery. She demanded for herself the right to draw at least one thorn from her flesh and to spend the last of her days in healing up the wound. The thorn, to descend from figurative heights, was Granny Miller.

It is an ancient and reprehensible custom to speak ill of one's mother-in-law; no doubt many a really charming *bellemere* suffers undeservedly from the "black eye" which the social historian has given to her role. But as for Granny Miller—the mother-in-law of Mrs. Miller—she was, in fact, what is commonly supposed to be the pure type. She was a gossip, a scold, a gadabout and a meddler, bitter of tongue and prying of eye; in her old age she added several troublesome infirmities to her vices. The old woman had made for herself such a reputation that when her only son married, her daughter-in-law stoutly refused to take her in. Granny's husband, some years before this episode, dying with a sigh of relief, had left his widow what, from a Stebbinsville point of view, con-

stituted a comfortable competency, but as time went on this property dwindled and dwindled away unaccountably, as property will, and in her old age the elder Mrs. Miller came to be regarded as little better than a pauper. She was not above accepting assistance from her neighbors, and had a habit of borrowing a pinch of tea here and a half a loaf there, which habit was at last openly recognized as begging.

Finally the good people of Stebbinsville, weary of her importuning, made it a matter of scandal that the old crone should be left alone of nights in her ramshackle old house, a mark for practical jokers and marauders, (with whom, nevertheless, it may be parenthetically remarked, Granny was abundantly able to cope), and it was at this time that the younger Mrs. Miller, weakened by trouble, made a concession and took her mother-in-law in. Adeline Miller had already at this period renounced all hope of a comfortable and decent existence. Her husband had settled into an acknowledged good-for-nothing. Three of her children had died in one winter of scarlet fever, and her only surviving daughter, Susie, who worked in the dairy with her mother, was a young person not destined to comfort the declining years of her parents. "Things is so bad now they can't be any wuss," argued Adeline Miller—and so Granny came. Granny came, and, to be brief, Satan came also! No pen and ink could depict what followed in the years that ensued. Suffice it to say that Adeline Miller, in estimating her own powers of endurance, had reckoned without her guest.

"Granny," she said one day, "I wish to goodness you'd go into an old folks' home. I can't stand you no longer."

"Go into an old folks' home? I ain't got any objections," responded Granny, unexpectedly, "none whatsoever; but it costs money," she went on, with complacency, "a hundred dollars down, I've heard. At least that's what they charged for Aunt Sairy Ma'shall," and the old woman grinned; she knew that this was a poser.

It was very shortly after this that the younger Mrs. Miller confessed to a neighbor that she wanted one hundred dollars *dreadfully*. "Ef I could only sell the cows!" sighed Adeline—but she couldn't sell the cows and live. She had a wild plan for supplying a neighboring asylum for the aged with unlimited dairy produce in lieu of the admission fee for her mother-in-law, but she learned upon secret application to the authorities of the institution that this method of payment, even were she able to pursue it, would not be acceptable. She ransacked the papers with terrible eagerness in search of chances for money-making.

From time to time her hopes were fanned by promising announcements. She invested a dollar which she could ill spare in materials for work at home, work which, according to a plausible argument, would speedily fill her lap with gold. When the materials came by the mail, Adeline tremblingly undid the

package that contained them. She could feel the power of Midas already tingling in her hands. The package contained a photograph, a colored photograph, of a fat and fatuous young lady smiling vaguely, with lips whose red had evidently been left over from her sash. Her eyes and bonnet ribbons, both blue, had in like manner resigned themselves accommodately to the exigencies of an economical palette—but her real glory was her jewelry, or at least her gold, all of which had been highly brought out by an unsparring application of yellow. Adeline looked at this; possibly she thought it fine—but she failed to understand. There were other photographs—uncolored. They seemed to be the photographs of dead people—they had that vague, ghostly uncertainty which marks a reproduction from daguerreotype. Their watch chains, rings and ear-rings evidently needed toning up and their complexions solidifying; their features seemed to be floating in the clouds. There was a printed letter in the package which explained to Adeline, after she found it, a number of things. What she made out most plainly in the midst of its seductive phraseology was that the entire success of this money-making scheme involved another remittance from herself—a considerably larger one than the first, for which she would receive a colorist's outfit. She could then enjoy an unlimited opportunity to perfect herself in the charming art of which she held an example, and her many acquaintances would, no doubt, beseege her with orders for her work.

After the first blow Adeline did not let the failure of this venture trouble her too greatly. She had already something else in mind. She was going to communicate with Mr. Rufus L. Smith of St. Louis, who had announced in several papers that he would show any lady who should send a postage stamp an infallible means for making from \$40 to \$50 a month in her own home, and Mr. Smith had added in larger type that he was "no humbug." It was only after several disappointing experiences that Adeline learned to detect beneath flowers of rhetoric a call for canvassers. She couldn't go canvassing. Adeline's opinion of human nature had never been very high. It sank at last to the lowest depth. All hope—all faith—deserted her. It was then that something actually came to her, and came unsought.

The house in which the Millers lived stood upon what had once been the top of a rounded hill. But in order to make a bed for the railroad this hill had been cut exactly in two as neatly as one might divide a pound cake, and the half which in the days of more prosperous residents had formed the front yard of the dwelling had been carried off bit by bit in cart loads. The house had thus been left to overlook a precipice—a perpendicular escarpment of raw red earth—that refused even with time to be healed with a sod. The great frame structure looming up high above this mutilated face of the hill seemed to be perched upon the very edge of the world. When the trains came plunging into light from a tunnel which ended a few rods farther down the line the quaint old habitation, with its flapping "washing" on the line, was the first thing to catch the eye of the westward-bound traveler. Fred Boomer, the advertising agent for a new and promising liver pill known to commerce

as the "Panacea Pellet," raised his eyes to this object one day and had an idea. Three minutes after he had from the car window caught sight of the house on the cliff he was jauntily descending from the train as it drew breath at the Stebbinsville station, although his ticket bore the name of a town at least twenty miles further on.

Ten minutes later Fred was lifting the latch of the Miller's gate, and the mistress of the house, who had a keen ear for its click, appeared at the doorway, the doorway which faced on the road at the back of the house.

"I wonder," said the young man, with a diffident smile, "if I might ask you to give me a glass of milk?"

"I have got milk to sell," said Mrs. Miller, whose life had not cultivated in her the amenities.

"Of course, of course," murmured the embarrassed Boomer, struggling with agonies of fictitious bashfulness. "I thought," he went on, timidly, "that I heard a cow moo as I was passing by, and the sound actually made me homesick. I am a city man now, but I was born in the country once."

"Step in," said Mrs. Miller, dryly, "and I'll fetch you a glass."

"I'm afraid I'm troubling you," he lisped, shrinkingly.

"Oh, I'm used to trouble's far's that goes," said Adeline Miller, with a hard laugh. "May be, you'd like to sit down and rest a little."

"Thank you, ma'am, I am tired," Boomer placed himself modestly on the edge of a chair. Mrs. Miller had gone into another room, and presently returned, bringing the cool atmosphere of the cellar in her skirts. Boomer quaffed the milk which she placed before him as if it had been nectar. "Guess you don't keep a pump in your dairy, do you?" he remarked with emphasis. "You must make a first-rate thing out of those cows." Mrs. Miller responded with a sound in her throat that did not suggest enthusiasm. Then Boomer suddenly cast aside his timidity and assumed a winning and confidential manner.

"I wonder, Mrs. Miller," he said, settling more comfortably into his chair—"I wonder if you'd care to make a little extra money?"

Adeline Miller started. It seemed to her that the young man must be a mind-reader.

"Because if you do," went on Boomer, "I should like to offer you a chance. I have something here"—he drew a much labelled bottle from his pocket—"which—"

"Pshaw!" said Mrs. Miller, "I can't go a-canvassing with a husband and a mother-in-law."

"No—no—you mistake me—of course not," said Fred, smiling. "One moment, my dear madam. My idea, to be entirely frank with you, is to put an advertisement on the front of your house. This house is made for an ad., my dear Mrs. Miller, and it's a pure waste of material to let it go plain. Really, if you'll excuse me for expressing myself, it's an extravagance for you to be living here without utilizing your frontage for the purpose for which circumstances have so obviously destined it. If you'll consent to let me have 'Panacea Pellets' in five-foot white letters on a deep azure background run across the front of this house I'll make you a handsome offer for it. This sort of thing is going to be all the rage in a year or two, madam, and you'll have

the *pas* of all the rest of the townsfolk for setting the style. A house without an ad. five years from now is going to be a rare thing in my mind. We're a great advertising country, ma'am—the greatest in the world. It's something to be proud of—it's something that every private citizen should glory in promoting. I don't say that there are not ads. and ads. The great question of the future is going to be 'What do you advertise?' A man is going to stand or fall by that. Now, Mrs. Miller, I'll tell you what it is, you can't start in on anything better than the 'Panacea Pellet.' It's the pill of the future. It's a sure cure for all the ills that flesh is heir to. In my opinion it is going to affect radically the longevity of the human race. I don't see why it shouldn't bring back the good old times and enable us to count our ages by the century, like Methuselah and the rest of the old worthies. Yes, mark my words, Mrs. Miller, mark my words—" Here Boomer paused for an instant to balance his chair nicely on its hind legs and to settle his shoulders against the wall behind him—"Mark my words—"

But Mrs. Miller at last broke in—"See here," she said, "what'll you pay me for lettin' it be put on?"

Fred suddenly dropped his chair on all fours and leaned forward on the kitchen table. "Now that's what I like," he said. "I see you're a woman of business."

"I'll tell you what it is," said Mrs. Miller, "I couldn't let you do it for less than one hundred dollars a year." She thought that she should probably frighten the young man away by her bold demand, but she said to herself that it must be that or nothing.

"You couldn't?" said Boomer, looking up with surprise that she should let him off so easily. "Well, we'll call it a hundred dollars, then, Mrs. Miller, an even hundred a year to be paid in monthly installments. And if you're tired of your bargain at the end of the first year we'll paint it all out for you as sober as a Quaker, and any color you like. Now, I suppose I can have this little job begun at once. I'll send the painters over this very afternoon. I run up and down the road every few days and the next time I pass in the train I want to see 'Panacea Pellets' as large as life when I look this way. I'm going to leave you a handful of circulars and this little bottle of the pills. Send you up a dozen more by and by. You'd better try 'em. It's no joke; they're a splendid thing. Perhaps you think you're well, but what's the harm in being better—or even best? Let me see; I owe you for the milk. Now, Mrs. Miller, good-by! But I shall be in in the afternoon with those painters. Well, I'm glad to have met you."

Mrs. Miller followed him to the gate. She seemed to be struggling with an idea which she found difficult to express. He had thought he was off, when she detained him by plucking his coat sleeve to say: "I couldn't 'a done it once, but I guess I can stan' it now. I don't know what the rest of 'em'll say to it, but as long as I own the house, I d' know's it makes any difference." Boomer had a buoyant and reassuring reply for her, and he reminded her that she was about to enroll herself among the benefactors of the age. He even referred to the old house as a temple of Hygeia. These little flights of fancy were amusing to himself, and he believed that they were none the less effective because they were im-

perfectly understood by the people upon whom he tried to use them.

When he turned away with a florid salute and descended the road with the springing step of success, Mrs. Miller, against the gate, followed him with hollow, lusterless eye—with eyes that were looking through and beyond him into the consequences of her decision—in whose gaze Boomer was only a small and unimportant speck upon a broad field of vision. After a few moments her fixed look changed. There was a shortening of the focus that brought her back to her immediate foreground, and she drew a sigh in acknowledgment of her return to herself. She walked around to the front of the house. It was a hot summer day, and while the back yard was cool, almost damp, with closely-set locust trees, in front the sun beat upon the face of the dwelling, peeled off the white paint and warped the lumber. The very atmosphere seemed to hum with the radiation of heat. The river, broad and smooth, that lay below the cliff beyond the railway, was a shimmering white sheet of water, on which the sunlight danced in myriad points of fire. Mrs. Miller threw her apron over her head and looked up at the face of the house with blinking, watering eyes.

It had been rather a pretentious house once, with a great classic pediment supported by wooden pilasters, which were now all warped out of plumb. Mrs. Miller had owned the place for twenty years. It was not a cheerful home, but Mrs. Miller had never been embarrassed by a choice between this and another. It was her home, such as it was. She wondered as she looked at it how the advertisement would appear across the front in "five-foot white lettering on a deep azure background." She fetched two or three sighs that were almost groans. "Temple of High Cheer," she muttered; "that's what that high-falutin' chap called it." She was vaguely conscious that he had been amused, that he had made a joke, and she knew that the Stebbinsvillians would not hesitate to make other jokes—jokes which she would understand more perfectly. Adeline had a remnant of fierce pride—pride will lurk in the queerest places and survive the rudest shocks! Her face grew hot with shame as she stood there looking up at the house. Then Granny's voice, rasping, whining, familiarly peevish, came from within:

"A-a-de-li-ne."

"Well, I guess I can stan' it," muttered Mrs. Miller, in conclusion, as she went in.

Boomer lost no time in completing his arrangements, and in a day or two "Try Panacea Pellets," in hugh letters of dazzling whiteness shown upon Mrs. Miller's house. The Stebbinsvillians came *en masse* to take a near look at the advertisement, although many of them could see it from their homes below the cliff, where the principal part of the village nestled from the wind. It was regarded as a magnificent joke.

Adeline Miller was living with her teeth set now. It had all been harder even than she had feared, but she was "stan'in' it somehow," she said. You had to "stan" things when it was necessary, and it was necessary to get rid of Granny, and this was the only way. When Adeline thought of this she looked at Granny and felt helped to "stan" it. But Granny's behavior was very queer.

Adeline had had a lively prevision of the old woman's "raisin' Cain" when she saw Boomer's work, but Granny had done nothing of the kind. Her only allusion to the matter had been: "Well, Adeline, you must a' wanted money dreadful!" From the very beginning of the advertising epoch had come over Granny—she had begun to draw into herself and an unwonted stillness had settled upon her. She seemed in a kind of unholy peace, to be feeding upon thoughts that were agreeable—even amusing. Adeline sometimes caught the old woman's eyes fixed upon her with a curious and uncanny twinkle in them. It gave Adeline the "creeps"—it gave her a sensation that after all Granny was not going to be cornered, that she was meditating some dodge. Adeline frequently said to herself, "What is it?"

In the eighth month of the "ad." (Mrs. Miller reckoned time only with relation to the "ad." now), Granny was found dead in her chair. Then it appeared to Adeline that a ghastly joke had been played upon her. She was positive that Granny had done it "a purpose." Granny had slipped away to add the sting of needlessness to all the mortification that Adeline had been "stan'in'." Her last moments had been entertained by the spectacle of her daughter-in-law's unnecessary struggles to get rid of her. She had been tickled by the consciousness that the offensive legend emblazoned upon Adeline's door would flourish—must flourish for three long months after it ceased to have a reason for being. They buried the old woman in the graveyard of the "First Reformed Church." There was no other inscription on the headstone than name and dates. Adeline Miller framed from her own fancy a little epitaph which jingled in her head—"Provokin' in Life, Provokin' in Death" it ran—but she kept it to herself.

A few weeks after Granny's funeral, Adeline began her spring house-cleaning. The first thing that she attacked was Granny's arm-chair, a veteran piece of upholstery to which the old woman had always clung, and which had been transported from her own house at the time of her removal to Adeline's. Adeline Miller ripped off the rags of ancient rep from the seat and back; the hair stuffing was good and she meant to cleanse it and make up the chair anew. She sat down upon the ground to withstand the force of the gale that was blowing, and began to pull the stuffing into her lap. Out from the matted bunches of hair tumbled a shimmering shower of gold—bright, glittering gold that clinked upon the hard ground. Some of the pieces spun; one rolled away; the mass soon lay brilliant in the grass. "Money! money! Mercy! mercy! Money!" cried Adeline. She fell forward upon her knees and began to gather up the pieces with trembling fingers. They were double eagles. Adeline had hardly ever seen the coin before. She began to count, but her hands shook and her brain was faint. "Twenty—forty—sixty—eighty—mercy, mercy! an' to think she had 'em all the time! Eighty—a hundred—dear, dear—how I wanted a hundred! A hundred and twenty—and she never said nothin', an' just set on this all her life. Dear me; and I gave her my grenadine to keep her decent because she hadn't a rag to her back! A hundred and twenty—land! land! She used to beg. She shamed us by beggin' till I

took her in! Where was I?—a hundred an' twenty—a hundred an' forty—sixty. Oh, dear! oh, dear! When little Lizzie died if I'd just had ten dollars more!"

She lost her count here and buried her face in her hands to cry. When she got up she carried the gold into her bedroom, and there, by aid of paper and pencil, she made out that there were \$4,000 in all—the better part of Granny's property that had "dwindled away." Adeline locked up this fortune in her bureau drawer and went out in front of the house to gather up the scattered hair as if in a dream. Once or twice she stared up at the front of the dwelling from which "Try Panacea Pellets" seemed to grimace at her. She had felt for months as if those letters were tattooed upon her face.

She kept thinking: "We're rich now, but it don't make any difference; I ben through too much." Her husband came and stood in the doorway. Adeline perceived that it was not a lucid interval with him; he had been drinking just enough to cloud his intellect. "I won't tell him now," she reflected. Then she thought: "Why, he can have a new soot o' close!" It occurred to her, too, in the next instant that she could have a new shed built in the cow-yard just as well as not. It all dazzled her and she sat down on the doorstep with her back to "him" and tried to gather her wits. She realized with a feeling of "flightiness" that her cousin's daughter Katie would come on from the West now and stay with her and help in the dairy. Katie had always wanted to come, but there had never been any money before. Adeline had always had a soft spot for Katie because she looked like "Lizzie."

There was something else which fluttered before Adeline's excited imagination. She had a vision—a queer little, quick, unexpected vision—of something that had dangled in the doorway of a shop in the nearest large town, where she had been a month before. Adeline had hardly realized that she had thought of the thing at all at the time, but she remembered it distinctly now—she saw it like a flash. It was a shawl, a decent black shawl, and it had a ticket sewed to it which said "Twelve dollars." When this vision came up before Adeline a hot flush of joy spread itself over her gaunt and careworn face. The next minute she said to herself, with a kind of internal bashfulness, "Adeline Miller, you're a fool!"

But, after all, it is such trifles that win us back to life.

HELEN WALTER.

Always at the Front.

We have received a copy of the handsomely illustrated prospectus for 1892 issued by the *Detroit Free Press*. The achievements of this famous paper in the past have been great, but if its promises for the future are to be fulfilled—and there certainly is no reason to expect the contrary—the *Detroit Free Press* will in 1892 be, as its publishers confidently claim, the most entertaining and instructive paper published, giving additional pleasure to its thousands of old subscribers and fresh enjoyment to the many thousand new ones that its merits deserve. Its list of contributors for 1892 includes many of the most famous names in American literary and public life, and most of the articles to be published are of unusual importance and interest, presenting a splendid array of valuable features in addition to inimitable work done by its own staff of bright and famous writers.

The publishers of the *Free Press* will mail copies of the paper and prospectus to all applicants.

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 obviated.
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.

Middleville—Thompson Bros. have discontinued the meat business.

Flint—E. W. McIntyre has sold his drug store to Howell & Harris.

Colon—C. E. Baird succeeds Baird & Kent in the hardware business.

Durand—F. H. Potter has sold his lumber business to McBride & Son.

Pittsford—Geo. Haner succeeds F. W. Weden & Co. in the harness business.

Yale—W. W. Grinnell has sold his cigar and tobacco stock to B. Neustead.

Mt. Clemens—Eugene Shook is succeeded by Shook Bros. in the grocery business.

Naubinway—L. Reinhertz has removed his dry goods and clothing stock to Trout Creek.

Greenville—Oscar Dassance succeeds S. C. VanderSlip in the sewing machine business.

Addison—J. W. Crandall & Son have purchased the meat market of Edwin S. Lapham.

Ludington—Mrs. Maggie Gulembo succeeds Gulembo & Roussin in the grocery business.

Detroit—Hamilton Carhart & Co. succeed Hamilton Carhart in the manufacture of overalls.

Coleman—John D. Carpenter is succeeded by John Mason in the grocery and crockery business.

Evart—E. R. Sage and Festus Phenix each centemplete engaging in the grocery business near East Fork.

Muskegon—Joseph Mitcheson has sold his meat market to Chas. Price and Wellington Price, late of Ravenna.

Morley—A. C. Adams, Administrator, has sold his grocery stock to Frank A. Hunter & Co., who will continue the business.

Charlevoix—A. Fox has sold his grocery stock to Capt. O. E. Wilbur, who has sailed the *City of Grand Rapids* for many years.

Kalamazoo—Charles Brakeman has resigned his position as clerk at the Farmers' sheds grocery and taken a similar position with A. P. Sprague.

Hudsonville—T. B. Curtis has purchased an interest in the general stock of C. K. Hoyt and the firm will hereafter be known as C. K. Hoyt & Co.

Muskegon—Chas. J. French has assigned his dry goods stock to Harry Fox, Superintendent of the Muskegon branch of the United States Baking Co.

Montague—Herron Bros. have dissolved partnership and are succeeded by the Herron Grocery & Stock Co. W. J. Mason has taken an interest in the business.

Vicksburg—Newton & Best, dealers in groceries and drugs, have dissolved partnership. Clinton D. Best continues the grocery business and Geo. Newton continues the drug business.

Big Rapids—F. T. Wilcox is packing his hardware stock for removal to West Superior, Wis., where his father, S. S. Wilcox, has just completed a store building and warehouse for its reception.

Saginaw—A burglar gained entrance into Wm. D. Reagan's grocery store one night last week by climbing over the transom. He broke open both tills, but they were empty. Nothing else was disturbed.

Detroit—Three chattel mortgages have been filed on the stock of shoes in the stores owned Emma H. Richardson. One

of them is for \$3,000 to A. C. McGraw & Co., securing an indebtedness of \$960.87; the second is to H. S. Robinson & Co., to secure an indebtedness of \$2,222.52, and the third to H. S. Robinson and Samuel G. Caskey is for \$5,000 to secure them as bondsmen in a replevin case which she has brought against the Riverside Storage Co.

MANUFACTURING MATTERS.

Detroit—Gruber & Wilson succeed Gruber, Smith & Co. in the manufacture of brushes.

Eagle Mills—F. W. Read & Co. have started their sawmill here, the logs coming in by rail from their camp near O'Brien.

Manistee—Five sawmills are still running, and so far as the weather is concerned they can do as good work as at any time of the year.

Marquette—The Johnson Lumber Co. has begun receiving logs over the Chicago & Northwestern railway for its mill at Teal lake, near Negaunee.

Manistee—J. Hanselman will move the drug stock formerly owned by Lee & Mix into the Ramsdell block, when the establishment will be styled the Ideal Drug Store.

Manistee—Jas. Finan & Co., of this place, have leased the Hill shingle mill, at Frankfort, for a term of years, and will stock it with cedar and pine and run it to its fullest capacity.

Bay City—Eddy Bros. & Co. will rail 15,000,000 feet of logs to the Pinconning boom, where they will be made up into rafts in the spring and towed around to the mill. One train load daily is run from their camps to the boom.

Arthur Bay—Sweet & Jacobi, who recently purchased J. A. Crozier's mill outfit at Stephenson, will re-establish the plant at this place. The buildings of the Sweet Cedar & Lumber Co., recently burned, are being rapidly replaced.

Manistee—The demand for cedar shingles having been so good the past year has induced more speculation in that line, and some of our capitalists are talking of engaging in the manufacture of such shingles in the Upper Peninsula, where cedar is plentiful and cheap.

Saginaw—Canadian logs brought to the Saginaw river the past season, as a rule do not cut out lumber as good as expected, and some disappointment is expressed, although in one or two instances some very good logs have come over. The lumber even of the common grades is inferior to Michigan stock of the same class.

Bay City—The Kern Manufacturing Co. is the new concern that is building a mill on the old Hotchkiss mill premises. The company filed articles of incorporation last week. The capital stock is \$50,000.

Saginaw—Brown & Ryan will do a pushing business in Gladwin county this winter, when they expect to purchase 10,000 cords of cedar, 10,000 cords of shingle bolts, 5,000 cords of barrel heading bolts and 10,000,000 feet of hardwood logs.

Marquette—James Norton has a camp two miles west of Bruce's Crossing, on the Duluth, South Shore & Atlantic Railway, and will put in 2,500,000 feet of white pine logs to go by rail to the shingle mill now being constructed by John McRae & Co., at Ewen.

Marquette—E. W. Wheeler, who is operating on a tract of timber of about 6,000,000 feet, east of Ewen, in Ontonagon county, will put some of the best of it into waney timber. Flatt Bros. have contracted for and will send it to the Canadian market by water from this port.

Detroit—The Michigan Brass and Iron Works has been formed by M. W. O'Brien, H. W. Skinner, J. J. Healy, F. A. Schulte, D. F. O'Brien and F. F. Palms, trustees, Dr. J. B. Book and F. A. Schute. These gentlemen have filed articles of association. The capital stock is \$200,000, of which 70 per cent. has been paid in.

Standish—Austin & Co.'s sawmill has started with a full crew, and it is expected will run all winter. A much larger number than usual of both saw and shingle mills in Eastern Michigan will be operated through the winter—regarded as an indication that manufacturers look for a busy year in trade.

Cadillac—About five miles below Cadillac, on the Grand Rapids & Indiana Railroad, John Dalton has erected a mill which has a capacity of 25,000 feet a day. He has just contracted with Chittenden & Herrick, of Cadillac, to cut about 1,500,000 feet of hemlock this winter, the most of which will be cut into bill stuff.

Manistee—Pardee, Cook & Co., of Ludington, are about to buy out the Klamath Co.'s mill at Klamath, Cal. This mill was designed and built for Portland people by Evan Davies, formerly of this place, and a large part of the machinery was built in Manistee. The company got into financial difficulties and the mill, though completed, has never been operated.

Elk Rapids—The Elk Rapids Iron Co. reports a remarkable day's work accomplished by its water mill one day the past season. The mill has one circular, friction feed, and in ten hours cut 106,745 feet of two-inch maple. The company cut during the season 10,252,686 feet of lumber, mostly hardwood. The mill was operated 195 days, the average cut being 52,578 feet a day.

Saginaw—A well-informed lumberman states that he believes Charles H. Plummer will pay all his obligations dollar for dollar, and come out with a good lot of money for himself. He says Plummer was converting his property into assets available for putting himself even with the world as rapidly as possible. The First National Bank of Bayfield, Wis., began two or three suits against Plummer, but he has effected a settlement and the suits will be discontinued.

Saginaw—It is reported that G. H. Hutchinson, of the Owen-Hutchinson Lumber Co., has formed a new business connection, and will purchase the machinery of the Owen-Hutchinson plant and move it elsewhere. It is understood that all of the creditors will accept 45 cents on the dollar, and that the assets of the company are not sufficient to pay this sum, but friends have helped them out. Stevens & Ladue are said to be the heaviest creditors—about \$18,000.

Ann Arbor—At the last meeting of the Business Men's Association, S. W. Parsons, of Ypsilanti, submitted a proposition for the organization of a company for the manufacture of coffee roasters in this city. He explained the cost of manufacturing the machines and the probable profits. His plan is to organize a company with \$15,000 stock, \$10,000 of which is to be in preferred stock with a

guaranteed dividend of 7 per cent. A committee was appointed to consider the plan and confer with Mr. Parsons, the committee being A. L. Noble, G. F. Allmendinger, C. E. Greene, H. S. Dean and Moses Seabolt.

Geo. F. Owen vs. Ypsilanti "Sentinel."

YPSILANTI, Dec. 16—If you will publish enclosed communication, you will oblige one who has no care to continue an unwise, unnecessary and unprofitable dispute, but who will not permit some things to pass unrebuked.

Very truly yours,
M. T. WOODRUFF.

MR. WOODRUFF'S STATEMENT.

YPSILANTI, Dec. 16—While in no way responsible for the recent item that has caused much unnecessary feeling, I do feel that you have gone beyond the limits of decent journalism in permitting Mr. Owen to continue the discussion, and have violated the confidence of private conversation in providing that gentleman with any material for continuing his warfare. It is the wail of defeat that causes that time-dishonored cry that "only gray hairs prevent punishment," and it is evident that the editor of the *Sentinel* is not so far in his dotage but that his caustic pen can make opponents smart with pain. So far as Mr. Owen's physical punishment—so generously withheld on account of his *excessive veneration* for age, exhibited in all his communications to THE TRADESMAN—if he deems himself justified in administering it, no doubt he can be accommodated by any one of four sons who are proud to call the "old man" father, while the aged veteran of a hundred worse fights than these would never run from Mr. Owen.

Respectfully,
M. T. WOODRUFF.

MR. OWEN'S REJOINER.

GRAND RAPIDS, Dec. 18—Your letter to THE TRADESMAN has been shown me by Mr. Stowe. It blames him for violating the confidence of private conversation. Please allow me to say that to me Mr. Stowe has never divulged any conversation that passed between you and him. My information all comes from Ypsilanti and I assure you I have enough to keep the ball rolling for some time yet. As to your quoting me in saying that gray hairs alone prevent me from punishing, etc., I never made such a statement, and you cannot produce it. I simply said that I, in common with all commercial travelers, had too much respect for old people in their dotage to give his imbecile attack anything but a passing thought. I still feel the same and I do not think there is a young journalist in the country who would make the foolish remark your poor old father did. As to physical punishment by your father and his four boys, from you such language sounds like a loafer's bombast and I certainly always had a better opinion of you than that. I claim to be a gentleman and, as a gentleman, do not place myself on a level with the pugilist.

Hoping to see you at our convention at Jackson on the 29th, I am

Yours most truly,
GEO. F. OWEN.

Country Callers.

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

John Marion, Reed City.
M. M. Brooks, Cedar Springs.
W. M. Bale, Fennville.
Henry Hamlyn, Bellevue.
Alex. Denton, Howard City.
Phin. Smith, Hastings.
J. Fisher & Son, Hamilton.
C. Van Amberg, Whitneyville.
E. P. Gifford, Saranac.
Holmes & DeGolt, Tustin.

A Heavy Load.

Mrs. Five Room Flat (to grocer's boy)—How is it the elevator won't come up? Your bread must be fearfully heavy! Grocer's boy—"Taint the bread that's on it, ma'am; it's the bill for what you owe."

GRAND RAPIDS GOSSIP.

E. P. Gifford has re-engaged in the grocery business at Saranac. The Ball-Barnhart-Putman Co. furnished the stock.

Geo. S. Jones succeeds Jones & Clark in the grocery business at 602 South Division street.

L. V. Beebe, hardware dealer at Elmira, has added a line of groceries. The Lemon & Wheeler Company furnished the stock.

Cyrus E. Wise has purchased a store building at Glenn and will engage in general trade at that place. The stock will be furnished by Grand Rapids jobbers.

All the creditors of W. I. McKenzie, the Muskegon grocer, have compromised their claims on a basis of 30 per cent., and he has resumed business at the old stand.

J. A. Wiley, grocer and meat dealer at the corner of Spring and Oakes streets, has sold his grocery stock to C. Fox and removed his meat market to 13 South Division street.

Arthur M. Fleischauer has discontinued the grocery business on West Bridge street and removed the stock to Reed City, where it will be consolidated with that his father recently purchased at a mortgage sale.

John DeVries has purchased the saw-mill at Alba formerly operated by the Alba Lumber Co. He is stocking the mill this winter and will resume operations in the spring under the management of his son, A. J. DeVries.

Jas. D. Lacey and O. H. Gardner have formed a copartnership under the style of the Gardner & Lacey Lumber Co. and will engage in the manufacture of cyprus lumber and shingles at Georgetown, S. C. The firm will put in a mill of 60,000 daily capacity and operate a dry kiln in connection.

Four new meat markets have been opened in the city during the past two weeks—F. R. Jackman, on Lyon street, near College avenue; C. Roys, at the corner of Fourth street and Broadway; G. Vanderhyde, on Wealthy avenue, east of East street; Wiseman & Frans, at Oakdale Park.

J. Fisher & Son, whose general stock at Hamilton was recently destroyed by fire, have re-engaged in trade in the Bosman building, which has been purchased by the firm. Musselman & Widdicomb furnished the groceries, H. Leonard & Sons captured the order for the crockery and glassware and Williams, Davis, Brooks & Co. booked the drug order. Lines of dry goods, clothing and boots and shoes will be added later in the season.

The E. Howard & Co. boot and shoe stock, at Lawrence, will be sold at mortgage sale this afternoon, in satisfaction of a mortgage for \$1,182, held by Geo. H. Reeder & Co. After the latter was in possession of the stock, I. P. Farnham, of Chicago, seized the goods on attachment and, before the attachment was dissolved, shipped \$500 worth of goods to Chicago. Reeder & Co. thereupon appealed to the Van Buren Circuit Court for justice and the judge of that circuit issued an order, giving Farnham the alternative of paying for the stock abstracted or returning the goods. He chose the latter alternative.

Gripsack Brigade

Wm. B. Collins has been confined to his house for the past three weeks with an attack of influenza.

Ask M. M. Mallory to explain what the young lady meant when she exclaimed to her mother. "What is it?"

Dick Warner has been laid up with la grippe for a week back and is likely to remain indoors for several days yet.

N. J. Whitney, local representative of the Vienna Yeast Co., is rejoicing over the advent of an 8 pound daughter.

Geo. McWilliams severed his connection with the Ball-Barnhart-Putman Co. Dec. 15 and Thos. Ferguson will do the same Jan. 1.

D. G. Crotty, the Muskegon salesman, has started out with the summer line of Snedeker & Boynton, of New York. It is unusually large and complete.

Geo. W. Stowits leaves next week for Mansfield, Ohio, where he will spend a week or ten days getting out his summer line for the Western Suspender Co.

Emory Buskirk, formerly on the road for Blake, Shaw & Co., the Chicago cracker manufacturers, has purchased the "Model" grocery store at Jackson.

Robert Hanna, formerly cigar salesman for the Ball-Barnhart-Putman Co., is now on the road for Antonio Roig & Langsdorf, cigar manufacturers of Philadelphia.

The traveling men of the State will not suffer for the want of conventions to attend for the next week, as the annual meeting of the Michigan Commercial Travelers' Association will be held at Detroit on the 23rd and the annual meeting of the Knights of the Grip will convene at Jackson on the 29th.

The effort of the Benton Harbor Improvement Co. to attract traveling men to Benton Harbor by offering them special inducements in the way of real estate investments is somewhat at variance with the statement of the Ypsilanti *Sentinel* to the effect that every traveling man ought to be shot on sight. If any considerable number of the people of Ypsilanti sympathize with the *Sentinel* in this statement, the traveling men of that city might do worse than to emigrate to the lively city on Lake Michigan.

An Alliterative Advertisement.

Alliteration was, at one time in the history of literature, the only existing form of poetry. However much such effusions may have been admired at that time, language so put together is, at this writing, a mere effort at novelty, and the result an exhibition of ingenuity. Therefore, it is only in the latter sense that we present the following as being of interest to the advertiser. This form of alliteration is but occasionally seen used in this way. It appeared in the Amesbury, Mass., *Daily*:

CONCERNING CLOTHING.—Collins, the clothier, carefully clothes callers choosing comfortable clothing; cleverly creates curious callers contented customers. Close, captious customers compare Collins' charges candidly, confess Collins' clothing captures cake, claim competitors can't carry candle, considering choice collections.

Clerks, campers, canoeists, citizens, congressmen, chubby children, correctly clad, certify Collins, the clothier, caused complete change.

Certain cautious, conservative chaps calculating cost caps, collars, clothing, consulted Collins' competitors, consulted Collins; conceded Collins' commodious counters contained choice clothing carefully collected. Contented, careful contributors current coins could certainly clothe customers correctly.

Collins cordially courts confirmation conservative chaps; conclusion. Come; call.

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

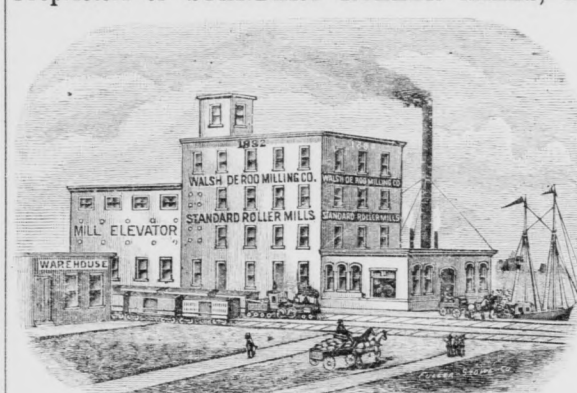
ALLEGAN,
BIG RAPIDS,
CADILLAC.FLINT,
GRAND HAVEN,
GRAND RAPIDS.HOWARD CITY,
IONIA,
LUDINGTON.MUSKEGON,
MANISTEE,
PETOSKEY.

HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

THE WALSH-DE ROO MILLING CO.,

Proprietors of STANDARD ROLLER MILLS, Holland, Michigan.

Daily Capacity,
400 Bbls.

BRANDS:

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

SPECIALTIES:

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

CORRESPONDENCE SOLICITED.

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

PSEUDO SENTIMENT.

Give Workmen Equal Rights, Not Pharisaic Sympathy.

From the New York Commercial Bulletin.

As a people, we are not conspicuous for superfluous sentimentality. And yet it is true that such sentimentality as we do indulge in is oft strangely misdirected and ludicrously extravagant. At the moment, we have in view a form which assumes strange affections, or perhaps more properly affectations, towards the workingman. This attitude is by no means a universal one; it is the select and sacred "fad" of politicians, office-holders, stump-orators, and economists of the emotional type. It finds its expression in not a few of the newspapers, in specially subsidized and gratuitously circulated journals, in much of our campaign literature, in party platforms, in official reports and in Presidential messages. Outwardly, it assumes the mission of a special providence over the interests of the working class. It flatters the American workman as the best in character, competence and skill to be found on the face of the globe; and yet, seemingly for that very reason, it rates him as needing a patronage, oversight and protection which he receives in no other nation. It professes the most tender solicitude that he should receive high wages; it affects tolerance for all his strikes; and not unfrequently it sanctions his conceit for cutting short his supply of bread by refusing to work more than eight hours a day. Ostensibly, this sentiment exhibits itself in these ways and many others not less incomprehensible. What it is inwardly not many people need to be told. To lay bare the "true inwardness" of these professions would be to exhibit phases of human nature and methods of winning social and legislative control which might too painfully wound the respect we all desire to maintain for human nature. One shrinks from the half-revolting similes the Great Master of sacred sarcasm employed to express the rotten insincerities of pharisaism; and we have no desire to lift the thin veil that ill conceals the mean motives of these pharisaic professions.

The gratuitousness of these false pretensions strikes one one as the strangest of their many repulsive features. Such professions are neither desired by the workingman nor appreciated by him. His straightforward common-sense instincts expose to him the real meaning and motive of all such flatteries; and, so far from being gratified, he feels insulted by the assumption that he has no more sense than to be caught by mere sentimental chaff. He smiles at the offered taffy, goes his way and tells the donors to give it to the babes, among whom he does not class himself. He sets off, against this importunity for his welfare, the attitude of its professors when he comes into bargaining with them for his services. He remembers that they are "as other men," if not "more so;" that those who in anticipation of the elections, are loud in their anxiety for his welfare, are off and at the present moment among the foremost, after the elections, to demand a reduction of his wages. Both from experience and common sense, he learns that the determining of wages is a matter of pure business and in no measure of philanthropic sentiment. He understands as well as a man shall receive for his work depends solely upon the value of his service to his employer and to the community that buys the employer's products. And although the workman does not usually pay much regard to the effects of his exacting higher wages than his employer can afford to pay—for he has an idea that the latter can be trusted to look out for himself—yet he does not need to be told that the employer who regulates his wages upon sentiment and not upon true business principles is on the way to the poor house, and that he himself is likely to follow.

Be the cause whatever it may that depends upon such false and sycophant pretensions as these for its support, it is a hopelessly sick one. When truth and manliness are insufficient, self-degrading pretenses are not likely to succeed. It

does not indicate a heathful moral stamina among the men who are framing public opinion among us, when a large section of them seek to win influence through insincere flattery and false professions. If Johnson's definition of patriotism be true, what shall be said of the sentimentalism that arrogates a sole and supreme regard for the workingman? Both sentiments are noble in their true and honest form; but when their ends are selfish and their methods false, they must be ranked as among the most contemptible sentiments that can degrade society.

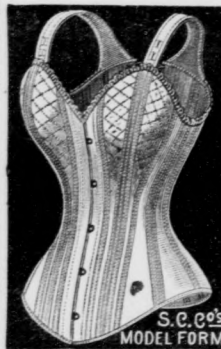
Beyond all this, there is a peculiar offensiveness in this assumption by one class towards another. Its repulsive air of patronage finds no warrant in a true theory of the relations between citizen and citizen. Who is authorized to single out a special class and set them forth as the implied objects of pity and dependence upon legislative beneficence? Workingmen want neither sympathy nor pity; all they ask is their equal rights, with every other class of citizens, and freedom to pursue their own interests in their own way, without obstruction from others upon whom special protections and exemptions have been unwarrantably bestowed. Charity may be, ought to be, offered to the helpless or the unfortunate; but the honest, manly workman asks nothing and will accept nothing beyond the Divine bestowals, his liberty and his independent strength and skill.

The Orange Supply.

Up to five years ago this country depended in a certain measure upon supply from the Mediterranean for oranges. But now we have domestic oranges all the year, and it is only a question of a short time when it will not pay at all to send the foreign article to this country except when the crops here are a failure. The Mexican oranges, of which three crops are raised every season, run from August to April, Florida from November to April, and California from January to July.

Use Tradesman Coupon Books.

Schilling Corset Co.'s



CORSETS

The Model Form.

Greatest Seller on Earth!



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

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

Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Geo. Washington	8
Argyle	6 1/4	Glen Mills	7
Atlanta A.A.	6 1/2	Gold Medal	7 1/2
Atlantic A.	7	Green Ticket	8 1/2
" H.	6 3/4	Great Falls	6 1/2
" P.	6	Hope	7 1/2
" D.	6 3/4	Just Out	4 1/2 @ 5
" LL.	5 1/2	King Phillip	7 1/2
Amory	7	" OP.	7 1/2
Archery Bunting	4	Lonsdale Cambric	10 1/2
Beaver Dam A.A.	5 1/2	Lonsdale	@ 8 1/2
Blackstone O.	5 1/2	Middlesex	@ 5
Black Crow	6 3/4	No Name	7 1/2
Black Rock	7	Oak View	6
Boot, AL.	7 1/4	Our Own	5 1/2
Capital A.	5 1/4	Pride of the West	12
Cavanat V.	5 1/4	Rosalind	7 1/2
Chapman cheese cl.	3 1/4	Sunlight	4 1/2
Clifton C.R.	5 1/4	Utica Mills	8 1/2
Comet	7	" Nonpareil	8 1/2
Dwight Star	7 1/4	Vinyard	8 1/2
Clifton C.C.C.	6 1/2	White Horse	6
Top of the Heap		" Rock	8 1/2
BLEACHED COTTONS.		HALF BLEACHED COTTONS.	
A B C	8 1/2	Cabot	7 1/4
Amazon	8	Dwight Anchor	9
Amsburg	7	Farwell	8
Art Cambric	10	UNBLEACHED CANTON FLANNEL.	
Blackstone A.A.	8	Tremont N.	5 1/4
Beats All	4 1/4	Hamilton	6 1/2
Boston	12	" L.	6 1/2
Cabot	7	Middlesex AT.	8
Cabot & Co.	6 1/2	" X.	9
Charter Oak	5 1/4	No. 25.	9
Conway W.	7 1/4	BLEACHED CANTON FLANNEL.	
Cleveland	7	Hamilton N.	7 1/4
Dwight Anchor	8 1/2	Middlesex P.T.	8
" shorts	8 1/2	" A.T.	9
Edwards	6	" X.A.	9
Empire	7	" X.F.	10 1/4
Farwell	7 1/2	CARPET WARP.	
Fruit of the Loom	8 1/2	Peerless, white	18
Fitchville	7	" colored	20 1/4
First Prize	11	Integrity	18 1/2
Fruit of the Loom	8 1/2	" colored	21
Fairmount	4 1/4	DRESS GOODS.	
Full Value	6 1/4	Hamilton	8
HALF BLEACHED COTTONS.		" "	9
Cabot	7 1/4	G.G. Cashmere	10 1/4
Farwell	8	Nameless	16
UNBLEACHED CANTON FLANNEL.		" "	18
Tremont N.	5 1/4	CORSETS.	
Hamilton	6 1/2	Coraline	80 50
" L.	6 1/2	Schilling's	9 00
Middlesex AT.	8	Davis Waists	9 00
" X.	9	Grand Rapids	4 50
No. 25.	9	CORSET JEANS.	
BLEACHED CANTON FLANNEL.		Armory	6 1/2
Hamilton N.	7 1/4	Androscoogin	7 1/4
Middlesex P.T.	8	Biddeford	6
" A.T.	9	Brunswick	6 1/2
" X.A.	9	PRINTS.	
" X.F.	10 1/4	Allen turkey reds	5 1/4
CARPET WARP.		" robes	5 1/4
Peerless, white	18	" pink & purple	6 1/4
" colored	20 1/4	" buff	6
Integrity	18 1/2	" pink checks	5 1/4
" colored	21	" staples	5 1/4
DRESS GOODS.		" shirtings	3 3/4
Hamilton	8	American fancy	5 1/4
" "	9	American indigo	5 1/4
G.G. Cashmere	10 1/4	American shirtings	3 3/4
Nameless	16	Argentine Grays	6
" "	18	Anchor Shirtings	4 1/4
CORSETS.		Arnold	6 1/2
Coraline	80 50	Arnold Merino	6
Schilling's	9 00	" long cloth	10 1/4
Davis Waists	9 00	" century cloth	7
Grand Rapids	4 50	" gold seal	10 1/4
CORSET JEANS.		" green seal TR	10 1/4
Armory	6 1/2	" yellow seal	10 1/4
Androscoogin	7 1/4	" serge	11 1/4
Biddeford	6	" Turkey red	10 1/4
Brunswick	6 1/2	Ballou solid black	5
PRINTS.		" colors	5 1/4
Allen turkey reds	5 1/4	Bengal blue, green	5 1/4
" robes	5 1/4	red and orange	5 1/4
" pink & purple	6 1/4	Berlin solids	5 1/4
" buff	6	" oil blue	6 1/4
" pink checks	5 1/4	" green	6 1/4
" staples	5 1/4	" Foulards	5 1/4
" shirtings	3 3/4	" red	7
American fancy	5 1/4	" "	9 1/2
American indigo	5 1/4	" 3-4 XXXX	10
American shirtings	3 3/4	Cochecho fancy	6
Argentine Grays	6	" madders	6
Anchor Shirtings	4 1/4	" XX twills	6 1/4
Arnold	6 1/2	" solids	5 1/4
Arnold Merino	6	TICKINGS.	
" long cloth	10 1/4	Amoskeag A.C.A.	12 1/2
" century cloth	7	Hamilton N.	7 1/4
" gold seal	10 1/4	" D.	8 1/2
" green seal TR	10 1/4	" Awning	11
" yellow seal	10 1/4	Farmer	11 1/2
" serge	11 1/4	First Prize	11 1/2
" Turkey red	10 1/4	Lenox Mills	18
Ballou solid black	5	COTTON DRILL.	
" colors	5 1/4	Atlanta, D.	6 1/4
Bengal blue, green	5 1/4	Boot	6 1/4
red and orange	5 1/4	Clifton, K.	6 1/4
Berlin solids	5 1/4	SATINES.	
" oil blue	6 1/4	Simpson	18
" green	6 1/4	" "	18
" Foulards	5 1/4	" Imperia	10 1/2
" red	7	" Black	9 1/2 @ 9 1/4
" "	9 1/2	" BC.	@ 10
" 3-4 XXXX	10	Coechecho	
Cochecho fancy	6	COTTON TWINES.	
" madders	6	Cotton Sall Twine	28
" XX twills	6 1/4	Crown	28
" solids	5 1/4	Domestic	18 1/2
TICKINGS.		Anchor	16
Amoskeag A.C.A.	12 1/2	Bristol	13
Hamilton N.	7 1/4	Cherry Valley	15
" D.	8 1/2	I X L.	18 1/2
" Awning	11	PLAID OSNABURGS.	
Farmer	11 1/2	Alabama	6 1/4
First Prize	11 1/2	Alamance	6 1/4
Lenox Mills	18	Augusta	7 1/4
COTTON DRILL.		Ar sapha	6
Atlanta, D.	6 1/4	Georgia	6 1/4
Boot	6 1/4	Granite	5 1/4
Clifton, K.	6 1/4	Haw River	5 1/4
SATINES.		Haw J.	5
Simpson	18	NEEDLES—PER M.	
" "	18	A. James	1 40
" Imperia	10 1/2	Crowley's	1 35
" Black	9 1/2 @ 9 1/4	Marshall's	1 00
" BC.	@ 10	TABLE OIL CLOTH.	
Coechecho	10 1/2	5-4-2-25	6-4-1-25

DEMINS.				
Amoskeag	12½	Columbian brown	12	
"	9 oz	Everett, blue	12	
"	brown 13	"	brown 12	
Andover	11¼	Haymaker blue	7½	
Beaver Creek A.A.	10	"	brown 7½	
"	BB	Jaffrey	11¼	
"	CC	Lancaster	12½	
Boston Mfg Co. br.	7	Lawrence, 9 oz	13¼	
"	blue 8¼	"	No. 220 13	
"	d & twist 10¼	"	No. 250 11¼	
Columbian XXX br	10	"	No. 280 10¼	
"	XXX bl		19	
GINGHAMS.				
Amoskeag	7½	Lancaster, staple	6¾	
"	Persian dress 8½	"	fancies 7	
"	Canton 12	"	Normandie 8	
"	AFC 10½	Lancashire	6¼	
"	Teazle 10½	Manchester	5¾	
"	Angola 10½	Monogram	6½	
"	Persian 8¾	Normandie	7½	
Arlington staple	6¾	Persian	8¼	
Arasapha fancy	4¾	Renfrew Dress	7½	
Bates Warwick dres	8¾	Rosemont	6¾	
"	staples 6½	Slatersville	6	
Centennial	10½	Somerset	7	
Criterion	10½	Tacoma	7½	
Cumberland staple	5½	Toll du Nord	10¼	
Cumberland	5	Wabash	7½	
Essex	4¾	"	seersucker 7½	
Elfin	7¾	Warwick	8½	
Everett classics	8½	Whittenden	8½	
Exposition	7¾	"	heather dr 8	
Glenarie	6¾	"	indigo blue 9	
Glenarven	6¾	Wamsutta staples	6¾	
Glenwood	7¾	Westbrook	8	
Hampton	6¾	"	10	
Johnson chalon cl	5	Windermeer	5	
"	indigo blue 9½	York	6¾	
"	zephyrs 16			
GRAIN BAGS.				
Amoskeag	16¼	Valley City	15¾	
Stark	19¼	Georgia	15¾	
American	16¼	Pacific	14¾	
THREADS.				
Clark's Mile End...	45	Barbour's	88	
Coats's, J. & P.	45	Marshall's	88	
Holyoke	22¾			
KNITTING COTTON.				
No. 6	33	No. 14	37	
"	8	"	16	
"	10	"	18	
"	12	"	20	
White.	38	White.	42	
Colored.	39	Colored.	43	
	35		44	
	41		45	
CAMBRICS.				
Slater	4	Edwards	4	
White Star	4	Lockwood	4	
Kid Glove	4	Wood's	4	
Newmarket	4	Brunswick	4	
RED FLANNEL.				
Fireman	32½	T W.	22½	
Creedmore	27½	F T.	32½	
Talbot XXX	30	J R F, XXX	35	
Nameless	27½	Buckeye	32½	
MIXED FLANNEL.				
Red & Blue, plaid	40	Grey S R W	17½	
Union R.	22½	Western W	18½	
Windsor	18½	D R P	18½	
6 oz Western	20	Flushing XXX	23½	
Union B.	22½	Manitoba	23½	
DOMEST FLANNEL.				
Nameless	8 @ 9½	"	9 @ 10½	
"	8½ @ 10	"	12½	
CANYASS AND PADDING.				
Slate.	Brown.	Black.	Slate.	
9½	9½	9½	13	
10½	10½	10½	15	
11½	11½	11½	17	
12½	12½	12½	20	
Severin, 8 oz.	9½	West Point, 8 oz.	10½	
Mayland, 8 oz.	10½	" 10 oz	12½	
Greenwood, 7½ oz	9½	Raven, 10oz	13½	
Greenwood, 8 oz.	11½	Stark	13½	
Boston, 8 oz.	10½	Boston, 10 oz.	12½	
WADDINGS.				
White, doz	25	Per bale, 40 doz	\$7 50	
Colored, doz	20			
SILESIA.				
Slater, Iron Cross	8	Pawtucket	10½	
"	Red Cross	9	Dundie	9
"	Best	10½	Bedford	10½
"	Best AA	12½	Valley City	10½
L		KK	10½	
G			8½	
SEWING SILK.				
Corticelli, doz.	75	Corticelli knitting,	30	
twist, doz.	37½	per ½ doz ball	30	
50 yd, doz.	37½			
HOOKS AND EYES—PER GROSS.				
No 1 Bl'k & White	10	No 4 Bl'k & White	15	
" 2	12	" 8	20	
" 3	12	" 10	25	
PINS.				
No 2-20, M C	50	No 4-15 F 3¼	40	
" 3-18, S C	45			
COTTON TAPE.				
No 2 White & Bl'k	12	No 8 White & Bl'k	20	
" 4	15	" 10	23	
" 6	18	" 12	26	
SAFETY PINS.				
No 2	28	No 3	36	
NEEDLES—PER M.				
A. James	1 40	Steamboat	40	
Crowley's	1 35	Gold Eyed	1 50	
Marshall's	1 00			
TABLE OIL CLOTH.				
5-4-2-25	6-4-1-25	4-1-95	6-4-2-25	
" 2 10	" 3 10			
COTTON TWINES.				
Cotton Sall Twine	28	Nashua	18	
Crown	12	Rising Star 4-ply	17	
Domestic	18½	"	3-ply 17	
Anchor	16	North Star	17	
Bristol	13	Wool Standard 4 ply	17½	
Cherry Valley	15	Powhattan	18	
I X L	18½			
PLAID OSNABURGS.				
Alabama	6¾	Mount Pleasant	6¾	
Alamance	6¾	Ouida	5	
Augusta	7¾	Plymont	5¾	
Ar sapha	6	Randelman	6	
Georgia	6¾	Riverside	5¾	
Granite	5¾	Sibley A	6¼	
Haw River	5	Toledo	6	
Haw J.	5			

The Keweenaw Copper Deposits.

A peninsula called Keweenaw Point, jutting out into Lake Superior from the southern shore toward the northeast, is famous as the center of a vast copper mining industry. Last year the mines produced no less than 105,586,000 pounds of refined copper, and it is estimated that during next year the production will be increased by at least 20 per cent. E. B. Hinsdale, who contributes to the latest bulletin of the American Geographical Society an article on the subject, has much that is interesting to say about the numerous prehistoric mines which have been found in this region. These ancient mines, judging from their extent, must have been worked for centuries. Who the workers were no one can tell. They seem to have known nothing of the smelting of copper, for there are no traces of molten copper. What they sought were pieces that could be fashioned by cold hammering into useful articles and ornaments. They understood the use of fire in softening the rocks to enable them to break away the rock from the masses of copper. They could not drill, but used the stone hammer freely. More than ten cart loads of stone hammers were found in the neighborhood of the Minnesota mine. In one place the excavation was about 50 feet deep, and at the bottom were found timbers forming a scaffolding, and a large sheet of copper was discovered there. In another place, in one of the old pits, was found a mass of copper weighing 46 tons. At another point the excavation was 26 feet deep.

In another opening, at a depth of 18 feet, a mass of copper weighing over 6 tons was found, raised about 5 feet from its native bed by the ancients, and secured on oaken props. Every projecting point had been taken off, so that the exposed surface was smooth. Whoever the workers may have been, many centuries must have passed since their mines were abandoned. Their trenches and openings have been filled up, or nearly so. Monstrous trees have grown over their work and fallen to decay, other generations of trees springing up. When the mines were rediscovered, decayed trunks of large trees were lying over the works, while a heavy growth of live timber stood on the ground.

The Prevalence of Gambling.

W. B. Curtis in the Forum.

"It is safe to say that there never was a time in the history of the world when gambling was so rife among all classes of people as at present. In fact, many legitimate branches of business are tinged with the hue of speculation. Those persons who do not bet on horse races or in stock gratify their speculative tendencies by dabbling in rural town lots, in mining shares, and in various other so-called business enterprises, the methods of which are really variations of the methods of gambling by the roulette wheel, with 20 eagle birds instead of one. The same class of men, who in the last century wagered thousands and hundreds of thousands on the turn of a card or on the emptying of a dice box, now speculate in the stock, produce, or the cotton exchange, and on horse racing, which is at present the greatest of all gambling games."

Mr. Curtis, after citing figures to show the vast scale on which betting is carried at horse races and in lotteries, presents some interesting views of the moral effect of this vice upon those who indulge in it persistently. "A bold gambler," he says, "is a great man gone wrong, and gambling is a mis-direction of courage and energy and enterprise and of most of those attributes that make men most manly. The same mental qualities that enable a man to await without a tremor the turn of a card that carries a fortune, or the stock quotation that will make him a beggar, will lead him to face death undiminishedly at the call of glory, of honor or of duty; will bring him first over the breastworks when a forlorn hope saves an army, and will nerve him to risk his life for others at the throttle, in the surf, amid flames and smoke, or in a hospital."

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	
BARROWS.		dis.
Railroad	14 00	
Garden	30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	75	
Flow	40&10	
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright fast joint	60&10	
Wrought Loose Pin	60&10	
Wrought Table	60&10	
Wrought Inside Blind	60&10	
Wrought Brass	75	
Blind, Clark's	70&10	
Blind, Parker's	70&10	
Blind, Shepard's	70	
BLOCKS.		dis.
Ordinary Tackle, list April 17, '85	60	
CRADLES.		dis.
Grain	50&02	
CROW BARS.		per lb
Cast Steel	5	
CAPS.		per m
Ely's 1-10	65	
Hick's C. F.	60	
G. D.	35	
Musket	60	
CARTRIDGES.		dis.
Rim Fire	50	
Central Fire	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.		dis.
White Crayons, per gross	12&12 1/2	
COPEL.		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	50	
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.		dos, net
Com. 4 piece, 6 in	75	
Corrugated	dis. 40	
Adjustable	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26	30	
Ives', 1, \$18; 2, \$24; 3, \$30	25	
FILES—New List.		dis.
Disston's	60&10	
New American	60&10	
Nicholson's	60&10	
Heller's	50	
Heller's Horse Rasps	50	
GALVANIZED IRON.		dis.
Nos. 16 to 30; 22 and 24; 25 and 26; 27	28	
List 12 13 14 15 18		
Discount, 60		
GAUGES.		dis.
Stanley Rule and Level Co.'s	50	

HAMMERS.		dis.
Maydole & Co.'s	25	
Kip's	25	
Verkes & Plumb's	dis. 40&10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel, Hand	30c 40&10	
HINGES.		dis.
Gate, Clark's, 1, 2, 3	dis. 60&10	
State	per doz, net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 and longer	3 1/4	
Screw Hook and Eye, 1/2	net 10	
" " " 3/4	net 8 1/4	
" " " 1	net 7 1/4	
" " " 1 1/4	net 7 1/4	
Strap and T	dis. 50	
HANGERS.		dis.
Barn Door Ellder Mfg. Co., Wood track	50&10	
Champion, anti-friction	60&10	
Kidder, wood track	40	
HOLLOW WARE.		dis.
Pots	60	
Kettles	60	
Spiders	60	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		dis.
Stamped Tin Ware	new list 70	
Japanned Tin Ware	25	
Granite Iron Ware	new list 33 1/2&10	
WIRE GOODS.		dis.
Bright	70&10&10	
Screw Eyes	70&10&10	
Hook's	70&10&10	
Gate Hooks and Eyes	70&10&10	
KNIVES—New List.		dis.
Stanley Rule and Level Co.'s	70	
Door, mineral, jap. trimmings	dis. 55	
Door, porcelain, jap. trimmings	55	
Door, porcelain, plated trimmings	55	
Door, porcelain, trimmings	55	
Drawer and Shutter, porcelain	70	
LOCKS—DOOR.		dis.
Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Brantford's	55	
Norwalk's	55	
MATTOCKS.		dis.
Adze Eye	\$16.00, dis. 60	
Hunt Eye	\$15.00, dis. 60	
Hunt's	\$18.50, dis. 20&10	
MAULS.		dis.
Sperry & Co.'s, Post, handled	50	
MILLS.		dis.
Coffee, Parkers Co.'s	40	
" P. S. & W. Mfg. Co.'s Malleables	40	
" Landers, Perry & Co.'s	40	
" Enterprise	30	
MOLASSES GATES.		dis.
Stebbin's Pattern	60&10	
Screw Eyes	60&10	
Enterprise, self-measuring	25	
NAILS.		dis.
Steel nails, base	1 80	
Wire nails, base	2 00	
Advance over base:		
60	Base	Base
50	Base	Base
40	Base	Base
30	Base	Base
20	Base	Base
15	Base	Base
12	Base	Base
10	Base	Base
8	Base	Base
7 & 6	Base	Base
3	Base	Base
2	Base	Base
1	Base	Base
Case 10	Base	Base
" 8	Base	Base
" 6	Base	Base
" 4	Base	Base
" 3	Base	Base
" 2	Base	Base
" 1	Base	Base
Clutch 12	Base	Base
" 8	Base	Base
" 6	Base	Base
Barrell 1/2	Base	Base
PLANES.		dis.
Ohio Tool Co.'s, fancy	dis. 2 50	
Sciota Bench	dis. 2 50	
Sandusky Tool Co.'s, fancy	dis. 2 50	
Bench, first quality	dis. 2 50	
Stanley Rule and Level Co.'s, wood	dis. 2 50	
PANS.		dis.
Fry, Acme	dis. 60-10	
Common, polished	dis. 70	
RIVETS.		dis.
Iron and Tinned	dis. 40	
Copper Rivets and Butts	50-10	
PATENT PLANISHED IRON.		dis.
"A" Wood's patent planished, Nos. 24 to 27	10 20	
"B" Wood's pat. planished, Nos. 25 to 27	9 20	
Broken packs 1/4c per pound extra		

ROPES.		dis.
Sisal, 1/2 inch and larger	7 1/2	
Manilla	12 1/2	
SQUARES.		dis.
Steel and Iron	75	
Try and Bevels	60	
Mitre	30	
SHEET IRON.		dis.
Nos. 10 to 14	Com. Smooth. 4 05	
Nos. 15 to 17	4 05	
Nos. 18 to 21	4 05	
Nos. 22 to 24	4 05	
Nos. 25 to 26	4 25	
No. 27	4 45	
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		dis.
List acct. 19, '86	50	
SASH CORD.		dis.
Silver Lake, White A	list 50	
" Drab A	55	
" White B	55	
" Drab B	55	
" White C	35	
Discount, 10		
SASH WEIGHTS.		per ton
Solid Eyes	\$25	
SAWS.		dis.
" Hand	20	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dex X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X Cuts, per foot	30	
TRAIPS.		dis.
Steel, Game	60&10	
Oneida Community, Newhouse's	35	
Oneida Community, Hawley & Norton's	70	
Mouse, choker	18c per doz	
Mouse, delusion	\$1.50 per doz.	
WIRE.		dis.
Bright Market	65	
Annealed Market	70-10	
Coppered Market	60	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	3 35	
" painted	2 85	
HORSE NAILS.		dis.
Au Sable	dis. 25&10 25&10&05	
Putnam	dis. 05	
Northwestern	dis. 10&10	
WRENCHES.		dis.
Baxter's Adjustable, nicked	30	
Coe's Genuine	30	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75&10	
MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Cistern	75	
Screws, New I list	70&10	
Castors, Bed a d Plate	50&10&10	
Dampers, American	40	
Forks, hoes, rakes and all steel goods	65	
METALS.		dis.
PIG TIN.		dis.
Pig Large	26c	
Pig Bars	28c	
ZINC.		dis.
Duty: Sheet, 2 1/4c per pound.		
680 pound casks	6 1/2	
Per pound	7	
SOLDER.		dis.
1/2 1/2	15	
Extra Wiping	15	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		per pound
Cookson	16	
Hallett's	13	
TIN—MELYN GRADE.		dis.
10x14 IC, Charcoal	7 50	
14x30 IC, "	7 50	
10x14 IX, "	9 25	
14x30 IX, "	9 25	
Each additional X on this grade \$1.75.		
TIN—ALLWAY GRADE.		dis.
10x14 IC, Charcoal	6 75	
14x30 IC, "	6 75	
10x14 IX, "	8 25	
14x30 IX, "	9 25	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		dis.
14x30 IC, " Worcester	6 50	
14x30 IX, " "	8 50	
20x28 IC, " "	13 50	
14x30 IC, " Allaway Grade	6 00	
14x30 IX, " "	7 50	
20x28 IC, " "	12 50	
20x28 IX, " "	15 50	
BOILER SIZE TIN PLATE.		dis.
14x28 IX	\$14 00	
14x31 IX	15	
14x56 IX, for No. 8 Boilers,	per pound 10	
14x60 IX	" 9	

The Kelly Perfect Axe

— ALSO —

The Falls City Axe

Both Manufactured by

The Kelly Axe Mfg Co, Louisville, Ky.

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

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



FOSTER & STEVENS & CO.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

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E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 23, 1891.

IS COMPETITION A FAILURE.

The supposition that competition is the life of trade has, since the time of Adam Smith, been an axiom and a proverb. We have believed in the doctrine that competition is the life of trade as implicitly, perhaps, as we have believed in any economic doctrine. In spite of this, every observing man knows that competition has very often proved to be the death of trade. In fact, one of the strongest forces that has caused the organization of monopolies and trusts is the demonstration by competing firms that competition would end in disaster. The inability to withstand competition is what has caused combinations.

Mr. Aldace F. Walker, who was for a long time one of the Inter-State Commerce Commissioners, and is now the chairman of the Western Traffic Association, has made a thorough historical study of the rise, growth, and application of this doctrine of "competition the life of trade," and he shows in a thoughtful contribution to the December number of the *Forum* how competition is just as often the death of trade as it is the life of trade. He shows how the old doctrine that we have so long believed in has utterly broken down. He shows that by the development of modern commerce competition can no longer be trusted in all cases to bring or to maintain a healthful sort of industry. He concludes his study of this subject by expressing himself in favor of a regulated competition. Mr. Walker's historical treatment of the subject and the pertinent examples with which he fortifies his arguments, make this one of the most original and important contributions to economic science that has been presented in our current literature for many a day.

The defenceless condition of the United States sea coast will soon be a thing of the past. Secretary Proctor of the War Department states in his annual report that work has begun on the batteries at New York, Boston, San Francisco, Hampton Roads and Washington; 198 steel rifled cannons of high power are about to be made; one company of Indians has been enlisted for each of the twenty-six regiments of white cavalry and infantry serving west of the Mississippi river, and promise to be excellent soldiers; desertions have been less than in any previous year, being but 6.1 per cent.

It is unfortunate that the editor of the *Ypsilanti Sentinel* should desire to continue the discussion provoked by his brutal attack on the traveling fraternity, but so long as he repeats his baseless charges against the profession as a whole, the columns of THE TRADESMAN will be open to a reply to same. Mr. Owen's

explanation that the attacks are due to the fact that the writer is, probably, mentally irresponsible is the most charitable way to view the matter.

Honesty of purpose does not count for much, unless honesty of execution follows it. You may have both food and fuel, but you will not get your breakfast unless you light the fire and prepare the food.

THE TRADESMAN cordially wishes its friends and patrons a Merry Christmas and trusts that they may be spared to enjoy many succeeding Christmas days.

If you lean too much on chance and good luck in the conduct of your business, your creditors will soon have a lien on your property.

When you are tempted to whine, try whistling. It will accomplish the same purpose and sound much better.

A financial success is a financial failure, if integrity and square dealing do not constitute its foundation.

Wisdom is better than riches, but is not considered legal tender in the payment of a debt.

Purely Personal.

Alex. Denton, the Howard City grocer, was in town last Wednesday.

Henry Hamlyn, meat dealer at Bellevue, was in town a couple of days last week.

W. C. Edsell succeeds W. C. Edsell & Son in the private banking business at Otsego.

Oscar F. Conklin has gone to Lawrence to attend the mortgage sale of the Howard & Co. boot and shoe stock.

Heman G. Barlow is expected home from Mt. Clemens to-day. His adipose is considerably reduced and his health correspondingly improved.

Wm. H. Hoops has purchased a residence on Drexel Boulevard, Chicago, and will remove to the Windy City early in January. He has sold his residence in this city and is rapidly closing out his business interests at Luther.

Jas. N. Bradford went to Muskegon last Thursday to assist in the celebration of his parents' golden wedding. His father is 74 years old and his mother two years younger. Both have lead active lives, but are remarkably well preserved, considering their years.

Fred H. Ball, Secretary of the Ball-Barnhart-Putman Co., leaves Saturday for New York, whence he sails for Bermuda Islands, where he expects to remain a couple of months. Of course he will be accompanied by his wife. The best wishes of the trade will follow the couple on their journey.

Frank B. Warren, Cashier of the City National Bank of Greenville, has resigned that position to take the Cashiership of the First National Bank of Englewood, Ill. Mr. Warren has been connected with the banking business of Greenville about ten years and his departure from Michigan will be a matter of general regret.

What Did He Want?

A lad recently entered a drug store at Benton Harbor and handed the proprietor a piece of paper on which the following was written:

"har. lemnoil."

What did the boy want?

Pertinent Suggestions on the Credit Business.

"Store Crank" in American Grocer.

It is an old saying and true that "any fool can get rid of goods." Many a merchant, at the end of his first year's business and at the time of inventory, has come to the conclusion that the secret of success does not all hinge upon the ability to make large sales, but that this gift inseparably united to a capacity to collect the money for the goods sold will make a permanent success. Faith and works can be as successfully separated, as can these two factors, in the life of a retail merchant. It is unreasonable to suppose that you will not suffer some losses, but they can, by constant vigilance, be kept at a minimum. Retail merchants in our large cities do not suffer largely on this account. A strict cash business is almost exclusively done. At the farthest, settlements are generally made at periods not over a week in extent, and if these small balances are not allowed to lap, then the losses will be small; herein lies the danger. The mechanic or laborer who receives his wages every Saturday night generally expects to spend his Sunday square with the world. As a rule they generally exhibit greater anxiety to pay their just debts than do the class which I shall speak of farther on. You may be of a particularly sympathetic nature and cannot listen to the tale of woe, which is so often poured into your ears as a reason for letting "this week's bill go over until next Saturday." As a rule this class of people use all that they earn to meet their regular necessities and have no way to make up arrearages. You can stand one week's loss; you cannot afford to multiply it, because of some unforeseen accident or sickness cutting off the customers' means of supply.

Have no hesitancy in declining to give continued credit to a customer who deals upon a cash basis, and is unable or disinclined to keep his accounts square. Let the Doctor or the druggist, the furniture dealer or the jeweler, take their share of the liability. How unjust it appears to a merchant to hear, as an excuse given by a customer for lapping his bills, that he had to buy some chairs or a set of dishes, and assuringly ask you to carry the debt instead of the party of whom the goods were purchased. I would have the merchant in such a case make a frank statement, as I have outlined, and if done in the right spirit would not give offence. I imagine that upon this you will say that the crockery or furniture dealer would not perhaps extend the credit. In such case, ask your customer to refer the dealer to you and you can make a statement to him just how your customer has paid you, what his promises have been and how kept. If after a statement of this kind, which has been favorable, he declines to take the risk, it is absurd for you to consent to assume it for his benefit. Rather than carry a book account against a cash customer who is dependent upon his daily wages for his support, if he is actually needing assistance for an emergency, far better make him a cash loan, relying upon his honor for its payment.

I think I do not exaggerate when I say that the merchant suffers greater loss from the class of men earning from \$1,200 to \$2,000 per year than from those just referred to. Society demands, and imaginary needs use up a great portion of the income this class of persons receive. There is a strong tendency to copy the manners and court the friendship of those who have dollars where they have nickels, and thus they live a little beyond their income each year. This class of persons, the merchant should hold to prompt payment; never let the bills pass thirty days, and when the time of payment comes, insist upon getting it. The merchants generally are timid about refusing such a customer, owing to his personal appearance, but if the dealer is at all shrewd, he will soon know the approximate income and the probable ability of the customer. Most of the losses sustained are from these silk-hat-fur-beaver-overcoat-and-patent-leather-shoe-customers, who, perhaps try to keep within their means, but are carried out to sea by the feeling that they must have just what their neighbor pos-

sesses, although he is able to have it, while they are not.

The country merchant, after one or two years' establishment, should make but few losses. His trade is confined to a certain area of country. He should know every farmer and mechanic in his jurisdiction, and what their ability to pay is. Farmers expect to pay in the fall after crops are harvested. I find that in most sections of the country settlements are made twice a year, spring and fall. The great majority of country merchants have but little capital in their business, and it would greatly embarrass them to grant extended credit. Settlement in the spring may be made by note, with proper endorsement, and always averaging interest. These may be used by the merchant. Of course such settlements should be only made with such parties as have real estate. The fall settlements are generally cash. The above, of course, the reader will understand, is to apply to a class of farmers as dispose of their products in other markets. All others I should hold to prompt pay, in produce which every country merchant is expected to take, or cash in thirty days.

Never extend credit to any one without having a correct understanding as to time of payment. When the time arrives insist upon its fulfillment. All differences as regards price or questions which the customer may raise as to quality, etc., will be fresh in the mind and can be decided. Many country merchants allow farmers, whom they know to be good, to have running accounts of two and three years standing. These always cause friction when a settlement is made. My judgment is that the dealer should render an itemized statement to every credit customer once in thirty days, and request its examination. No rule can be laid down for any merchant's guidance. His common sense and judgment are to play the important part in the matter. As a rule, "short accounts make long friends," but whatever you do as to extending credit, observe this one rule religiously: Have a definite time for settlement understood with each one of your customers, and then see that the settlement is made.

The Cash Cry Comes Across the Straits.

Conrad Bros., the St. Ignace grocers, announce the abandonment of the credit system in the following circular to their trade:

ST. IGNACE, Dec. 15—We have been doing business in this city nearly five years and we want to stay with you. In order to do so and give satisfaction to our customers and make our business profitable, we realize that we must turn over a new leaf and make it to your interest to buy goods of us. It has been a study with us how to accomplish this and we have decided that there is only one way, and that way we are hereafter going to try for all there is in it. We can buy cheaper by paying cash and we can sell a great deal cheaper if we sell for cash. Ninety cents in cash is worth more to us than \$1 on our books, and for that reason we will sell you goods for cash at far lower prices than we have ever sold them before.

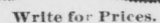
Beginning Jan. 1, 1892, we will do a strictly cash business, and all goods must be paid for before they leave the store. No deviation whatever will be made from this rule, so do not ask for it.

You will want to know what difference this will make to the customer. We will show you by our prices, figured from a cash basis, with no percentage added for losses through bad accounts, with no man's time occupied by book-keeping, making out bills, collecting, etc., and with the ready cash at all times to purchase goods with, which will save us at least 7 per cent. The following table of prices go into effect at once, for cash only:

Our stock is large, well assorted and first-class in every respect. We request a continuance of your patronage and hope to add many new customers to our present long list. Thanking you for past favors, we wish one and all a Merry Christmas and Happy New Year.

Very respectfully,

CONRAD BROS.



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 Inglis and G. W. Stringer, Detroit; C. E. Webb, Jackson.
Next place of meeting—Grand Rapids.
Local Secretary—John D. Muir.

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

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

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

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

THE THEORY OF PROFIT.

There is no phase of life, commercial or social, that does not afford food for theory, yet to theorize is but to formulate beliefs, which contribute little benefit aside from the satisfaction one feels. To evolve a theory and substantiate the same by demonstration is in effect the establishment of a rule or fixed principle on which calculation may be based.

The "Theory of Profit," because of its peculiar nature, changeable conditions and susceptibility to exterior influences, necessarily occupies a point midway between these two. Analogous cases or conditions provide a basis for comparative or deductive reasoning—they strengthen the theory without establishing the rule. The merchant, therefore, who desires to establish a rule will do well to formulate an elastic theory and so hedge it in by data that each application may be measurably covered by a precedent; he will then have a "nine times out of ten" rule. It is this same rule at which we shall aim in dealing with the "Theory of Profit."

There is but one rational basis upon which to calculate profit—the ultimate results, and all means having this end in view may, in the proper acceptance of the term, be declared profitable.

The superficial reasoner who looks upon profit as a gain in a separate transaction where goods are purchased at one price and sold at another, is sooner or later, confronted with the paradoxical condition of a *losing profit*. Many costly errors are committed through computing this factor in the abstract—considering it independent of ulterior influences.

We have seen stores rise and fall; a good trade wrecked in a few months. There was no deterioration in stocks, there were no important changes in conditions, yet they could not hold the trade; their systems of fixing prices were wrong.

Local conditions exercise such a marked effect upon the management of a store and its results that the most successful operator cannot safely do more than generalize his rules, as specific rules require specific conditions. In this matter, as in many others of like nature, half the battle lies in serious study backed up by that degree of judgment which any business man must possess to be successful.

The theory of profit is an all-prevailing element. It cannot safely be lost sight of at any point, but should exert its influence upon each one of the many details which make up the sum of commercial life.

First of all, profit should be systematized to enable one to deal with it intelligently; this can only be done by placing it upon a basis of percentage. This will not necessitate the fixing of a rate at which all goods must be marked, but departments or goods that should yield 50 per cent. as well as those which yield 10 or 20 per cent. may be handled with equal facility by this method.

In buying let all transactions be guided by the expected profit. With a thorough understanding of the peculiarities of your trade and a familiarity with their tastes, financial status, etc., you should be reasonably well prepared to lay in a stock that will meet the demand.

First determine the price at which an article can be sold to your trade, deduct from this the percentage of profit which should be realized on the article (which percentage should be liberal enough to embrace its proportion of the risk which you incur in the operation of the department to which it belongs), this should give you cost price—it *must* do it or you cannot afford to make the purchase. This is the rule upon which the best buyers act, and there is no questioning the fact that when wholesalers once discover that you are acting upon this safe rule their appreciation of your ability as a buyer will assume a very advantageous form. The careful buyer is the one who receives the most concessions. One of the best buyers with whom we are acquainted confidently asserts that all successful merchants make their profits when they buy, a statement from experience that bears out the old adage that "goods well bought are half sold."

This measuring of percentage between the cost and retail price constitutes the secret of buying, and unless goods are well bought there is little hope that the most shrewd manager or salesman can dispose of them at a profit and retain his prestige and that which detracts from the prestige or reputation of a house is ruinous to its profits.

In offering "bargains," it is not generally profitable to secure too heavy an advance above cost price. The "bargain sale" has for its object a profit of a different nature, but none the less surely a profit. The merchant looks to his bargain sale as a means of popularizing his store, of disposing of surplus stock, establishing confidence throughout the community. It cannot do all this and at the same time yield a good direct profit above cost price.

Let all things be tempered with judgment. There are times when you can secure a lot of reliable goods at a very low price. Would it tend to enhance your reputation to sell them at one-fourth value? Be careful here; do not mark them too high; do not mark them *too low*. See that they are *cheap* at the price asked, and, if it yields you 500 per cent., so much the better. When goods are marked down below all reason the effect is not good; customers will look them over with not only a critical eye, but with a prejudice against them and a determination to find fault; and, depend upon it, they will find it, be it real or imaginary.

There is another "theory of profit" which has many disciples, yet we believe it to be wrong, especially in small cities or towns where customers are largely acquainted with each other and with the stocks carried by the stores. It is the practice of marking goods at an unreason-

able advance during the height of the season, after which time they are marked at or near cost. Say what you will, advertise in every way imaginable, you cannot make many people believe you are selling below cost, or even *at cost*. When you mark down the prices they will immediately see wherein they could have saved greatly by waiting, and they will profit by it another season. Again, there is never a very kindly feeling in the heart of one who has paid 20 or 30 per cent. more for an article than a neighbor has purchased the same thing at. On the other hand, in order to make sure of the proper percentage the first half would have to be sold at a double advance to make good the loss on the remaining half. The percentage of profit must be realized on the entire purchase.

Your chances of disposing of a line of goods are much better if held at a reasonable advance during the best of the season than when you charge exorbitant prices at first and cost at last.

The above is applicable in a greater degree to stores of the size and nature mentioned. In the immense bazaars of large cities customers know comparatively little of the stock when not looking at it, and therefore the other method may be more successfully operated; yet we know of many stores, particularly clothing stores, which, by their heavy "mark downs," have created a feeling of distrust that, of course, operates against them to a considerable extent.

A theory of profit which does not embrace provisions for running expenses, risks, clearing up, deterioration of stock, fluctuations in values, credits, small losses, damaged goods from various causes, the peculiarities of the trade, local influences and carrying of stocks, is at fault and should be made to conform.

The country merchant under ordinary conditions cannot look for a very heavy increase of trade, and at the beginning of the year he should determine the percentage of profit necessary upon gross sales, then apportion it to the various departments in conformity with the nature of the goods. With this percentage in mind let him buy his goods, departing as little from his rule as possible. But first of all he should remember that profit is a deceptive factor and needs constant watching. Profit in the abstract remains the same "through the still lapse of ages," but the theory of profit changes with the tide of human affairs.

What Breaks Men Down.

One of the features of American business life about which men are compelled to think when they have time, but of which certainly those who know and feel it most cannot be expected to write, is the irregularity with which the strain of mental and accompanying physical exertion falls upon them. Business comes with a rush and for some months those in positions of responsibility and greatest usefulness are compelled by circumstances to wrestle with figures, facts and circumstances at a rate and during an extended day, the result of which must be to wreck the nerves of the strongest and most determined who undertake to do their duty if in employ-

ment, or to keep their heads above water if in the swim for themselves. There is no patent method for reforming this under the actual conditions, but the thought that able men are being worn out too quickly by the system will suggest that where a saving of time can be effected no routine should be adhered to that is not strictly necessary to safety and efficiency. Another thing is that as service becomes more valuable by experience in a place, those whose businesses which can by care in management be shaped to employ a steady and adequate personnel by the year will gain something in the course of time by making the endeavor intelligently. Other points are that all facilities to bring busy men to and from their places of business are of increasing importance as to saving that time which would be devoted to rest and meals. The motherly housekeeper, also, needs to be aware that upon her devolves no small portion of responsibility for the health of the toiling man. It is business rush and worry that break men down more than manual labor ever did. The temperance advocates, too, may stop and think that they have to deal with causes, and that often, indeed, the habit of taking stimulants to excess is merely a result of business pressure. On the other hand, enforced idleness is as bad morally, while less injurious in its direct physical results. Overwork and strain fall upon the clerk and bookkeeper as upon the manager, but on the former classes the blight of no work at all is more likely to fall. While apparently small safeguards are all that can at present be practically suggested, it should not be forgotten that safeguards, in appearance small are often sure and effective. It should be in the power of every reasonable man at least to banish worry; to attend closely to what is presented, decide promptly, press forward serenely and care nothing for consequences while doing what seems best in the time which nature allows for work. A good strong resolution in competent managing men, when they are able to take leisure and save health, to do so, no matter if it costs much in money, would be very wise and would have a wholesome effect in making places for others and in compelling corporations to seek their interest in a reasonable conservation of the health of their capable employees.

The Drug Market.

Opium is firm, but unchanged. Morphine is steady. Quinine is dull and weak. Assafetida is scarce and higher for prime. The cheap, adulterated article has not advanced. Ipecac has declined.

Kalamazoo—The Morgan Manufacturing Co. is succeeded by the Sun Stamping Co. in the manufacture of odorless cookers.

H. H. H.

Harrison's Hair Hastener

Makes harsh and coarse hair soft, pliable and glossy. Prevents hair from splitting, eradicates dandruff, arrests falling hair and will thicken with new growth thin heads of hair.

PRICE, \$1 PER BOTTLE.

Sold by all druggists. Manufactured by

C. B. HARRISON & CO.,
SHERWOOD, MICH.

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—Ipecac.

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HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

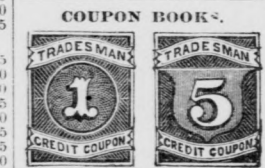
Grocery Price Current.

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

APPLE BUTTER	
40 lb. pails	5
20 lb. pails	5 1/2
Mason's, 10, 20 or 30 lbs	6
" 5 lb.	7
AXLE GREASE.	
Graphite	
1/2 gr. cases, per gr.	88 50
12 1/2 lb. pails, per doz	7 50
25 lb.	12 00
100 lb. kegs, per lb.	4
250 lb. 1/2 bbls., per lb.	3 1/2
400 lb. bbls., per lb.	3 1/2
BADGER.	
gr. cases, per gr.	86 50
2 1/2 lb. pails, per doz	7 00
5 lb.	10 50
100 lb. kegs, per lb.	3 1/2
50 lb. 1/2 bbls., per lb.	3 1/2
400 lb. bbls., per lb.	3
BAKING POWDER.	
Acme, 1/2 lb. cans, 3 doz	45
" 1 lb. " 2 " "	85
" 1 lb. " 1 " "	1 00
" bulk	10
Telfer's, 1/2 lb. cans, doz.	45
" 1 lb. " 2 " "	85
" 1 lb. " 1 " "	1 50
Arctic, 1/2 lb. cans	1 20
" 1 lb. " 2 " "	2 00
" 5 lb. " 1 " "	9 60
Red Star, 1/2 lb. cans	40
" 1 lb. " 2 " "	80
" 1 lb. " 1 " "	1 50
BATH BRICK.	
2 dozen in case	
English	90
Bristol	70
Domestic	60
BLUING.	
Gross	
Arctic, 4 oz ovals	4 00
" 8 oz	7 00
" pints, round	10 50
" No. 2, sifting box	2 75
" No. 3	4 00
" No. 5	8 00
" 1 oz ball	4 50
BROOMS.	
No. 2 Hurl	1 75
No. 1	2 00
No. 2 Carpet	2 25
No. 1	2 50
Parlor Gem	2 75
Common Whisk	1 90
Fancy	1 30
Mill	3 25
Warehouse	2 75
BUCKWHEAT FLOUR.	
Rising Sun	5 00
York State	5 00
Self Rising, case	5 10
CANDLES.	
Hotel, 40 lb. boxes	10 1/2
Star, 40	10 1/2
Paraffine	12
Wickless	25
CANNED GOODS.	
FISH.	
Clams.	
Little Neck, 1 lb.	1 10
" 2 lb.	1 90
Clam Chowder.	
Standard, 3 lb.	2 30
Cove Oysters.	
Standard, 1 lb.	1 10
" 2 lb.	2 10
Lobsters.	
Star, 1 lb.	2 45
" 2 lb.	3 45
Picnic, 1 lb.	2 00
" 2 lb.	3 00
Mackerel.	
Standard, 1 lb.	1 20
" 2 lb.	2 00
Mustard, 3 lb.	3 00
Tomato Sauce, 3 lb.	3 00
Soused, 3 lb.	3 00
Salmon.	
Columbia River, flat	1 90
" tall	1 75
Alaska, 1 lb.	1 45
" 2 lb.	2 10
Sardines.	
American 1/4s	4 1/2 @ 5
" 1/2s	6 1/2 @ 7
Imported 1/4s	11 @ 12
" 1/2s	13 @ 14
Mustard 1/4s	28
Trout.	
Brook, 3 lb.	50
FRUITS.	
Apples.	
York State, gallons	2 50
Hamburg	2 50
Apricots.	
Live oak	2 25
Santa Cruz	2 00
Lusk's	2 50
Overland	1 90
Blackberries.	
& W.	90
Cherries.	
Red	1 20
Pitted Hamburg	1 75
White	1 60
Erie	1 30

Damsons, Egg Plums and Green	
Gages.	
Erie	@ 1 25
Gooseberries.	
Common	1 10
Peaches.	
Pie	30 @ 1 00
Maxwell	1 50
Shepard's	1 30
California	@ 2 25
Pears.	
Domestic	1 25
Riverside	2 25
Pineapples.	
Common	1 30
Johnson's sliced	2 50
" grated	2 75
Quinces.	
Common	1 10
Raspberries.	
Red	1 30
Black Hamburg	1 50
Erie black	1 40
Strawberries.	
Lawrence	1
Hamburg	2 25
Erie	1 50
Whortleberries.	
Common	1 40
F. & W.	1 25
Blueberries	1 30
MEATS.	
Corned beef, Libby's	1 85
Roast beef, Armour's	1 75
Potted ham, 1/2 lb	1 50
" 1 lb.	1 00
" tongue, 1/2 lb	1 10
" 1 lb.	95
" chicken, 1/2 lb	95
VEGETABLES.	
Beans.	
Hamburg stringless	1 25
" French style	2 25
" Lima	1 40
Lima, green	1 30
" soaked	90
Lewis Boston Baked	1 35
Bay State Baked	1 35
World's Fair	1 35
Corn.	
Hamburg	1 25
Livingston	1 00
Purity	1 00
Honey Dew	1 45
Peas.	
Hamburg marrowfat	1 35
" early June	1 50
" Champion Eng.	1 50
Hamburg petit pois	75
" fancy sifted	1 50
Soaked	65
Harris standard	75
Van Camp's Marrofat	1 10
" Early June	1 30
Archer's Early Blossom	1 35
French	1 80
Mushrooms.	
French	17 @ 18
Pumpkin.	
Erie	90
Squash.	
Hubbard	1 30
Succotash.	
Hamburg	1 40
Soaked	85
Honey Dew	1 60
Tomatoes.	
Excelsior	1 00
Eclipse	1 00
Hamburg	1 30
Gallon	2 50
CHOCOLATE—BAKER'S.	
German Sweet	22
Premium	36
Pure	38
Breakfast Cocoa	40
CHEESE.	
Amboy	@ 12 1/2
Norway	@ 12 1/2
Riverside	@ 12 1/2
Allegan	@ 12
Skim	@ 10
Brick	12 1/2
Edam	@ 10 00
Limburger	@ 10
Roquefort	@ 35
Sap Sago	@ 22
Schweitzer, imported	@ 25
" domestic	@ 13
CATSUP.	
Half pint, common	80
Pint	1 00
Quart	1 50
Half pint, fancy	1 25
Pint	2 00
Quart	3 00
CLOTHES PINS.	
5 gross boxes	40
COCOA SHELLS.	
37 lb. bags	@ 3
Less quantity	@ 3 1/2
Pound packages	6 1/2 @ 7
COFFEE.	
GREEN.	
Rio.	
Fair	16
Good	17
Prime	18
Golden	20
Peaberry	20

Santos.	
Fair	16
Good	17
Prime	18
Peaberry	20
Mexican and Guatamala.	
Fair	20
Good	21
Fancy	23
Maracaibo.	
Prime	19
Milled	20
Java.	
Interior	25
Private Growth	27
Mandehling	28
Mocha.	
Imitation	23
Arabian	26
ROASTED.	
To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage.	
PACKAGE.	
Arbuckle's Ariosa	20 1/2
McLaughlin's XXXX	20 1/2
Lion	20 1/2
EXTRACT.	
Valley City	75
Felix	1 15
Hummel's, foil	1 50
" tin	2 50
CHICORY.	
Bulk	4 1/2
Red	7
CLOTHES LINES.	
Cotton, 40 ft. per doz.	1 25
" 50 ft.	1 40
" 60 ft.	1 60
" 70 ft.	1 75
" 80 ft.	1 90
Jute	90
72 ft.	1 00
CONDENSED MILK.	
4 doz. in case	
Eagle	7 40
Crown	6 25
Genuine Swiss	8 10
American Swiss	7 00



"Tradesman."	
\$1, per hundred	2 00
\$2, " "	2 50
\$3, " "	3 00
\$4, " "	3 50
\$5, " "	4 00
\$10, " "	4 00
\$20, " "	5 00
"Superior."	
\$1, per hundred	2 50
\$2, " "	3 00
\$3, " "	3 50
\$4, " "	4 00
\$5, " "	4 50
\$10, " "	5 00
\$20, " "	6 00

"Universal."	
\$1, per hundred	3 00
\$2, " "	3 50
\$3, " "	4 00
\$4, " "	4 50
\$5, " "	5 00
\$10, " "	6 00
\$20, " "	7 00

Above prices on coupon books are subject to the following quantity discounts:	
200 or over	5 per cent.
500 " "	10 " "
1000 " "	20 " "
COUPON PASS BOOKS.	
[Can be made to represent any denomination from \$10 down.]	
20 books	\$1 00
50 " "	2 00
100 " "	3 00
250 " "	6 25
500 " "	10 00
1000 " "	17 50

CRACKERS.	
Butter.	
Seymour XXX	6
Seymour XXX, cartoon	6 1/2
Family XXX	6
Family XXX, cartoon	6 1/2
Salted XXX	6
Salted XXX, cartoon	6 1/2
Kenosha	6 1/2
Boston	6 1/2
Butter biscuit	8
Soda.	
Soda, XXX	6
Soda, City	7 1/2
Soda, Duchess	8 1/2
Crystal Wafer	8 1/2
Reception Flakes	10

Oyster.	
S. Oyster XXX	5 1/2
City Oyster XXX	5 1/2
Shell Oyster	6
CREAM TARTAR.	
Strictly pure	30
Telfer's Absolute	35
Grocers	10 @ 15
DRIED FRUITS.	
Domestic.	
APPLES.	
Sundried, sliced in bbls.	5
" quartered " "	5
Evaporated, 5 lb. boxes	7 @ 7 1/2
APRICOTS.	
California in bags	8 1/2
Evaporated in boxes	11 1/2
BLACKBERRIES.	
In barrels	4 1/2
" "	4 1/2
NECTARINES.	
70 lb. bags	7 1/2
25 lb. boxes	8 @ 8 1/2
PEACHES.	
Peel'd in boxes	12
Cal. evap.	18
" in bags	7 @ 8 1/2
PEARS.	
California in bags	7 @ 8 1/2
PITTED CHERRIES.	
Barrels	11
50 lb. boxes	11 1/2
" "	12
PRUNELLES.	
30 lb. boxes	12 1/2
RASPBERRIES.	
In barrels	17
50 lb. boxes	17 1/2
25 lb.	18
Foreign.	
CURRANTS.	
Patras, in barrels	@ 4 1/2
" in 1/2 bbls	@ 4 1/2
" in less quantity	@ 5 1/2
PEEL.	
Citron, Lehigh, 25 lb. boxes	21
Lemon	25 " 11
Orange	25 " 11
RAISINS.	
Domestic.	
London layers 2 crown	1 60
" 1 crown	1 10
" fancy	1 50
Loose Muscatels, boxes	1 90
" 70 lb. bags	5 1/2 @ 6
Foreign.	
Ondura, 29 lb. boxes	7 @ 7 1/2
Sultana, 20	10 @ 12
Valencia, 20	6 1/2 @ 7
PRUNES.	
Bosnia	@
California, 90x10 25 lb. bxs	9
" 80x90	0 1/4
" 7x80	0 1/2
" 60x70	0 1/2
Turkey	9 1/2
ENVELOPES.	
XX rag, white	
No. 1, 6 1/2	\$1 75
No. 2, 6 1/2	1 60
No. 1, 6	1 65
No. 2, 6	1 50
XX wood, white	
No. 1, 6 1/2	1 35
No. 2, 6 1/2	1 25
Manilla, white	
6 1/2	1 00
0	95
Coin	1 00
Mill No. 4	1 00
FARINACEOUS GOODS.	
Farina.	
100 lb. kegs	4
Hominy.	
Barrels	3 75
Grits	4 50
Lima Beans.	
Dried	5
Maccaroni and Vermicelli.	
Domestic, 12 lb. box	55
Imported	10
Pearl Barley.	
Kegs	@ 3 1/2
Peas.	
Green, bu.	1 17
Split, bbl	5 00
Sago.	
German	4 1/2
East India	5 1/2
Wheat.	
Cracked	5
FISH—Salt.	
Bloaters.	
Yarmouth	1 10
Cod.	
Pollock	3 1/2
Whole, Grand Bank	6 @ 6 1/2
Boneless, bricks	7 1/2 @ 8
Boneless, strips	7 1/2 @ 8
Halibut.	
Smoked	12
Herring.	
Scaled	20
Holland, bbls.	10 00
" kegs	85
Round shore, 1/2 bbl.	2 50
" 1/4 bbl.	1 50
Mackerel.	
No. 1, 1/2 bbls, 90 lbs.	11 00
No. 1, kits, 10 lbs.	1 25
Family, 1/2 bbls., 100 lbs.	5 50
" kits, 10 lbs.	75
Sardines.	
Russian, kegs	45

BASKET FIRED.	
Fair	18 @20
Choice	25 @25
Choicest	35 @35
Extra choice, wire leaf	40 @40

GUNPOWDER.	
Common to fair	25 @35
Extra fine to finest	50 @55
Choicest fancy	75 @85

OOLONG.	
Common to fair	23 @30

IMPERIAL.	
Common to fair	23 @26
Superior to fine	30 @35

YOUNG HYSON.	
Common to fair	18 @26
Superior to fine	30 @40

ENGLISH BREAKFAST.	
Fair	18 @22
Choice	24 @28
Best	40 @50

TOBACCOS.

Fine Cut.	
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Pails unless otherwise noted.

Hawatha	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

Plug.

Searhead	40
Joker	17
Zeno	22
L. & W.	25
Here It Is	28
Old Style	31
Old Homesty	32
Jolly Tar	32
Hawatha	37
Valley City	34
Jas. G. Butler & Co.'s Brands	38
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	17
Kiln Dried	17
Nigger Head	17
Honey Dew	23
Gold Block	28
Peerless	24
Rob Roy	24
Uncle Sam	28
Tom and Jerry	25
Brier Pipe	25
Yum Yum	32
Red Clover	32
Navy	32
Handmade	40
Frog	33

VINEGAR.

40 gr.	8
50 gr.	9

WET MUSTARD.

Bulk, per gal.	30
Beer mug, 2 doz in case	1 77

YEAST—Compressed.

Fermentum per doz. cakes	15
per lb.	30

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass	4 @ 5 1/2
" hind quarters	5 @ 6
" fore	3 @ 3 1/2
" loins, No. 3	7 1/2 @ 8
" ribs	7 @ 7
" rounds	5 @ 5
" tongues	7 @ 7
Bologna	5 @ 5

Pork loins	2 @ 6 1/2
shoulders	3 @ 4 1/2
Sausage, blood or head	5 @ 5
" liver	5 @ 5
" Frankfort	7 @ 7
Mutton	2 @ 2
Veal	2 @ 2

FISH and OYSTERS

F. J. Dettenthaler quotes as follows:

FRESH FISH

Whitefish	2 @ 10
Trout	2 @ 10
Halibut	1 @ 17
Clasoes	2 @ 5
Flounders	2 @ 9
Bluefish	2 @ 12
Mackerel	15 @ 20
Cod	2 @ 12
California salmon	2 @ 20

OYSTERS—Bulk.

Standards, per gal.	\$1 00
Selects,	1 60
Clams	1 25
Shrimps	1 25
Scallops	1 75

OYSTERS—CANS.

Fairhaven counts	2 @ 35
F. J. D. Selects	2 @ 30
Selects	2 @ 22
F. J. D.	2 @ 20
Anchor	2 @ 18
Standards	2 @ 16
Favorites	2 @ 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
Powls	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	8 1/2
fire test (old test)	8
Water White	8
Michigan Test	7 1/2
Naptha	7 1/2
Gasoline	8 1/2
Cylinder	27 @ 23
gugine	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	2 @ 4 1/2
Full	2 @ 5
Dry	5 @ 6
Kips, green	3 @ 4
" cured	2 @ 5
Calfskins, green	4 @ 5
" cured	5 @ 6
Deaconskins	10 @ 20
No. 2 hides 1/4 off.	

PELTS.

Shearlings	10 @ 25
Lambs	50 @ 30

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
Beaver	15 @ 0 30 00
Beaver	3 @ 0 28 00
Cat, wild	40 @ 60
" house	10 @ 25
Fisher	4 @ 0 60 00

Fox, red	1 00 @ 1 60
" cross	3 00 @ 5 00
grey	50 @ 75
Lynx	2 00 @ 3 00
Martin, dark	0 @ 3 00
" pale & yellow	50 @ 1 00
Mink, dark	40 @ 1 25
Muskrat	0 @ 15
Opposum	15 @ 25
Otter, dark	5 00 @ 8 00
Raccoon	25 @ 80
Skunk	1 00 @ 1 25
Wolf	1 00 @ 3 00
Beaver castors, lb.	2 00 @ 5 00

DEERSKINS—Per pound

Thin and green	10
Long gray	25
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.

Boiled	1 75
Granulated	2 00

FLOUR.

Straight, in sacks	5 00
" barrels	5 10
Patent	6 40
Graham	6 10
Rye	2 30
" sacks	2 65

MILLSTUFFS.

Brail	18 00
Screenings	14 00
Middlings	21 00
Mixed Feed	19 50
Coarse meal	19 50

CORN.

Car lots	47
Less than car lots	50

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 Manilla	2 @ 6 1/2
Red Express No. 1	5 1/2
" No. 2	4 1/2

TWINES.

48 Cotton	22
Cotton, No. 1	18
" 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 c'th's, 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 23c.

Celery—20c per doz.

Cabbages—30 @ 40c per doz.

Cider—Sweet, 10c per gal.

Cranberries—Quiet and lower. Cape Cod are in fair demand at \$7 @ \$7.50 per bbl.

Dried Apples—Sun-dried 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, \$5 per keg.

Honey—15c per lb.

Onions—Dealers pay 50 @ 60c and hold at 65 @ 70c, extra fancy commanding about 8c.

Potatoes—Local handlers are paying 18 @ 20c for choice stock, but are not at all anxious to purchase, even at that price.

Squash—Hubbard, 1 1/2c per lb.

Sweet Potatoes—\$2.50 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 00
Extra clear pig, short cut	13 00
Extra clear, heavy	12 75
Clear, fat back	12 75
Boston clear, short cut	13 50
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	6
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
30 lb. Pails, 4 in a case	6 1/2
50 lb. Cans	5 1/2

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs	6 50
Extra Mess, Chicago packing	6 50
Boneless, rump butts	10 00

SMOKED MEATS—Canned or Plain.

Hams, average 20 lbs	8 1/2
" 16 lbs	9 1/2
" 12 to 14 lbs	9 1/2
" best boneless	8 1/2
" picnic	8 1/2
Shoulders	8 1/2
Breakfast Bacon, boneless	8 1/2
Dried beef, ham prices	8
Long Cleares, heavy	6 1/2
Briskets, medium	7
" light	7

Crockery & Glassware

LAMP BURNERS.

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

LAMP CHIMNEYS.—Per box.

6 doz. in box	1 75
No. 0 Sun	1 88
No. 1 "	2 70
No. 2 "	2 70

First quality.

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

XXX Flint.

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

Pearl top.

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

La Bastille.

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

LAMP WICKS.

No. 0, per gross	33
No. 1, "	33
No. 2, "	38
No. 3, "	75
Mammoth, per doz	90

STONEWARE—AKRON.

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

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Full Weight.	Bbls. Pails.

Standard, per lb.	6	7
" H. H.	6	7
" Twist	6	7
Boston Cream	7	

THE NATIONAL FINANCES.

Statistics are proverbially dry reading, and I fancy that very few people pay much attention to those presented in the President's message and its accompanying documents. The newspapers print, as a matter of duty, a portion of the figures embodied in these lucubrations, omitting the rest, partly out of mercy, and partly for the sake of economy in typesetting, so that those who desire to explore their mysteries thoroughly must resort to the official copies. Their enterprise is sometimes rewarded by the discovery of nuggets of information in the arid waste, but the task is tedious and tiresome. Mr. Gladstone, it is said, has the faculty of rendering a financial speech as interesting as one on Turkish atrocities or the cause of home-rule, but none of our statesmen possess it, or at least they do not exercise it. I take to myself, therefore, some credit as a patriotic citizen and an industrious student for having carefully gone through the report of the Secretary of the Treasury for the last fiscal year, and mastered its contents. I find in it a good many things not calculated to arrest superficial observation, but which are of considerable importance, and which deserve to be brought into more prominence than is given them by the author of the report.

I was struck, at the outset, by the appearance, for the first time, under the act of July 14, 1890, of the item of lawful money deposited to redeem retired national bank circulation, among the assets of the nation, and of that of the amount paid for the redemption of such notes as a part of its expenditures. Since the notes necessarily come in slowly, the money deposited by the banks for their redemption is, for the time being, in excess of the demands made upon it, but this excess no more rightfully belongs to the Treasury than the money placed in the hands of a trustee for a specific purpose belongs to him for his own use. It seems very odd, therefore, to find in the Treasury figures the national income for the year ending June 30, 1891, swelled by the sum of \$54,207,975, received in years gone by for the redemption of national bank notes, and diminished by \$23,553,298 expended for notes actually redeemed, the difference being put into the cash balance on hand. It is, in reality, a confiscation of the property of the holders of the notes still out-standing. I was in Europe when the act was passed, and I do not know who is responsible for this provision in it. I have heard the argument made that as the nation assumes the payment of the notes it has a right to use the money provided for the purpose by the banks until it is called for, just as a banker has the right to use the money deposited with him, provided he keeps himself ready to repay it on demand. The obvious answer is, that the Government is not a banker, and that, as the notes which it undertakes to redeem are sure to come in sooner or later, any balance held on their account is in its nature illusory, and cannot be depended upon as assets. So enamored, however, is the Secretary of this ingenious device for adding to the volume of the national income, that he puts into his estimated revenues for the current year the money likely to be received from this source in the future, and even reckons it as a part of the sinking fund for the extinguish-

ment of the country's outstanding bonded debt.

The jaunty carelessness with which the Secretary speaks of a probable deficit in the revenues of this and the next fiscal years also strikes me as remarkable. Even after appropriating the bank note redemption fund, he confesses that he will lack \$10,748,362 of the \$48,913,025 which the sinking fund will require for this year, and for the fiscal year ending June 30, 1893, he estimates that he will have applicable to it only \$14,036,257 surplus of revenue over the appropriations. This will result in a deficiency for that year of at least \$35,000,000, but he dismisses the subject, as he does that of the deficiency for the current year, without comment and without suggesting any remedy for the evil. His figures show that the customs and internal revenue for the current year are already considerably less than they were during the same period of last year, and for the entire year is likely to suffer a total decrease of \$28,000,000. As I have said he concedes a probable deficiency of \$10,747,362 at the end of this year, and it is notorious that he reduces it to this figure only by withholding items of expenditure which ought to be made if the instructions of Congress are carried out. For the coming year the case is much worse. The probable deficiency conceded is, as I have said, \$35,000,000, and to it must be added a large sum for river and harbor improvements, for which no allowance is made. I shall watch with interest the mode in which the administration deals with these deficits, and the expedients it adopts to overcome them.

By way of offset, I desire to give the Secretary credit for some very sensible remarks about the currency and the groundless clamor for an increase of it, raised from time to time by those who fancy that if the country's supply of money were greater than it is they would in some mysterious way which they do not explain, find more of it in their own pockets. He shows by statistics that our total circulating medium, which on July 1 was \$1,497,440,707, or \$23.41 for each individual of our population, had risen on December 1 to \$1,577,262,070, or \$24.38 per head. I do not myself attach any value to this way of estimating the sufficiency or insufficiency of a country's currency, but the fact that ours is steadily increasing is a perfect answer to those who demand new and extraordinary measures for its augmentation. If there were no other cause of work, the operation of the act of July 14, 1890, is giving us \$4,500,000 per month of fresh paper currency, to which must be added the surplus product of our gold mines, over and above the quantity consumed in the arts, which is \$15,000,000 annually. During the past year, too, unavailable silver half dollars, to the amount of \$7,608,846, have been recoined into dimes and quarters and put into circulation. Furthermore, old trade dollars to the amount of \$3,260,000 have been recoined into standard dollars. The Secretary, rather inconsistently, in view of these facts, recommends measures for increasing the national bank circulation, but as Congress is not likely to adopt them, what he says on the subject is of no particular importance.

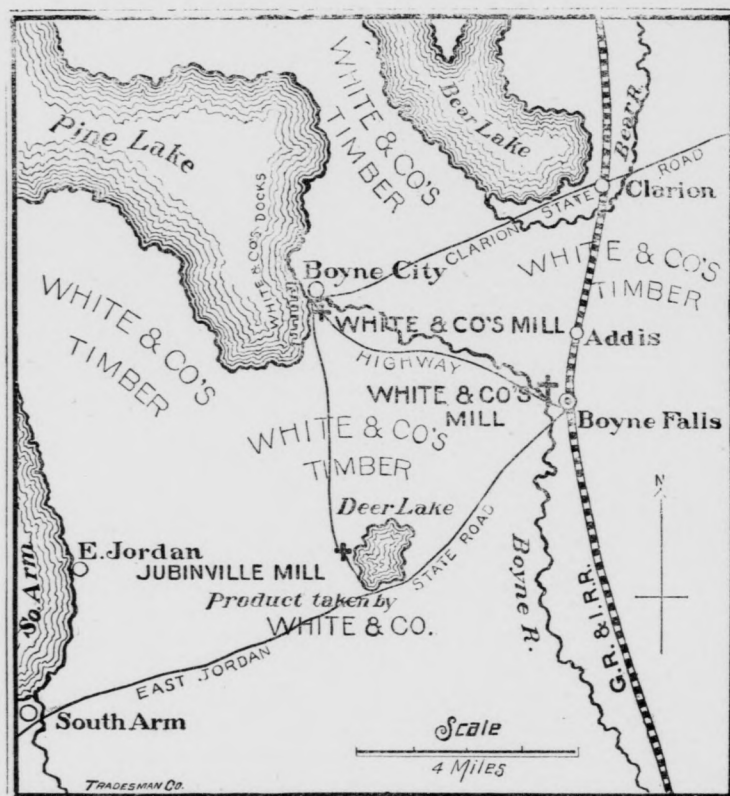
On the silver question the Secretary is discreetly silent. He does not even repeat what he said at the recent Chamber

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.

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 nemlock, 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.

Heyman & Company,

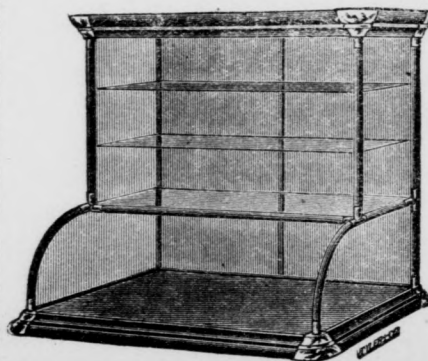
Manufacturers of

Show Cases

Of Every Description.

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63 and 63 Canal St., - GRAND RAPIDS.

of Commerce dinner about the beneficial effect of the act of July 14, 1890, and of the determination of the administration to maintain gold payments even to the extent of issuing new bonds for the purchase of the necessary supply of the metal. The omission is the less important, since President Harrison in his message makes this noteworthy intimation: "Under existing legislation it is in the power of the Treasury Department to maintain that essential condition of national finance as well as of commercial prosperity—the parity in use of the coin dollars and their paper representatives. The assurance that these powers would be freely and unhesitatingly used has done much to produce and sustain the present favorable business conditions." These words may be fairly interpreted as backing up Secretary Foster's after dinner speech. I wish, however, that the Secretary had, in his report, expressed his own personal views, and I should have liked to read his comment on the significant fact, which he records in the report, that, whereas, the total annual gold product of this country is \$33,000,000, and the consumption of the metal in the arts \$18,000,000, leaving as I have mentioned, a surplus of \$15,000,000 as an addition to the circulating medium, our total annual production of silver, at coining value, is \$70,000,000, and the annual consumption of it in the arts \$9,000,000, leaving a surplus of \$61,000,000. The Secretary further makes the world's total annual product of gold to be \$116,000,000, and that of silver, at our coining rates, \$166,677,000. Allowing everywhere the same proportion of consumption in the arts which prevails in this country, the world's annual surplus production of gold should be less than \$53,000,000, while that of silver should be a little over \$142,000,000. How, with this enormous disproportion of supply, the official coining value of the two metals can be restored in the bullion market, or how, even, the further depreciation of silver can be averted, is a conundrum to which I would gladly see the Secretary's answer.

What the Secretary, as well as the President, says about imports and exports of gold and merchandise, the effect of the McKinley tariff, reciprocity, and the decay of our foreign shipping interests I shall refrain from discussing. I am afraid that even what I have already written will be found dull and uninteresting, but I have done the best I could with the matter, and throw myself upon the readers' mercy for forgiveness.

MATTHEW MARSHALL.

The Bank Account.

The bank account should be kept under the immediate supervision of the president in the case of a corporation, or in the case of a partnership, of a member of the firm. With the utmost respect for the clerical force, it is just one of those things that a man ought to attend to for himself. And this is true not only by reason of the responsibility which always attaches to the care of money, but because the bank account is the foundation stone upon which the whole business rests. An easy bank account gives one such a comfortable feeling. This being, therefore, so important a matter, a few words in regard to it may not be out of place. And first, as to the choice of one's bank. So many and such important considerations enter into the determination of this question that it would be difficult to discuss them all properly. Safety of the funds, of course, stands first. It is always desirable to take the account to a bank where one is personal-

ly known to two or three influential directors, in order that in time of need one may have needful friends to speak the favorable word. Meetings of bank directors are always considered as peculiarly confidential and paper offered for discount is discussed with the utmost freedom. And at times when money is in unusual demand or a captious director is disposed to make objections to your paper, it goes a great way with the board to have a couple of directors say, "We know this man personally; we know all about him, and his note will be paid." Such a recommendation carries all the weight that goes with a personal assurance founded on personal knowledge. But the bank must not only be willing but also able to lend. Therefore go to a bank that pursues a conservative policy and habitually keeps a reserve fund sufficiently large to meet the wants of its customers in times of sudden financial stringency. Some banks make a specialty of certain kinds of business, and, therefore, if you happen to know of a convenient bank that cares particularly for the kind of business you have to offer, take your account to that bank. Having once chosen your bank, stick to it. And now a word as to the account itself. In opening your account always go in person to the bank, and if you are not known to the officers take some responsible friend to introduce you. Some careful managers have a habit of making a note as to the person introducing a new customer, and, on that account, it is just as well to have some one whose name will stand referring to at any future time. Every now and then make your deposit yourself and stop to have a word with the president or cashier. By so doing you not only cultivate friendly relations with the managers, but you give an opportunity for those innumerable little explanations which the bank is constantly wanting concerning its customers. And you will pick up many an odd scrap of information yourself. Never draw a check until the money is in bank to meet it. All overdrafts are reported at once to the cashier, and reports of that nature leave a most unpleasant impression. Have the bank book balanced once a month regularly, and go over the vouchers carefully and promptly when the book is returned. It is an excellent plan to enter the checks from your own stubs and prove the balance with your check book before sending the pass book to the bank. Then the bank book-keeper merely checks off the vouchers he has charged to your account and deducts these outstanding, the remainder showing the total of checks charged on the bank ledger. This system not only insures the accuracy of the entries in the pass book but affords a ready check against raised or forged checks. The very fact of the bank book-keeper having a voucher against your account not listed by you on the pass book calls special attention to such voucher and betrays at once its true character. As to the form of check, that is very much a matter of taste. In general a check should be clearly printed on strong paper, either white or some light tint, and with an absolute avoidance of anything like gingerbread ornamentation. The number should be in the upper left-hand corner, the date in the upper right-hand corner, and the figures should follow immediately after words, thus: Dollars, \$.....

Drafts for collection may usually be deposited in the bank for that purpose; but in the case of a house doing a large collection business, it is more satisfactory to send the collections direct to a bank in the town where the drawee resides. In offering paper for discount, have a word with the cashier with regard to the matter, so that any needful explanations may be made before the note gets before the board. In conclusion, cultivate friendly personal relations with your bank, and give your bank business as close personal attention as possible.

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.

STUDLEY & BARCLAY

Jobbers of Rubber Goods



Mill & Fire Department Supplies

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

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

4 Monroe St., Grand Rapids, Mich.

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.

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.

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159 So. Water St., Chicago.



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



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STANTON, MOREY & CO.,

DETROIT, MICH.

— MANUFACTURERS OF —

PENINSULAR

Pants, Shirts, and Overalls.

Every garment made by us strictly on honor and if it RIPS return it to the merchant that it was purchased of and get a new one.

Our line of shirts for 1892 is second to none in America.

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.

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THE GREAT

Watch Maker AND Jeweler,

44 CANAL ST.,

Grand Rapids - Mich.

Start Right

THIS IS WHAT EVERY SUCCESSFUL PERSON MUST DO. IT IS THE CONDITION OF CONDITIONS.

The Industrial School of Business furnishes something superior to the ordinary course in book keeping, short-hand and type-writing, penmanship, English and business correspondence. Write for a copy of Useful Education, and see why this school is worth your special consideration. Address,

W. N. FERRIS,
Big Rapids, Mich.

Geo. H. Reeder & Co.,

JOBBERS OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

HOME TRADE BEST.

Review of the Cheese Business for the Season of 1891.

From the Chicago Produce Reporter.

Now that the cheese trade, so far as the producer is concerned, is over for the season, it is interesting to look back at the salient features of the year. It has been a very successful one for the dairymen. The output was fair and prices good; on the average, cheese of fine quality has brought ten cents.

It is easy to learn lessons so as to be wise, after the event. But there are one or two obvious lessons which can be drawn from the operations of the year. The first is, spring and summer cheese should be sold when it is ready to ship at such prices as are being paid. All through the early part of the season the buyers paid as much or more than they could afford to. They should be allowed to carry the cheese into consumption at once. Competition is so keen and the chances of combination so remote that the producer is certain to get all that the consumers will enable agents to give. There is always a danger of holding early cheese until they are off flavor and later makes are in demand. To keep them out of the market when consumption is greatest is surely folly. Most salesmen have acted wisely in this respect; but some held too long.

The condition of the cheese market last spring, in this country, at least, was more favorable than it has been for some years past. Stocks all over the country were reduced to small proportions, and prices were correspondingly high. The spring was not quite so early, and cows did not do as well as in previous years, nor were factories opened as promptly. Dairy butter was worth 24 to 25 cents, and a considerable proportion of the early spring milk was used for butter rather than for cheesemaking.

Meanwhile prices had settled down to 8½ cents for high during the latter part of June, and they practically remained at that during the month of July, in spite of the decreased make. Two reasons were given for this: One, that there was an increased make in Canada; another, that old cheese had not been used up in England and was hindering the purchase of new. If the latter reason was correct, it was a very unusual condition of things and was the reverse of what was true in this country.

During all this time the make of cheese had been very light, and, as the ruling price had fallen to 7½ cents, the dairymen in many sections decided to hold back a part of the offerings each week until the markets should show better conditions. This policy was followed for a number of weeks. The effect was seen, not in any advance, but in preventing a further decline. The cool weather and rain in July somewhat increased the flow of milk and, consequently, the make of cheese. In fact, the entire fall make has been in excess of the previous year, notwithstanding the extreme prices of butter, and has therefore made up a considerable part of the shortage down to August.

During September the market showed no extraordinary features, but October and November brought an unusual activity. In order to understand this it will be necessary to go back as far as July. During that month the home trade bought considerable stock, enough, apparently to carry them through the fall. Then there was an entire shut-down on that class of business, and there were only the exporters left to take the stock. It has long been a demonstrated fact that a market which depends on foreign trade alone must be weak and slow. This, as we have seen, was the case; nor would it have been different at the present time had we been obliged to look to exporters for the bulk of our trade.

But the latter part of October domestic buyers began to awaken to the fact that the cheese crop of the country, as a whole, was short; that it was necessary for them to buy at once in order to get stock to supply their trade; and they concluded that their best policy would be to come directly into the cheese producing regions and take the stock out of first hands. They must have the goods and did not stickle at prices, and, as

competition rapidly developed, it sent values above any limit which salesmen had thought possible when they were selling their September stock. This is the secret of the late advance in cheese, and it clearly shows that our home trade is our best factor and that without it the cheesemaking industry could not be maintained in this country.

To Fight the Cracker Combination.

Retail grocers of St. Louis have subscribed \$12,000 to a fund to erect an independent cracker factory to fight the cracker trust composed of the New York, American and United States Biscuit Companies.

It is said that half the tin of the world is exported from the Malay Peninsula, where mining is carried on almost exclusively by the Chinese. The mining is that of flood tin, and the metal is taken from the lowlands near the mountains, where it is found in pockets 10 to 20 feet or more below the surface.

Use Tradesman or Superior Coupons.

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—ONE OF THE BEST-PAYING DRUG STOCKS in Albion, Mich., a good manufacturing and college town of 5,000 inhabitants. Invoice about \$3,000. Reasonable selling, ill-health. Address Lock Box 103, Albion, Mich.

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.

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.

FOR SALE—FIRST-CLASS GROCERY BUSINESS in the best town of 5,000 inhabitants in Northern Michigan. The purchaser can have a trade of \$50,000 a year at the start. No town in the State has better prospects. This is the chance of a life time. Address No. 363, care Michigan Tradesman.

SITUATIONS WANTED.

WANTED—SITUATION AS MANAGER in general merchandise establishment. Fifteen years' experience. Best of references. Several different languages spoken. Address Jno. Rauscher, 434 Minnesota street, St. Paul, Minn.

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

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

MISCELLANEOUS.

FOR SALE—ABOUT 100 POUNDS OF NON-pareil 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.

FOR SALE—CHEAP ENOUGH FOR AN INVESTMENT. Corner lot and 5-room house on North Lafayette St., cellar, brick foundation, soft water in kitchen. \$1,900. Terms to suit. Address No. 187, care Michigan Tradesman.

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.

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.

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.

SPLENDID CHANCE FOR A FLOURING Mill at Leslie, Ingham county, Mich., a town of 1,500 inhabitants. No mill inside of ten miles. The old site and wall all ready. Power on the ground now, if wanted. Address for particulars, Village Recorder, Leslie, Mich.

WANTED—GROCERY STOCK BY PARTIES WHO can pay cash down. Must be dirt cheap. Address No. 243, care Michigan Tradesman.

WANTED—AN EXPERIENCED LADY DRY goods clerk—one with some knowledge of stamping and fancy goods preferred. Address, stating experience and giving references, "Dry Goods," care Michigan Tradesman.

Grand Rapids & Indiana.

Schedule in effect December 13, 1891.

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

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave.	
7:00 a.m.	10:10 a.m.
11:25 a.m.	4:40 p.m.
5:35 p.m.	9:05 p.m.

SLEEPING & PARLOR CAR SERVICE.

NORTH	
11:30 a.m. train.—Parlor chair car G'd Rapids to Petoskey and Mackinaw.	
10:30 p.m. train.—Sleeping car Grand Rapids to Petoskey and Mackinaw.	
SOUTH	
7:00 a.m. train.—Parlor chair car Grand Rapids to Cincinnati.	
10:30 a.m. train.—Wagner Parlor Car Grand Rapids to Chicago.	
6:00 p.m. train.—Wagner Sleeping Car Grand Rapids to Cincinnati.	
11:05 p.m. train.—Wagner Sleeping Car Grand Rapids to Chicago.	

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

Lv Grand Rapids	
10:30 a.m.	2:00 p.m.
11:05 p.m.	11:05 p.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. through Wagner Parlor Car.	10:10 p.m.
3:10 p.m. 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.

Our Complete Fall Line of

Holiday and Fancy Goods

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

EATON, LYON & CO.,

20 & 22 Monroe St.,

GRAND RAPIDS, - - MICH.

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.

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.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

*Daily. All other daily 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.

Fred M. Briggs, Gen'l Agent, 85 Monroe St. A. Almquist, Ticket Agent, Union Depot. Geo. W. Munson, Union Ticket Office, 67 Monroe St. O. W. Ruggles G. P. & T. Agent, Chicago.



TIME TABLE

NOW IN EFFECT.

EASTWARD.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 82
G'd Rapids, Lv.....	6:50am	1:20am	3:25pm	10:55pm
Ionla.....Ar	7:45am	11:25am	4:27pm	12:37am
St. Johns.....Ar	8:28am	12:17pm	5:20pm	1:55am
Owosso.....Ar	9:03am	1:30pm	6:05pm	3:15am
E. Saginaw.....Ar	10:42am	3:55pm	8:00pm	8:45am
Bay City.....Ar	11:30am	3:45pm	8:45pm	7:00am
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

WESTWARD.

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 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar.

JOHN W. LOUD, Traffic Manager.

BEN FLETCHER, Trav. Pass. Agent.

JAS. CAMPBELL, City Ticket Agent.

23 Monroe Street.

CHICAGO & WEST MICHIGAN RY.

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	8:30
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 50 cts.

5:17 P. M. has through free chair car to Manistee, via M. & N. E. R. R.

11:35 P. M. is solid train with Wagner palatial sleeping car through to Chicago.

DETROIT,

NOV. 15, 1891.

Lansing & Northern R R

DEPART FOR	A. M.	P. M.	P. M.
Detroit.....	7:15	*1:00	5:45
Lansing.....	7:15	*1:00	5:45
Howell.....	7:15	*1:00	5:45
Lowell.....	7:15	*1:00	5:45
Alma.....	7:05	4:15	
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' 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 a.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 a.m.

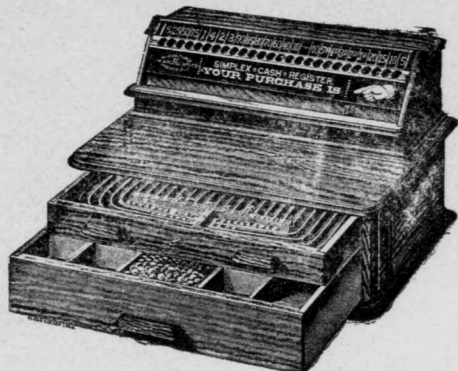
Return connections equally as good.

W. H. BENNETT, General Pass. Agent,

Toledo, Ohio.

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.

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 Coupon Book

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

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 Hurois and Trojans.



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.

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.

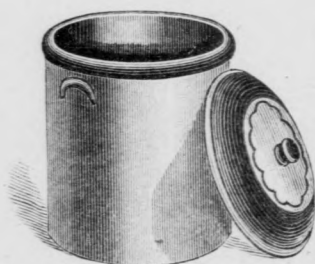
J. Y. F. BLAKE, Sup't.

We Pay the Freight!



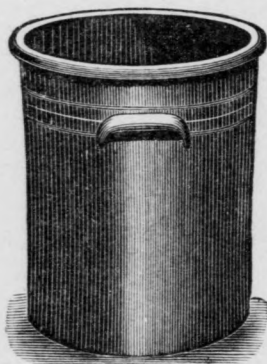
Wait for our agent to call on you, before placing your order for **Best Akron Stone ware** as there is a great advantage to be gained by ordering early to secure carload rates, by so doing you can get the ware delivered to your railroad station, free of freight and breakage. Our terms, 60 DAYS TIME from date of delivery, on approved orders, or 2 per cent. discount for cash. You will need the ware soon. Buy it right and save money by getting the lowest rates from

H. LEONARD & SONS, Grand Rapids.



Butter Crock.

Sizes from $\frac{1}{2}$ to 6 gallons.
Covers only for same counts 1 gal. each.



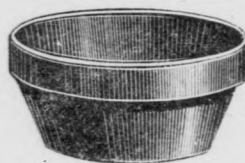
Meat Tubs.

Sizes 8, 10, 12, 15 and 20 gallons.



Preserve Jars and Covers.

Sizes $\frac{1}{2}$, 1, $1\frac{1}{2}$ and 2 gallons.



Flat Bottom Milk Pans.

Sizes $\frac{1}{2}$, 1 and $1\frac{1}{2}$ gallons.



Round Bottom Milk Pans.

Sizes $\frac{1}{2}$, 1 and $1\frac{1}{2}$ gallon.



Stew Pans with Bails.

Sizes $\frac{1}{2}$ and 1 gallon.



Churns and Covers.

Covers count 1 gallon each.
Sizes from 3 to 8 gallons.



Common Jugs.

Sizes $\frac{1}{2}$ to 5 gallon.



Tomato Jugs.

Sizes $\frac{1}{2}$ and 1 gallon.

Write for quotations and we will have one of our representatives call upon you as soon as possible and make rock bottom figures for your town or at your nearest station.

We Pay the Freight!