Michigan Tradesman.

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VOL. 9. GRAND RAPIDS, DECEMBER 30, 1891. NO. 432

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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

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MICHIGAN TRADESMAN.

VOL. 9. GRAND RAPIDS, WEDNESDAY, DECEMBER 30, 1891. NO. 432

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Vindex, long Havana filler	$35
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GOOD CHEER SOAP.
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Above prices are made low to bid for trade.
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From which to make selections for the Holiday Trade.

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HENRY IDEMA, Supt.

HIS CALL.

A Story of New Year's Day.

How merry New Year's Day used to be in the long ago, when every one kept open house from early morning until midnight; when your acquaintances came down upon you in armies, on foot or in sleighs, if there happened to be snow on the ground; when any one you had ever been introduced to might call on you; when old beaux reappeared and recreant friends had only to smile and hold out a hand to be forgiven; when the ladies received the gentlemen in full dress, or something very like it, at high noon; when your butcher, and baker and candlestick-maker might drop in with no other claim on your hospitality than the fact that you dealt with them—when, in fact, every man you knew was sure to call.

Tired? Oh, yes, every one was tired; but she who could exhibit two hundred cards — the gentlemen always brought their cards—was very happy.

How well I remember dressing in my first long dress, and sailing up and down before the glass to make sure that the train swept gracefully behind me. Ned Palmer had said *he* would be sure to call on me, and I was as happy as a girl can be. He did come, of course, and he whispered sweet words in my ear as he ate the sweet cake he was young enough to enjoy. He staid full fifteen minutes —an unprecedented length for a New-Year call—and the rest of the day I was happy in consequence; though, for the matter of that, I was always happy in those days. Looking back, I fancy that the skies were bluer and the grass greener when I was sixteen; that the moon oftener shone, and that no one had so little trouble; but I suppose that is all fancy, and it was only that I saw the world through rose-colored glasses, as most people do in their teens—and, then, there is nothing that can ever come to one in this wicked world half so delightful as being a pretty young girl with a handsome young lover who believes you the only perfect thing in the world. Talk of wealth and fame and honors and dignities, and all those things that usually come with gray hairs and crow's feet. Bah! I snap my fingers at them! One kiss, such as one-and-twenty gives to sixteen, is worth them all; and a queen in her power and pride might envy a peasant girl walking through the clover with an arm about her waist and a whisper in her ear. After all, there is not much to tell of that joyous time that began for me, except that Ned and I loved each other; that he put a ring upon my finger, and that we vowed to be true to each other forever and forever; never to change—never, never, never, while we lived! We were quite sure we would die on the same day, and in heaven we would go about hand in hand, listening to the music and the voices of angels crying forever: "Love! Love! Love!"

We were so sure of everything—he and I; happy youth always is. Another New Year's Day, and our wedding was close at hand; and we were as fond of each other as ever. But I think we were too happy. I fancy Satan begrudged us perfect and sinless bliss; for that very day a word was said, a thing done—it does not matter what—a trifle, a nothing; and yet it grew to a great thing in my mind and his. We had a quarrel, a lovers' tiff, it seemed. I wept; he was like ice in his great dignity. And some one who wished to part us took advantage of the fact, Ah! how could any one wish to make two young souls suffer so? And at that time there was trouble in the land.

"In sixty-one the war begun; in sixty-four
the war was o'er,"

says the rude rhyme that keeps the time in mind.

There was a chance for any one who was in despair to fling his life away. I said the bitter word he could not bear. I took his ring from my finger and tossed it to him as though it were a thing that had no value in my eyes; and he left me in wrath. The next day they told me he had enlisted, and I heard them speak of his patriotism as great, and praise him for casting away prospects such as his for the sake of his country. But I knew that patriotism did not move him; that he would never have left me for the sake of any other thing, and that he had simply gone to seek death because he believed that I no longer loved him. But I did! And—

"To be wroth with one we love
Doth work like madness on the brain."

Well, I was not the only unhappy one in my little world. Women wept as they never wept before in those four years, all over the country, from Maine to California. The boys in blue and the boys in gray alike were loved and grieved for. Widows there were and orphans everywhere, and girls whose lovers might never return to them. Can all the good that any war can do atone for all the misery it causes? Oh, for the time when there shall be no battles fought—no lives sacrificed either to kings or causes! It will come, for mind is at the helm everywhere, and the days of gunpowder are fast following the days of the sword out of existence. But, alas! alas! for the woe that I remember, the faces that turned pale and grew old before their time, the mourning throughout our land!

Even that was over. At last peace reigned again. Once more a New Year's Day came on which thoughts of festivity seemed in place, and I said to my sister, with whom I lived:

"New Year's Day again, my dear. Only one must send cards now, they say, or no one will call."

"Yes, it is more formal," my sister said, "But if you will go out to order the cards this morning, there may be time to send them yet."

And I went cheerfully. And why was I so anxious to keep New Year's Day, you ask? Was my grief quite over? Oh, my dear, it was only part of the old story—the old, old tale, that will be told over and over again until the world is blotted out and there are no young hearts to beat and no old ones to break.

I had heard that Ned Palmer had returned—he was Colonel Palmer now—and I believed that if we sent him cards he might understand with what feelings I enclosed mine, and return to me. We were young yet. We were, perhaps, more sensible. Everything might be explained. If I could but lure him back, so that I could look into his eyes, I felt sure that he could read in mine that I was still true to him. I had no longer any pride about it. The watching and hoping and fearing of the war days had broken it quite down. If he would return to me, I asked nothing else of Heaven; and, I was *sure* he would. And what pleasure it was to make the cake, hoping he would taste it; to remember that he was fond of chocolate; to think of all the pretty things that went to the dressing of the table as things that he would look upon. And New Year's Day or not, and no matter how many there were there, I would get him away to some quiet corner, and let him ask my forgiveness; or, if it came to that, *I* would ask his. Oh, my darling! Just to feel his hand fold itself about mine again! Just to look into those eyes—those great, beautiful eyes, that could have told a love story without words. And some day—oh, some day!—he would kiss me again as in the days when we were first betrothed. Oh, he would come, he would surely come, for my heart told me that his still throbbed for me, that absence and distance and even the belief that I was false to him had never changed him. Yes, he would come, for now he had my card.

On New Year morn I looked in my glass, hoping that those four years had not altered me much, or, if they had, only in a way that would tell him I had grieved for him. He would rather see that in my face than not, and my dress became me, and—ah, well, it would be all right; and when the bell began to ring and the door to open and the rooms to fill, I gave smiling greetings to all, looking the while for him. He would not be amongst the earliest comers, of course, he never had been. It was not quite elegant, and he was always elegant. And so, when noon-time came, I said of course the afternoon would bring him, and stole a few moments to make myself fresher and to add some trifle to my dress.

Still the guests came; the words of greeting and ad eu were spoken. Boys with bright faces rushed in and out again. Middle-aged men bowed for a moment and were gone; elderly men, prone to linger a little about the grate, stayed longer. It was a dry, bright day without a cloud in the sky; the voices in the street sounded clear and crisp; fresh sweet air came in at the door with every new caller and was far from unpleasant. The crowd increased in the afternoon, but still Colonel Palmer did not come, and I said to myself that I would not expect him until evening. He would come in the evening, because it would be more natural and easy to have our talk. He would desire that as much as I possibly could. I felt his heart calling to me. Oh, I was sure that in spirit he was with me—we had had the fancy that that could be in the old days. While away from him he would bend his mind on something and will that I should think of it also, and I always did. Now his heart was calling to mine, calling, calling. I knew the old feeling well. At every moment I turned, expecting to see him enter the door, but he did not come. No, no, he did not come after all. At midnight, a prosy old man, who had tasted too much wine and was bewildered by it, maundered on about a thousand things, while my sister went to sleep behind her fan, and I said "Yes" and "Certainly" at intervals, and at last even he took his departure, and I felt that the dream was done, the hope over. He would not come, he would never come again. And yet, what did this inexplicable feeling mean?

"Go up to your children, dear," I said to my sister. "I'll see to everything."

"Oh, thank you," she replied. "I never was so tired. That frightful Mr. Potter—how he prosed—good night!"

She made her way sleepily upstairs, and I flung myself into a chair and wept.

"Never again, never again!" I sobbed.

Then I thought I heard a sigh, and looked up. The door into the hall, which I had closed, was opening slowly, inch by inch. Some one seemed to be outside, who was afraid to enter. I watched the aperture increase in size, and now I saw the figure of a man standing in the shadow; a moment more and I saw it wore a uniform; the next and I knew Colonel Palmer. He was paler and graver than of yore, but he smiled as he came toward me. Now all day long I had thought that when he came I should greet him warmly, showing all my feelings in my manner, but now that he was there I could not rise or even speak. I seemed turned to a woman of stone. I could only look at him while my heart gave slow, heavy throbs, one after the other—throbs that I seemed to hear; and he came on slowly. He seemed to me to be weak and ill, scarcely strong enough to stand—and still I could not speak to him. He came close, closer; his lips parted; and now I thought that his emotion overpowered him. I longed to stretch my arms toward him, to cry: "Come to me for I love you more than ever!" But I could not lift them. "What must he think of me?" I asked myself. I could only hope that he understood that it was excess of feeling, not lack of it, that held me powerless. He came closer, as though he did. He bent over me—

"Your card—" he said, faintly. "I received it, and knew that you forgave—

And suddenly my strength returned to me.

"Oh, it is you who must forgive!" I cried. And would have thrown my arms about his neck, but though I saw him still I felt nothing. I grasped the empty air.

"In heaven," I heard a voice whisper, and his face faded as one does in a dissolving view, and I was alone.

I rushed to the door and into the hall. The outer entrance was locked and bolted, as the servant always left it at night.

I rushed upstairs, and I sobbed at my sister's door.

"Come to me, Angie—come to me!"

And she came.

"Ned was here just now," I said. "Where has he gone; he seemed to melt into air, where is he—what is he?"

"Hush!" said Angie. "You have been dreaming. The door has been locked for more than half an hour."

"He came!" I moaned. "He came!"

They put me to bed. I remember waking from one troubled dream only to fall into another, all night. But I was able to rise in the morning and go to the late breakfast.

Letters lay beside every plate. My sister had one from her husband, who was in Europe, and rejoiced over it. Meanwhile I opened one which bore a black seal and had upon it a stamp I did not comprehend. There was something folded in paper in the envelope. My heart told me what it was; but I did not touch it. I was reading this:

"DEAR LADY—A sad duty has become mine. A friend, to whom you sent a New Year card, died in my arms last night. It was Colonel Edward Palmer, of the —th Infantry Regiment, Michigan Volunteers. He died of wounds received in battle. He was very brave, and much beloved by all who knew him. When he received your card he smiled and kissed it. He could not move from his pillow. But a little later he wandered, and said often: 'I must call. She will expect me.' He died at midnight; and before he passed away, drew this ring from his finger, pointed to your card, and said: 'Send it to her.' Then he took the card and laid it on his heart. It lies there now, with his hands folded over it. But let me not forget that he spoke once again, saying: 'In heaven.' And if these tidings bring you woe, dear lady, as I fear they must, remember those two words, the last he uttered: '*In heaven*.' There all tears will be wiped away. We have His promise to whom only we can turn for comfort in such moments.

"I pray for you. ANN CRAWFORD.
"In Religion—SISTER FRANCIS.
"—— *Hospital*,"

I unfolded the paper that lay beside me, and found within my betrothal ring, and put it upon my finger. It shall never leave it.

They tell me that I only dreamed a dream upon that New Year night so long ago! I let them say what they please. Does it matter when I *know* that he came, and believe that I shall meet him in heaven? MARY KYLE DALLAS.

The Coming Strong Man.

From the Popular Science Monthly.

The times are favorable, we think, for the presentation of new political ideals. Strong men of the old type, iron handed warriors and stern legislators, are out of date. On the other hand, the want of firmness and principle in connection with political affairs was never more conspicuous. We want a new race of strong men, in whom the gamester element shall be wholly absent, and who shall aim to accomplish their ends not by personal tour de force, nor yet by craft and flattery, but by steady adherence to principle and patient efforts to awaken the public to a sense of their true interests.

The st ong man of the future will be strong in knowledge and in social sympathy, and his strength will be spent, not in efforts to perpetuate his personal ascendency, but in efforts to develop all that is best in the society of the time. The true strong man, as we conceive him, will have no greed for power; his greed, if such it may be called, will be for usefulness, and he will show his strength by his willingness to retire at any moment from a public to a private position rather than prove unfaithful to his convictions, or do anything unworthy of a man of honor.

Strictly speaking, a man who with adequate knowledge and intelligence tries faithfully to serve the public can never be obscure, though offices should not seek him nor caucuses make mention of his name. The public at large will recognize and honor his efforts, and his influence will be greater in a private station than that of a score of average legislators.

Utica—Geo. E. Bannister, of the fur niture and undertaking firm of Bannister & Harris, is dead.

A HAPPY NEW YEAR

TO ALL OUR FRIENDS AND PATRONS.

FERMENTUM,

The Only Reliable

COMPRESSED YEAST!

L. WINTERNITZ, State Agent, Grand Rapids, Mich.

John Van Osenbruggen, Otto Klein, Benj. Kievit, City Salesmen.

TALKS WITH A LAWYER.

OHIO VS. INDIANA.

Written for THE TRADESMAN.

We hear recently from the newspapers of a discovery having been made that the boundary line as now established between the States of Ohio and Indiana is not a correct one—that the latter State has within her accepted territory a portion of the fair soil of her sister State. Some have asked, how is this to be remedied? Without attempting to answer this question definitely, I wish to refer to cases arising at the threshold of our life as a nation, the reference to which may be interesting and instructive. In the days of the Continental Congress, many were the disputes that arose between States as to territory and boundaries, and between individuals claiming lands under grants from different States. Among these controversies were those between Pennsylvania and Connecticut; Pennsylvania and Virginia; New Jersey and Virginia; Massachusetts and New York; South Carolina and Georgia; New Hampshire, Vermont, New York and Massachusetts.

The Articles of Confederation provided that the United States in Congress assembled should be the last resort on appeal in all disputes and differences then subsisting, or that might arise thereafter, between two or more States concerning boundary, jurisdiction or any cause whatsoever. A mode of establishing a court for the trial of these controversies was specifically prescribed. This was adopted in 1777. The first controversy arising was that between Pennsylvania and Connecticut over the fair and fertile Wyoming—a territory of five million acres. Delegates from each State met and failed to agree. Resort was had to arms, and much blood was shed. Connecticut informed Congress of the state of affairs, and that body appointed Rutledge, Chase, Jefferson, Kinsey and Hopkins a committee. This committee recommended the cessation of hostilities and a settlement in a legal way. Peace once more reigned. After the Articles of Confederation were finally ratified, investing Congress with the powers above referred to, Pennsylvania prayed Congress for a hearing. Congress set a day for a hearing, which was noticed to both parties, and at the time designated the disputants appeared by their agents. The States were then directed to appoint by joint consent commissioners to constitute a court.

This was done. The court sat at Trenton. Fifteen days were devoted to arguments. The court decided for Pennsylvania. This was the only decision in controversies between States under the Articles of Confederation. The judgment was approved by Congress, and it was acquiesced in by Connecticut.

This did not prevent a war growing out of adverse claims to the private right of soil between individuals, and the "Pennamite and Yankee" war was the result, but Pennsylvania confirmed to actual settlers their lands, and the district was erected into the county of Luzerne.

Pennsylvania and Virginia differed as to the famous "Mason and Dixon's" line. A commission, composed of clergy in Virginia and college professors in Pennsylvania, finally agreed upon the line.

New Jersey and Virginia differed as to a tract called Indiana in the Northwest Territory. No commission was appointed, for Virginia presented to Congress a deed of cession in 1784.

New York claimed the land between the Merrimac and the Charles, but before the commission which had been appointed had met, the two contending States, New York and Massachusetts, settled the dispute between themselves.

South Carolina and Georgia fought for the upper waters of the Savannah river. The States failed to agree upon a commission, as directed by Congress, and that body chose a court for the purpose, but the States came to an agreement.

New Hampshire, Vermont, New York and Massachusetts quarrelled over the region lying between Lake Champlain and the Connecticut River, which resulted in the recognition of "the pretended State of Vermont" as a State.

Thus much for early controversies. In case of conflicts now arising, we quote from Article III, Sec. 1, of the Constitution: "The judicial power of the United States shall be vested in one Supreme Court and in such inferior courts as the Congress may, from time to time, ordain and establish," and from Sec. 2: "The judicial power shall extend to * * * controversies between two or more States. * * * " It is altogether likely that the States of Ohio and Indiana would be able to adjust any difference that might arise from an error in survey or otherwise, and that the course taken in early controversies would become unnecessary.

WM. C. SPRAGUE.

No Help for Him.

From the Chicago Tribune.

A man who seemed to be trying hard to buy a bureau looked through the stock on hand at a large furniture store on State street yesterday morning, and said as he turned to go:

"I reckon I might as well give it up. I have been in a dozen stores already and can't find what I want."

"Is it any particular pattern you are looking for?" asked the salesman.

"No-no," replied the man, walking absent mindedly around an antique oak affair and examining it on all sides. "I'm not hunting for any particular style of bureau, but I'd know it mighty quick if I came across it."

"Perhaps your wife—"

"Anything that will suit me will suit her."

"Or your daughter—"

"Got seven of 'em!" ejaculated the man, taking off his hat and wiping his forehead nervously.

"My dear sir," said the salesman promptly, "I know what you are looking for. There isn't a bureau of the kind you want in this market. Chewing gum will stick to the back of any of 'em."

Proof Against Little Surprises.

"Why did not you have me called at 6 o'clock?" roared the commercial traveler, as he faced the dazzling hotel clerk and banged his fist on the register.

"I did!" retorted the unabashed dazzler.

"You did not, sir!"

"I tell you I did!"

"You did not, sir, and I can prove it!"

"No, you can't prove it!"

"Yes, I can!"

"Prove it then!"

"Well, you did not have me called at 6 o'clock, because I did not leave word to be called at all!" and the commercial traveler grinned and looked for the hotel clerk to blush and apologize.

But he looked in vain. A little thing like that wouldn't even make a hotel clerk's eyelid flutter.

Use Tradesman Coupon Books.

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 occor, 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 respeutfully,
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.

Beech—Rattenbury Bros. succeed Geo. Beveridge in general trade.

Marcellus — Beebe & Beebe succeed Kester & Arnold in general trade.

Fremont—Johnson & Pearson have sold their meat market to Paradise & Hangstaffer.

Clare—John McKenzie has removed to this place from Fremont and opened a meat market.

Saginaw—Fedder & Schneider are succeeded by Geo. Schneider in the boot and shoe business.

Mill Grove—W. H. Shirley has opened a grocery store. The stock was furnished by Stein & Walters, of Allegan.

Detroit — Munger, Freeman & Co., wholesale hardware dealers, will hereafter be known as Freeman, De Lamater & Co.

St. Ignace—Jno. Chambers, of the firm of Jno. Chambers & Bro., dealers in general merchandise, fish, wood and coal, is dead.

Delton—Evans & Brooks have sold their hardware stock to A. A. Aldrich and Luther Stratton, both of Hickory Corners.

Charlotte—M. J. Collins' grocery stock was foreclosed on chattel mortgage by the Jackson Grocery Co., when the latter disposed of it to Lamb & Spencer.

Almont—George Kinnes has sold his harness stock and fixtures to a brother in Marlette, and the same has been removed to that place. This leaves but one harness shop in town.

Detroit—R. B. Owen & Sons will open about February 1 at 269 Woodward avenue a stock of shelf and builders' hardware, mechanics' tools and cutlery. Mr. Owen was formerly a member of the wholesale hardware firm of Black & Owen.

Covert—J. W. Kinney, general dealer at this place, is erecting a store building at South Haven, 51x70 feet in dimensions, which he expects to have completed by Feb. 10, when he will occupy it with a general stock as a branch of his store here.

Muskegon—Assignee Fox has completed an inventory of the dry goods stock of C. J. French, showing assets of $2,240.25 and liabilities of $2,078.02. Peter Damm holds a chattel mortgage of $1,100 and with this and French's exemption of $250 deducted, it is estimated that the creditors will not receive more than 10 cents on the dollar.

MANUFACTURING MATTERS.

White Pigeon—The Sultan Cart Co. is succeeded by the Sultan Buggy and Cart Co.

Foster City—The A. M. Harmon Lumber Co., which put in a band mill last winter and a planing mill last fall, will put in another band mill next spring.

Saginaw—Bliss & VanAuken are buying large quantities of logs of small operators in Gladwin county. The stock purchased will come to their mill here.

Manistee—Andy Higgins, who owns a small sawmill at Browntown, will remove it to Maple Grove Switch, where he can more readily procure stock, as the hardwood in the former locality is getting distant from the mill.

Bay City—Smalleys & Co. are putting up a new sawmill, having purchased the site of the old mill of Rust Bros. & Co., destroyed by fire two years ago. The new mill will be furnished with modern machinery. The foundation of the mill is being put in position.

Ludington—A. E. Cartier has sold J. P. Keteham & Co., of Chicago, the pine timber on a section of land on the Butters & Peters road. The firm is to pay $11.75 for the logs in the woods and $2 for the saw bill. Mr. Cartier will pay Butters & Peters $3.50 for delivering the logs at Ludington.

Bay City—John G. Owen, of Owendale is running his saw and shingle mills and reports a good trade. Eighty-five per cent. of the lumber is run through the planing mill, and is sold and shipped as fast as made ready. He has not begun cutting logs yet, owing to the ground, which is low, being too soft.

Manistee—James Finan has sold his interest in the lumber firm of Jas. Finan & Co. to Seymour Bros. The new firm will be known as Barry & Seymour, and consist of Tom Barry, John and R. A. Seymour. They own large timber interests in the upper part of Manistee county, adjacent to the Betsy River, and on the Platte River in Benzie county, all of which will go to Frankfort to be manufactured.

Kingsley — F. B. Munshaw & Co. shipped five car loads of maple logs last week from their mill at this place to James Kennedy & Co., Glasgow, Scotland, to be used for manufacturing rolls with which to stamp prints and other kinds of cloth. The freight will be $5 a thousand feet, and delivered in Glasgow the logs will represent $75 to $90 a thousand. The logs will go by way of Baltimore.

Black River—It is said to be the intention of Alger, Smith & Co. to extend the Mud lake branch of their logging railroad from this place in a northwesterly direction through Montmorency county to strike the extension of the main line of the Detroit & Alpena road from Alpena to Cheboygan, or the Michigan Central above Vanderbilt. The surveyors are now running the line. The firm owns a large quantity of timber in that region, which this road will enable them to cut and rail to the lake shore at this place for rafting to the lower lakes.

Cadillac—In the case of Mitchell Bros. vs the St. Paul German Insurance Co., Judge Aldrich decided in favor of the plaintiffs. The question was whether a lumber loss shall be paid according to the actual cash value or simply the cost of production. It was stipulated at the beginning that the case should be taken to the Supreme Court in any event, so the end is not yet. The attorneys are watching the case carefully for it will establish a precedent. The lumber was insured in several companies and those which which refused to settle on the actual cash value basis have agreed to abide by the decision in the case now pending. There was about 16,000,000 feet of lumber burned, and to settle on the basis sought to be established by the insurance companies would mean the loss of several thousand dollars to Mitchell Bros.

Mr Wells Decides in Favor of Parkill.

CHEBOYGAN, Dec. 26—C. A. Bugbee has received a letter from Govenor Winans, in which the latter announces his intention of re-appointing S. E. Parkill to the State Board of Pharmacy. Considering the fact that Mr. Parkill is a Republican, the appointment meets with considerable suprise here.

Gripsack Brigade

Rhine Osting has engaged to travel for the Lemon & Wheeler Company, beginning operations next week.

J. Gibbs Hann has engaged to travel for J. W. Pitkin & Co., paint manufacturers at Chicago. His territory comprises the State of Minnesota.

Geo. F. Owen has been confined to his home for the past week with an attack of la grippe, but expects to go to Detroit the latter part of the week for his trunks and start out on the warpath next Monday.

T. P. S. Hampson, formerly with the Anti-Kalsomine Co., but for the past year on the road for the Gutta Percha Paint Co. of Providence, R. I., has arranged to travel for the Anti-Kalsomine Co. next year.

Albert C. Antrim has returned from a five months' trip through the Gulf States in the interest of the Alabastine Co. He reports poor business in Texas, owing to the drought and consequence shortness of crops.

Frank DeLaney, formerly of this city, but for the past seven years on the road for the Drummond Tobacco Co., with headquarters at Peoria, is in town for a few days. He has been laid up with rheumatism for four or five weeks, but expects to resume his road duties next week.

A largely-attended meeting of Detroit members of the Michigan Knights of the Grip was held at the Hotel Cadillac Saturday afternoon. The result was the organization of the Detroit post and the election of J. L. McCauley as President and W. V. Gawley Secretary and Treasurer. It was decided to attend the annual meeting of the State organization at Jackson Tuesday in a body.

Geo. Dikeman was the head and front of the Patrons of Industry organization in Oceana county and, like his Patron brethren in all parts of the State, continually denounced the traveling man as an excrescence which should be wiped off the face of the earth. Mr. Dikeman has now taken the management of the Bailey House, at Hart, and is just as active in soliciting the patronage of traveling men as he was formerly in denouncing and misrepresenting them. Under the circumstances, THE TRADESMAN will be surprised if he ever sees the name of a respectable traveling man on his register.

The first annual banquet of the Detroit Council, United Commercial Travelers, was held at the Hotel Normandie Saturday evening. About sixty members and their wives sat down, forming altogether a jolly crowd who seemed to enjoy themselves immensely from beginning to end. After the banquet had run its course from blue points to *cafe noir*, S. H. Hart rendered a song that was heartily encored. John A. Murray acted as toastmaster and the following was the program of the speeches: "The Travelers' Home," T. J. Haywood; "The Ladies," S. Rindspoff; "Merchant and Salesman," J. Will Ailes; "The Press," Adam E. Bloom; "The Future of Our Order," M. J. Matthews. The exercises closed by the singing of "The Star Spangled Banner" by all present. During the banquet a fine crayon portrait of Senior Councillor Matthews was presented to that gentleman by T. J. Haywood on behalf of the members of the Council.

Detroit *News:* The caricaturists who used to depict the drummer holding up a bar and drinking with the merchant, to whom he was desirous of selling goods, now show the knight of the grip in faultless attire displaying his samples before the despot of the mammoth establishment, who is seated in a magnificently furnished private office, surrounded by almost oriental luxury. Every line of goods has a traveling salesman, even down to needles and pins, and the merchant is beset with them daily. Sometimes they form a moving procession from the front door to the private office and out again, all well-appearing fellows, carrying dainty sample cases. The traveler knows his man and belies his name when the merchant says, "I can do nothing for you to-day," for invariably when he sees that the other is an incisive and decisive business man, he gathers up his samples and departs quietly. Talking a man into buying works well in the smaller places, but not in large cities.

Country Callers.

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

E. P. Gifford, Saranac.
Jos. Raymond, Berlin.
E. E. Day, Amble.
J. L. Taylor, Ionia.

It costs $25,000 to secure a patent in all the countries where patent laws exist. In Cape Colony, at the extreme southern part of Africa, the cost of a patent is $925, and we are told that only two patents have ever been issued, one being the Bell telephone, and the other unknown to our informant.

Use Tradesman or Superior Coupons.

C. G. A. VOIGT & CO.,

Proprietors of the

STAR ROLLER MILLS.

OUR BRANDS:

OUR PATENT.
GILT EDGE.
STAR.
CALLA LILY.
GOLDEN SHEAF,
PEARL.
BOSS.
BAKERS' CHOICE,
PATENT ROLLER FLOUR.

SPECIALTIES:

GRAHAM, RYE and BUCKWHEAT FLOUR,
GRANULATED and BOLTED MEAL.

Prompt attention given to mail orders.

Grand Rapids, Mich.

GRAND RAPIDS GOSSIP.

O. F. Conklin has decided to close out his general stock at Kent City.

R. Van Bochove has removed his branch drug store from 445 Lyon street to 225 South Division street.

The Phelps Lumber Co. has opened a supply store in connection with its sawmill at Keno. The Olney & Judson Grocer Co. furnished the stock.

Geo. H. Reeder & Co. bid in the Howard & Co. shoe stock at chattel mortgage sale at Lawrence last week, subsequently shipping the goods to this city.

Steele & Co., who recently removed their drug and grocery stock from Ionia to this city, have returned to their former location and resumed business there.

Adams & Hart, implement dealers at 12 West Bridge street, have purchased the agricultural implement stock of F. M. Dole, at Sparta, and will continue the business under the management of the former owner.

Albert Stryker, Jr., of the former grocery firm of DeJager, Stryker & Co., has opened a grocery store at the former location of the old firm, 116 Ellsworth avenue. The stock was furnished by the Olney & Judson Grocer Co.

At the annual meeting of the Lemon & Wheeler Company, the old Board of Directors was re-elected, as follows: S. M. Lemon, A. K. Wheeler, Geo. B. Caulfield, Jno. A. Covode and A. E. Worden. The former officers were also re-elected, as follows: President, S. M. Lemon; Vice-President, John A. Covode; Secretary, Geo. B. Caulfield; Treasurer, A. K. Wheeler.

J. W. McGrath, the financial end of the pickle firm of J. S. Walker & Co., has applied for a receiver for the firm, on the ground that Walker has not lived up to the terms of the copartnership agreement in several particulars, having collected money and converted it to his own use, instead of depositing it in bank, etc. Mr. McGrath states that all the creditors of the firm will be paid in full and announces that he will continue the pickle business on his own account as soon as the present difficulty is arranged.

K. Dykema & Bro. have taken steps to bring an action against the Minneapolis, St. Paul & Sault Ste. Marie Railway, alleging actual damages of $6,000 and exemplary damages to the amount of $12,000. The firm claims to have held a lease of the company's elevator at Gladstone, both parties to the agreement holding a signed contract giving the other 90 days' notice, in the event of a change. Notwithstanding this provision, Dykema & Bro. claim they were dispossessed of the property without a moment's notice, in consequence of which they sue for the profits on the business for 90 days. The suit will be brought in the Delta Circuit Court and tried at Escanaba. Fletcher & Wanty represent the plaintiffs.

New Sunday Law in Baltimore.

By a late decree of the Baltimore municipal authorities, the pharmacists of that burg are now strictly prohibited from transacting any business whatever on Sundays excepting the compounding and selling of medicines prescribed by physicians.

Use Tradesman Coupon Books.

Purely Personal.

Isaac Gibson, the Petoskey grocer, was in town Monday.

A. Vidro, general dealer on Stocking street, is dangerously ill with la grippe.

J. N. Taylor, son of J. L. Taylor, the veteran Ionia grocer, was in town one day last week.

L. Winternitz, State agent for the Fermentum Yeast Co., spent Christmas with Chicago friends.

Fred H. Ball and wife sail from New York on Thursday on the *Trinidad* for Hamilton, Bermuda.

Thos. S. Freeman and Wm. L. Freeman were called to Freeman, Ont., last week by the serious illness of their father.

Stephen Sears has been confined to his house for the past week by la grippe and it will probably be a week before he gets out again.

John Bolt, of the firm of Boersema & Bolt, hardware dealers at Muskegon and Lakeside, was in town all last week, the guest of various friends.

A. A. Kimball, who clerked at different times for H. M. Patrick, Frank Smith and J. H. Williams, at Leroy, is now in the employ of the H. M. Loud & Sons Lumber Co., at Potts.

Wm. Widdicomb has been confined to his home with la grippe for a week past and Amos Musselman would have been in bed at the same time, if he had taken the advice of his physician.

M. Jandorf, formerly engaged in the shoe business on Canal street, has arranged to open an agency for the Fermentum Yeast Co. at Pittsburg. He will enter upon the duties of his new position about Jan. 15.

The Salt Product of Michigan.

The State Salt Inspector's annual report gives the number of barrels of salt inspected in the several districts, as follows:

Manistee	1,125,696
Saginaw	962,954
Bay	811,890
Mason	443,230
St. Clair	255,525
Iosco	239,365
Huron	47,407
Midland	40,603
Total	3,926,670

The total salt production of the State for the past thirty years has been as follows:

Prior to the year 1869	3,282,117
1869	551,288
1870	621,252
1871	728,175
1872	734,481
1873	823,346
1 74	1,026,978
1875	1,081,876
1876	1,482,729
1877	1,660,997
1878	1,855,884
1879	2,058,040
1880	2,676,588
1881	2,750,299
1882	2,037,317
1883	2,894,672
1884	3,161,806
1885	3,297,402
1886	3,677,257
1887	3,944,309
1888	3,866,228
1889	3,846,979
1890	3,838,638
1891	3,926,670
Total	56,802,410

While the production of Saginaw, Bay, Huron, Iosco and Midland counties are decreasing, that of St. Clair, Manistee and Mason counties is increasing. Manistee county produced 1,125,696 barrels during 1891, an increase of 119,171 barrels over the output of 1890. Mason county's increase over the previous year amounted to 75,607 barrels. It is claimed that Manistee county will increase its output fully 25 per cent. during 1892.

The largest single producer is the Michigan Trust Co., receiver for the R. G. Peters Salt and Lumber Co., which turned out 342,601 barrels. The next largest is the State Lumber Co., also of Manistee, whose product was 161,347 barrels.

The Belknap Wagon and Sleigh Co.

GRAND RAPIDS, MICH.

Manufacturers and Jobbers in

Road
Logging
Delivery
Pleasure

SLEIGHS.

Send for Catalogue.

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPTHA AND GASOLINES.

Office, Hawkins Block. Works, Butterworth Ave.

BULK WORKS AT

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

HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

Keep Your Feet Warm!

By Wearing PARKER'S

ARCTIC SOCKS

For Sale By

HIRTH & KRAUSE,

12 & 14 Lyon St., Grand Rapids, Jobbers of Shoe Store Supplies.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

Coupon Books

Buy of the Largest Manufacturers in the Country and Save Money.
The Tradesman Company, Grand Rapids

Old "Chalk It Down" on His Last Legs.

Written for THE TRADESMAN.

Every man to whom it is given to read the signs of the times knows right well that old "Chalk It Down" is perambulating around on his last underpinning. Since my article under the caption "They are Coming Over, One by One," was published, there has been a general awakening in every direction and "one by one" has been crowded into the background by "two by two," and the time is rapidly approaching when it will be "village by village" and "town by town," for the present movement will never cease until "tick" shall be heard no more in the land. When I say "tick," I do not mean credit in its larger commercial sense, but that foe to the eternal welfare of every retailer, old "Chalk It Down." This double extract of gall and wormwood is thorn in the the retailer's side, but it will soon "rank" its last rankle. All over our prosperous State the scales are falling from the eyes of the retailers and the first thought they gave utterance to, after regaining their sight and coming to their senses, is, "What fools we mortals be!" This is generally followed by a period of extreme mortification, during which they recount the losses and ruminate on the scars and bruises caused by the father and great-grandfather of deadbeats and the great incubator of deception and duplicity—old "Chalk it Down." At the end of this period of doing penance, the retailer seizes himself by the sag of the pants and drags himself out backwards into the back yard, and there, in the presence of the dog and a heap of decayed vegetables, administers unto himself a good fair-sized kicking. He then shakes hands with the dog (like the grocer in Charlotte) and swears an awful swear that, so far as he is concerned, the dear people, after January 1, will have to pay the cash for their groceries when they get them—*or eat hay.*

While writing this article, the writer was interrupted by a grocer in this city who came in with the windows of his soul sprinkled with blood and his whole anatomy loaded to the muzzle for bear. He left his burden in my office, and it ran like this: "I never was so blank mad in my life. What's the matter? Well, there's matter enough to make a man actually kiss his mother-in-law. Old Grubb—you know Old Grubb over on Tinker street, the man who hauls brick—well, Old Grubb got into me so far that all the forces in the land couldn't pull him out, and I had to take his horses, harness and wagon in settlement of his grocery bill. That gave me four horses to keep, with hay at $18 per ton, and nothing in the world for three of them to do. The other day I secured a job of team work at $3 per day, which would have furnished work all winter for the Grubb team, and this morning they were to begin. I had engaged Bill Fry, who owes me a grocery bill of over $30, to drive the team, but this morning Bill stepped into the store and said he guessed he wouldn't drive the team, as he had taken a job down town. The team did not report at the proper time and another was engaged and I lost the job, besides about $10 paid out in fixing up the outfit for it. Enough to make a man mad? Why, look here! A man who is blank idiot enough to keep cool and smile under such circumstances, could sit on a cake of ice in the winter time and whistle Old Hundred while his house was burning up, and he could sit on the rain trough and whittle while his wife was fishing the baby out of the cistern. Put me down on the 'no more tick' side of the question from this time on and no blank blankety *blank* blank need apply."

These experiences are very common in every business where old "Chalk It Down" is recognized. Banish him from your premises and you at once regain control of your business by keeping your capital in your own possession. Remember the old adage, "A bird in the hand is worth two in the bush," and I care not how careful you may be in extending your credits, a dollar in your own hand is worth more to you than it would be even in the hand of your most responsible debtor, while a large percentage of what your ledger calls for is absolutely worthless. But you say this is no surprise to you, it is always understood that there will be a percentage of loss, and it is provided for the same as are all expenses and unavoidable losses. Yes, this has been considered legitimate business in the past, but times are changing and men who pay will no longer submit to be victimized in this way. They will no longer support a system of doing business which compels them to not only pay for feeding and clothing their own families, but also an additional tax for the maintenance and support of the families of others who refuse or neglect to pay. This is a downright injustice and men who pay 100 cents on the dollar will no longer submit to it. "Chalk It Down" is playing out rapidly, and fortunate is the retailer who can read the signs of the times and act accordingly by setting his house in order. The voice from Brinton in last week's issue proves my position. Mr. Meader is one of these fortunate retailers who was shrewd and keen-sighted enough to perceive the drift of the times, as portrayed by THE TRADESMAN in its published communications bearing on this subject. Since adopting the true basis his trade has increased, he tells us, 25 per cent. in 30 days' time. As stated in a former article, it is the forerunners and pioneers in this retail mercantile reformation who will reap the golden harvest. Surely no retailer in Christendom can be found so stupid as to imagine for an instant that the volume of trade would be increased all around as a result of the universal adoption of the cash system. I have stated before, and I repeat here that the result of such a movement would be a diminution of the volume of trade. It is a fact which probably no one will deny that those who pay spot cash for their supplies buy less of them than those who buy on credit. There is no danger, however, of a simultaneous, universal movement of this kind, and, therefore, the more advanced thinkers who have devoted much thought to this question see their golden opportunity and are rapidly transforming their business so as to take advantage of it. It is quite evident that any man who sells a certain quantity of merchandise per annum can sell it cheaper for spot cash than where credit is more or less given. This fact, of course, is patent to the mind of every man. The popular saying that a man can sell cheaper for cash is based on the implied supposition that the *quantity* of merchandise will be the same in either case. Suppose a man is doing a business of $10,000 on the usual credit plan. He will realize a certain percentage of loss

Dry Goods Price Current.

UNBLEACHED COTTONS.

Adriatic	7	" Arrow Brand	5½
Argyle	6½	" World Wide	7
Atlanta AA	6½	" LL	5
Atlantic A	7	Full Yard Wide	6½
" H	6¾	Georgia A	6¼
" P	6	Honest Width	6¾
" D	6¾	Hartford A	5
" LL	5½	Indian Head	7¼
Amory	7	King A A	6½
Archery Bunting	4	King E C	5
Beaver Dam A A	5½	Lawrence L L	5¼
Blackstone O, 32	5	Madras cheese cloth	6¾
Black Crow	6½	Newmarket G	6
Black Rock	7	" B	5¼
Boot, AL	7¼	" N	6½
Capital A	5¼	" DD	5½
Cavanat V	5½	" X	7
Chapman cheese cl.	3¾	Noibe R	5
Clifton C R	5¾	Our Level Best	6½
Comet	7	Oxford R	6¼
Dwight Star	7¼	Pequot	7½
Clifton C C C	6½	Solar	6½
		Top of the Heap	7½

BLEACHED COTTONS.

A B C	8¼	Geo. Washington	8
Amazon	8	Glen Mills	7
Amsburg	7	Gold Medal	7½
Art Cambric	10	Green Ticket	8¼
Blackstone A A	8	Great Falls	6¼
Beats All	4½	Hope	7¾
Boston	12	Just Out	4¾@ 5
Cabot	7	King Phillip	7¾
Cabot, ⅝	6¾	" OP	7½
Charter Oak	5½	Lonsdale Cambric	10½
Conway W	7¼	Lonsdale	@ 8½
Cleveland	7	Middlesex	@ 5
Dwight Anchor	8¾	No Name	7½
" " shorts	8¾	Oak View	6
Edwards	6	Our Own	5½
Empire	7	Pride of the West	12
Farwell	7¾	Rosalind	7½
Fruit of the Loom	8¼	Sunlight	4½
Fitchville	7	Utica Mills	8½
First Prize	6½	" Nonpareil	11
Fruit of the Loom ⅝		Vinyard	8½
Fairmount	4¾	White Horse	6
Full Value	6¾	" Rock	8½

HALF BLEACHED COTTONS.

Cabot	7¾	Dwight Anchor	9
Farwell	8		

UNBLEACHED CANTON FLANNEL.

Tremont N	5½	Middlesex No. 1	10
Hamilton N	6½	" " 2	11
" L	7	" " 3	12
Middlesex AT	8	" " 7	18
" X	9	" " 8	19
" No. 25	9		

BLEACHED CANTON FLANNEL.

Hamilton N	7½	Middlesex A A	11
Middlesex P T	8	" 2	12
" A T	9	" A O	13½
" X A	9	" 4	17½
" X F	10½	" 5	16

CARPET WARP.

Peerless, white	18	Integrity, colored	21
" colored	20½	White Star	18½
Integrity	18½	" " colored	21

DRESS GOODS.

Hamilton	8	Nameless	20
"	9	"	25
"	10½	"	27½
G G Cashmere	21	"	30
Nameless	16	"	32½
"	18	"	35

CORSETS.

Coraline	$9 50	Wonderful	$4 50
Schilling's	9 00	Brighton	4 75
Davis Walsts	9 00	Bortree's	9 00
Grand Rapids	4 50	Abdominal	15 00

CORSET JEANS.

Armory	6¾	Naumkeag satteen	7½
Androscoggin	7¾	Rockport	6½
Biddeford	5	Conestoga	6¾
Brunswick	6½	Walworth	6¾

PRINTS.

Allen turkey reds	5½	Berwick fancies	½
" robes	5½	Clyde Robes	5
" pink & purple	6½	Charter Oak fancies	4½
" buffs	6	DelMarine cashm's	6
" pink checks	5½	" mourn'g	6
" staples	5½	Eddystone fancy	6
" shirtings	3¾	" chocolat	6
American fancy	5¼	" rober	6
American indigo	5¼	" sateens	6
American shirtings	3¾	Hamilton fancy	6
Argentine Grays	6	" staple	5½
Anchor Shirtings	4¼	Manchester fancy	6
Arnold "	6½	" new era	6
Arnold Merino	6	Merrimack D fancy	6
" long cloth B	10½	Merrim'ck shirtings	4
" " " C	8½	" Reppfurn	8½
" century cloth	7	Pacific fancy	6
" gold seal	10½	" robes	6½
" green seal TR	10½	Portsmouth robes	6
" yellow seal	10½	Simpson mourning	6
" serge	11½	" greys	6
" Turkey red	10½	" solid black	6
Ballou solid black	5	Washington indigo	6
" " colors	5½	" Turkey robes	7½
Bengal blue, green,		" India robes	7½
red and orange	5½	" plain T'ky X ¾	8½
Berlin solids	5½	" " " X	10
" oil blue	6½	" Ottoman Turkey red	6
" " green	6½	Martha Washington	
" Foulards	5½	Turkey red ⅝	7½
" red ¾	7	Martha Washington	
" " ⅞	9½	Turkey red	9½
" " 4 4	10	Riverpoint robes	5
" " 3-4XXXX	12	Windsor fancy	6½
Cocheco fancy	6	" gold ticket	
" madders	6	indigo blue	10½
" XX twills	6½		
" solids	5¾		

TICKINGS.

Amoskeag A C A	12½	A C A	12½
Hamilton N	7½	Pemberton AAA	16
" D	8½	York	10½
" Awning	11	Swift River	7½
Farmer	8	Pearl River	12
First Prize	11½	Warren	13
Lenox Mills	18		

COTTON DRILL.

Atlanta, D	6¾	Stark A	8
Boot	6¾	No Name	7½
Clifton, K	6½	Top of Heap	10

SATINES.

Simpson	20	Imperial	10½
"	18	Black	9@ 9½
"	16	" BC	@10
Coechco	10½		

DEMINS.

Amoskeag	12½	Columbian brown	12
" 9 oz	13½	Everett, blue	12
" brown	13	" brown	12
Andover	11½	Haymaker blue	7¾
Beaver Creek AA	10	" brown	7¾
" BB	9	Jaffrey	11½
" CC		Lancaster	12½
Boston Mfg Co. br.	7	Lawrence, 9 oz	13½
" blue	8½	" No. 220	13
" d & twist	10½	" No. 250	11½
Columbian XXX br.	10	" No. 280	10½
" XXX bl.	19		

GINGHAMS.

Amoskeag	7¼	Lancaster, staple	6¾
" Persian dress	8½	" fancies	7
" Canton	8½	" Normandie	8
" AFC	12½	Lancashire	6¼
" Teazle	10½	Manchester	5¾
" Angola	10½	Monogram	6½
" Persian	8½	Normandie	7½
Arlington staple	6¼	Persian	8½
Arasapha fancy	4¾	Renfrew Dress	7½
Bates Warwick dres	8½	Rosemont	6½
" staples	6½	Slatersville	6
Centennial	10½	Somerset	7
Criterion	10½	Tacoma	7½
Cumberland staple	5½	Toil du Nord	10½
Cumberland	5	Wabash	7½
Essex	4½	" seersucker	7½
Elfin	7½	Warwick	8½
Everett classics	8½	Whittenden	6¾
Exposition	7¾	" heather dr.	8
Glenarie	6¼	" indigo blue	9
Glenarven	6¾	Wamsutta staples	6¾
Glenwood	7½	Westbrook	8
Hampton	6½	"	10
Johnson Chalon cl	½	Windermeer	5
" indigo blue	9½	York	6¾
" zephyrs	16		

GRAIN BAGS.

Amoskeag	16½	Valley City	15¾
Stark	19½	Georgia	15¾
American	16½	Pacific	14½

THREADS.

Clark's Mile End	45	Barbour's	88
Coats', J. & P.	45	Marshall's	88
Holyoke	22½		

KNITTING COTTON.

	White.	Colored.		White.	Colored.
No. 6	33	38	No. 14	37	42
" 8	34	39	" 16	38	43
" 10	35	40	" 18	39	44
" 12	36	41	" 20	40	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

DOMET FLANNEL.

Nameless	8 @ 9½	"	9 @10½
"	8½@10	"	12½

CANVASS AND PADDING.

Slate.	Brown.	Black.	Slate.	Brown.	Black.
9½	9½	9½	13	13	13
10½	10½	10½	15	15	15
11½	11½	11½	17	17	17
12½	12½	12½	20	20	20

DUCKS.

Severen, 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		

SILESIAS.

Slater, Iron Cross	8	Pawtucket	10½
" Red Cross	9	Dundie	9
" Best	10½	Bedford	10½
" Best AA	12½	Valley City	10½
L	7½	KK	10½
G	8½		

SEWING SILK.

Corticelli, doz	75	Corticelli knitting,	
twist, doz	37½	per ½oz 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 3½	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
Crowely's	1 35	Gold Eyed	1 50
Marshall's	1 00		

TABLE OIL CLOTH.

5—4	2 25	6—4	3 25
"	2 10	"	3 10
5—4	1 95	6—4	2 95

COTTON TWINES.

Cotton Sail Twine	28	Nashua	18
Crown	12	Rising Star 4-ply	17
Domestic	18½	" 3-ply	17
Anchor	16	North Star	20
Bristol	13	Wool Standard 4 ply	17½
Cherry Valley	15	Powhattan	18
I X L	18½		

PLAID OSNABURGS

Alabama	6¾	Mount Pleasant	6½
Alamance	6½	Oneida	5
Augusta	7½	Prymont	5¾
Ar sapha	6	Randelman	6
Georgia	6¾	Riverside	5¼
Granite	5¾	Sibley A	6¼
Haw River	5	Toledo	6
Haw J	5		

on the credit extended, which must be provided for, as are all other expenses and losses, by the margin of profit placed on the goods. Suppose that this man is one of the advanced thinkers mentioned above, and he concludes to transform his business over on a cash basis. He will reason something like this: "My bad debt losses, collecting expenses, booking expenses, and losses from being unable to disconnt my bills, amount to so much in dollars and cents. Now, if I adopt the cash system and sell the same *quantity* of goods I do under the present system, I can mark them down to the full extent of this large sum, giving my customers the benefit of it, and make the same money I am now making and do it much easier and more satisfactorily. Of course, the most of my credit customers will leave me, and, in order to sell the same quantity, I shall have to draw new trade to make up for it. I will be the first on my street or in the village to adopt the cash plan and I will have the whole territory to draw from. My chances are better now than they will be later on after others have adopted it. I realize the fact that it is far easier to *hold* trade than it is to coax it away from others; and, therefore, while the coast is clear, I will step in, occupy and establish my new trade, relying upon my *reduced prices and sound business principles* for success."

Mr. Meader is only one of scores of merchants who could vouch for the soundness of the above reasoning and the successful result of the conclusion it led to.

E. A. OWEN.

How to Ruin a Husband.

From the Cincinnati Commercial Gazette.

He had a wife.
His salary was $2,500 per annum.
But she complained.
She wanted a better house.
Better clothes.
Nothing fit to go out in.
No country cottage.
Nor carriage.
Nor society.
She coveted a place on the ragged edge of the 400.
She kept it up
Night and day,
And moaned and
Wept.
He lacked style also,
As well as new clothes every six weeks, and various other things.
He knew how his employer made several hundred daily on the street.
A thousand or so would not be missed for a few hours.
So he took it and went up the street and won.
She got her sealskin.
He took more and lost.
More yet.
Defalcation discovered.
He wears the penitentiary check.
Others are going, too.
Beware.
Better is a modest room up two pairs of back stairs than a cell in jail.

Use Tradesman Coupon Books.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.
D. A. ODGETT, Vice-President.
H. W. NASH, Cashier

CAPITAL, - - - $300,000.

Transacts a general banking business.

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

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.	
First Quality, S. B. Bronze	$ 7 50
" D. B. Bronze	12 00
" S. B. S. Steel	8 50
" D. B. Steel	13 50

BARROWS.	dis.
Railroad	$ 14 00
Garden	net 30 00

BOLTS.	dis.
Stove	50&10
Carriage new list	75
Plow	40&10
Sleigh shoe	70

BUCKETS.	
Well, plain	$ 3 50
Well, swivel	4 00

BUTTS, CAST.	dis.
Cast Loose Pin, figured	70&
Wrought Narrow, bright 5ast joint	60&10
Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70

BLOCKS.	
Ordinary Tackle, list April 17, '85	60

CRADLES.	
Grain	dis. 50&02

CROW BARS.	
Cast Steel	per lb 5

CAPS.	
Ely's 1-10	per m 65
Hick's C. F	" 60
G. D	" 35
Musket	" 60

CARTRIDGES.	
Rim Fire	50
Central Fire	dis. 25

CHISELS.	dis.
Socket Firmer	70&10
Socket Framing	70&10
Socket Corner	70&10
Socket Slicks	70&10
Butchers' Tanged Firmer	40

COMBS.	dis.
Curry, Lawrence's	40
Hotchkiss	25

CHALK.	
White Crayons, per gross	12@12½ dis. 10

COPPER.	
Planished, 14 oz cut to size... .. per pound	28
" 14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	25

DRILLS.	dis.
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50

DRIPPING PANS.	
Small sizes, ser pound	07
Large sizes, per pound	6½

ELBOWS.	
Com. 4 piece, 6 in	doz. net 75
Corrugated	dis 40
Adjustable	dis. 40&10

EXPANSIVE BITS.	dis.
Clark's, small, $18; large, $26	30
Ives', 1, $18; 2, $24; 3, $30	25

FILES—New List.	dis.
Disston's	60&10
New American	60&10
Nicholson's	60&10
Heller's	50
Heller's Horse Rasps	50

GALVANIZED IRON.

Nos. 16 to 20;	22 and 24;	25 and 26;	27	28
List 12	13	14	15	18

Discount, 60

GAUGES.	dis.
Stanley Rule and Level Co.'s	50

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

HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4½ 14 and longer	3½
Screw Hook and Eye, ½	net 10
" " " ⅝	net 8½
" " " ¾	net 7½
" " " ⅞	net 7½
Strap and T	dis. 50

HANGERS.	dis.
Barn Door Kidder Mfg. Co., Wood track	50&10
Champion, anti-friction	60&10
Kidder, wood track	40

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

HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 33⅓&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

LEVELS.	dis.
Stanley Rule and Level Co.'s	70

KNOBS—New List.	dis.
Door, mineral, jap. trimmings	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
Branford's	55
Norwalk's	55

MATTOCKS.	
Adze Eye	$16.00, dis. 60
Hunt Eye	$15.00, dis. 60
Hunt's	$18.50, dis. 20&10.

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

MILLS.	dis.
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30

MOLASSES GATES.	dis.
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25

NAILS

Steel nails, base	1 80
Wire nails, base	2 00

Advance over base:	Steel.	Wire.
60	Base	Base
50	Base	10
40	05	20
30	10	20
20	15	30
16	15	35
12	15	35
10	20	40
8	25	50
7 & 6	40	65
4	60	90
3	1 00	1 50
2	1 50	2 00
Fine 3	1 50	2 00
Case 10	60	90
" 8	75	1 00
" 6	90	1 25
Finish 10	85	1 00
" 8	1 00	1 25
" 6	1 15	1 50
Clinch 10	85	75
" 8	1 00	90
" 6	1 15	1 00
Barrell ⅝	1 75	2 50

PLANES.	dis.
Ohio Tool Co.'s, fancy	@40
Sciota Bench	@60
Sandusky Tool Co.'s, fancy	@40
Bench, first quality	@60
Stanley Rule and Level Co.'s, wood	&10

PANS.	
Fry, Acme	dis. 60—10
Common, polished	dis. 70

RIVETS.	dis.
Iron and Tinned	40
Copper Rivets and Burs	50—10

PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20

Broken packs ¼c per pound extra.

ROPES.	
Sisal, ½ inch and larger	7½
Manilla	12½

SQUARES.	dis.
Steel and Iron	75
Try and Bevels	60
Mitre	20

SHEET IRON.

	Com. Smooth.	Com.
Nos. 10 to 14	$4 05	$2 95
Nos. 15 to 17	4 05	3 05
Nos. 18 to 21	4 05	3 05
Nos. 22 to 24	4 05	3 15
Nos. 25 to 26	4 25	3 25
No. 27	4 45	3 35

All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra

SAND PAPER.	
List acct. 19, '86	dis. 50

SASH CORD.	
Silver Lake, White A	list 50
" Drab A	" 55
" White B	" 50
" Drab B	" 55
" White C	" 35

Discount, 10.

SASH WEIGHTS.	
Solid Eyes	per ton $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

TRAPS.	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	62½
Coppered Spring Steel	50
Barbed Fence, galvanized	3 35
" painted	2 85

HORSE NAILS.	
Au Sable	dis. 25&10@25&10&05
Putnam	dis. 05
Northwestern	dis. 10&10

WRENCHES.	dis.
Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10

MISCELLANEOUS.	dis.
Bird Cages	50
Pumps, Cistern	75
Screws, New List	70&10
Casters, Bed and Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65

METALS.

PIG TIN.	
Pig Large	26c
Pig Bars	28c

ZINC.	
Duty: Sheet, 2½c per pound.	
600 pound casks	6¾
Per pound	7

SOLDER.	
½@½	16
Extra Wiping	15

The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

ANTIMONY	
Cookson	per pound 16
Hallett's	" 13

TIN—MELYN GRADE.	
10x14 IC, Charcoal	$ 7 50
14x20 IC, "	7 50
10x14 IX, "	9 25
14x20 IX, "	9 25

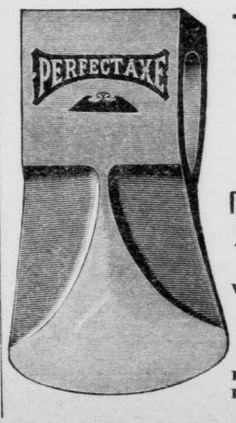
Each additional X on this grade, $1.75.

TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal	$ 6 75
14x20 IC, "	6 75
10x14 IX, "	8 25
14x20 IX, "	9 25

Each additional X on this grade $1.50.

ROOFING PLATES	
14x20 IC, " Worcester	6 50
14x20 IX, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " Allaway Grade	6 00
14x20 IX, " " "	7 50
20x28 IC, " " "	12 50
20x28 IX, " " "	15 50

BOILER SIZE TIN PLATE.	
14x28 IX	$14 00
14x31 IX	15
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 Mf'g Co, Louisville, Ky.

We carry a good stock of these axes a d 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.

Subscription Price, One Dollar per year, payable strictly in advance.
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E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 30, 1891.

THEORY VS. PRACTICE.

In theory, the trades union—like the co-operative store—is all right; in practice, the power usually falls into the hands of the worst element, and often into the hands of men not in any way interested in the issue. In the recent street car strike in this city, for instance, the manipulation from first to last was done by men who never had been in the employ of the street railway company; in fact, their means of earning a living was questionable, and had been for some time. Yet these men, through the agency of an organization—with only good intentions in its by-laws—fomented and maintained a strike for the personal gain there was in it. They blackmailed the merchants and intimidated the victims. Sympathy for "the cause" was the war cry.

Really, the whole fabric of trade unionism is a bunko game of huge proportions—the public is plundered, the employes are stool pigeons, "the cause" is the deep pocket of the "steerer." Whether the issue is successful or not makes no difference to the "steerer;" he makes money either way. The longer the strike can be prolonged the greater the gain to him. So cleverly does he play the game that, even after it is all over, no auditing of the accounts is necessary, the money which the public contributed is gone, but the "steerer" still remains and continues to pose as the friend of labor.

ANOTHER STRIKE FAILURE.

The Associated Press announces the utter collapse of the miners' strike in Indiana, the men having gone back to work at the old wages after an enforced idleness of two months, although the majority of the workmen were satisfied with their wages but dare not disobey the commands of the trades union leaders who fomented and "conducted" the strike. The loss to the men in wages is estimated at $875,000, while the mining companies, transportation lines and other enterprises connected with the mines suffered a loss fully as great as the men. Aside from the enormous loss in wages, the men are not in as good shape as they were before the strike, as the mine owners have lost many contracts as a result of the strike and it will take them many months to work their way back into the market.

Careful readers of the daily press will note that every strike of any consequence which has been ordered by the trades union leaders of late has ended in disaster for the strikers, and this result will probably mark every contest of the kind in which men of good intentions permit venal and unscrupulous representatives to lead them around by the nose, while the leaders are waxing fat on the contributions poured in on all sides.

BEGIN THE NEW YEAR EVEN.

Considering that the subject of arrearage is not broached in these columns oftener than once a year, THE TRADESMAN assumes that its readers will bear with it in this appeal for the amounts due on subscription. About two thousand subscribers are in arrears, their indebtedness aggregating between two and three thousand dollars. To each of these the amount is small, but its payment will enable the publishers to make the paper better and brighter, and thus result to the benefit of all concerned. Let there be a prompt and general response to this appeal!

Those who are interested in having good roads in towns and cities, as well as in the country, will rejoice to know that the city of Kingston, N. Y., having passed a "wide-tire ordinance," to prevent its paved and macadamized streets from being cut to pieces by heavily loaded wagons carrying their loads upon narrow tires, has come off victorious in a legal contest, in which the validity of the ordinance was attacked. It is an undoubted fact that the width of the tires upon wagons can be so proportioned to the loads carried as to do no harm to roads, and in fact so that every such wagon passing over the road will improve it rather than injure it in most cases. It is to the best interests of all that such ordinances should be passed and enforced everywhere. The importance of good roads is becoming quite generally recognized, and it is not fair that the people's money should be taken to build them, only to have them cut to pieces by wagons carrying loads on such narrow tires as to make the pressure per unit of area more than any road can stand. Mechanics have long ago grappled with this problem in various ways, so far as it applies to machinery, and have found that, when a given weight is to be sustained, enough bearing surface must be provided, so that the pressure will not become too great for the material to be employed. If it is a locomotive, enough pairs of drivers are put under it to attain the desired total weight upon drivers, without exceeding the desired weight upon any single pair. Wagon makers should adopt the same plan, and if they are not willing to do this, then the law should compel them to do it.

The cheese make in the United States for 1891 has been smaller than usual, but larger than ever before in Canada. The market at Utica, N. Y., the great cheese center of the Eastern States, went as low as 7¾ cents per pound for two weeks in July and one in August, against 7 cents as the lowest price last year in August. In September and October prices were firm at 9½ cents, but early in November jumped to 10 and then to 11½, owing to the demand from domestic buyers for the home trade, who, at that late date, discovered the shortage in cheese. This is the secret of the advance in the fall and early winter and clearly shows that home trade is the best factor and that without it cheese making could not be maintained in the United States. Cheese was never more closely sold up, and while some factories will run well into the winter, the outlook is for still better prices and for a splendid condition of the cheese trade when the season opens next year.

A great many dealers give as an excuse for not renovating their stores and introducing some modern conveniences and improvements that they fear such an innovation would affect the old associations of some of their old customers. The customers who continue their patronage to a store because it is the remains of a day gone by, because it is dingy and uninviting, must be queer old fossils indeed, and the question arises to what extent are they likely to be patrons of a store? Meanwhile who is to secure the trade of the young people with modern ideas, who appreciate innovations, and who are buying goods all the time?

It never pays a man to quarrel with his bread and butter, but the proprietor of a certain hotel in the vicinity of Hart has evidently placed himself in a position where he will get very little butter on his bread. Having continually villified the traveling man in his capacity as exponent of P. of I. principles, he now solicits the traveler's patronage, but the amount he gets will probably never make him rich. This is hardly a case of bread on the waters, more nearly resembling the adage about chickens coming home to roost.

When a merchant gets to that point that he admits confidentially to himself that he has no business in the business, it is high time that he studied up and learned the business, or got out of the business and left the opening for a man of more business.

Do not wait on your customers as though you were their superiors, neither as though they were the superiors of yourself. A respectable merchant is just as good as any other respectable citizen, and not a whit better.

The retail dealer who makes an engagement with a traveler, necessitating the latter to wait over a train and then fails to keep the engagement, without justifiable excuse, should thereafter be ignored by the entire fraternity.

One touch of grip makes the whole world shake.

Good Words Unsolicited.

Philip B. Kirkwood, druggist and book-seller, Negaunee: "Enclosed find $2 to apply on subscription. I read a great many journals, but I honestly think I would part with many of them before I'd let THE TRADESMAN go. Success to you."

Mrs. L. Hoekstra, grocer, Kalamazoo: "We did not get our copy of THE TRADESMAN this week and it seems lonesome without it. I don't know how we can do business without it."

J. R. Vance, general dealer, Afton: "May it live long and prosper, is our wish."

L. Lott & Bro., produce dealers, Elmdale: "We cannot get along without THE TRADESMAN."

S. M. Meader, general dealer, Brinton: "Enclosed please find $1 to pay my subscription to your valuable paper, THE TRADESMAN, a paper which every merchant should have. I find it is full of suggestions and thoughts which give a person in trade a good many new ideas which he would not otherwise have thought of."

W. R. Dennis & Co., jobbers of hats and furnishing goods, Kansas City, Mo.: "It is a very friendly caller."

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.

The Adulteration of Coffee and Tea.

The subject of food adulteration has been reviewed again by the frequent reports in the daily press of the discovery of large lots of spurious coffee. The extent of the distribution of adulterated food products has been somewhat magnified by the sensational character of these articles. Still there is sufficient grounds to warrant the grocery trade in taking early precaution against handling this stuff. We have found in an article written by Gullford L. Spencer, of the United States Department of Agriculture some valuable information regarding the adulteration of these two staples and hints as to its detection. He says that the spurious coffees which are now on the market in many states, are examples of so-called substitutes which have nothing in common with the food imitated, and whose sole object is fraud. These spurous coffees are usually moulded in imitation of the genuine beans, and are generally composed of cereals with sometimes a little chicory, and it is even stated mineral substances which are exceedingly deletorious.

In order to prepare a scheme for detecting foreign matters, a careful chemical and microscopical study of the genuine coffee is first made. From this we ascertain certain peculiarities of composition, such as the presence of an alkaloid, a tannin, an oil, etc., and among the inorganic constituents, a very low percentage of silica. The physical characteristics of the bean are also studied. The microscope reveals a structure which is peculiar to coffee and which can readily be identified. The chemical and microscopical studies are then extended to substances which are probable adulterants and any peculiarities are noted. Known mixtures of genuine coffee and these possible adulterants are now prepared, and experiments are made in estimating the relative proportions of the substances forming the mixture. Certain of these substances may contain some constituent which is not present in coffee and which may be readily detected; for example, the starch of cereals.

By noting these peculiarities, a scheme for the examination of coffees is prepared and by means of positive and negative tests, the composition of the sample is ascertained. A number of tests are always applied in order to avoid any possible error.

Coffee is at present subject to a very extensive adulteration. Flour, crackers, and almost any cereal, probably in a damaged condition and which would otherwise be lost, are made into a dough and moulded into the form of coffee beans. The spurious beans are then baked or roasted or else colored in imitation of green coffees. The roasted artifiicial coffees are generally heavier than the genuine and will sink in water while the latter float. There are, however, some exceptions to this, necessitating the use of a solution of but little greater specific gravity than that of coffee. Alcohol is usually employed for this purpose, but must be diluted to forty per cent. by volume. Artificial coffees can be detected in unground samples by a careful examination and separation of all beans which do not have a portion of the fine membrane with which they were originally invested, still adhering in the cleft. The suspected beans should be cut open and the structure examined. The uniform structure of the artificial coffee is very distinctive and after comparison with that of genuine coffee can never be mistaken for the latter.

Pure ground, roasted coffee will float on cold water, coloring it very slightly and slowly, while bogus coffee, chicory, roasted cereals, etc., sink, coloring the water quickly. Chicory is very easily detected by the test, since the particles in sinking leave a trail of color behind them. Cereals, when "light roasted," may escape detection by the water test, but they respond readily to iodine, giving the characteristic reaction for starch. A hot water extract of the adulterated sample containing cereals, or other starch bodies, when filtered, cooled, acidulated with sulphuric acid and declorized by per magnate of potassium, will show a blue color on the addition of tincture of iodine. Chicory contains no starch,

hence if the water is quickly colored and iodine does not give the characteristic reaction, chicory is probably present. The microscopic examination will reveal the presence of starches, if cereals, acorns, peas, or beans constitute the adulterant, and generally sufficient relics of the original structures of these substances will escape destruction in the roasting process for their identification. The presence of chicory is also finally verified by the microscope.

These remarks in regard to the estimation of the extent of adulteration in coffees, apply with equal force to teas. In general the addition of foreign substances can be easily detected, but the proportion of these substances cannot be so readily ascertained, if at all, in many cases. The methods of detecting the adulterants of teas depend largely upon the microscope. The genuine tea leaves should be moistened, spread upon a glass plate, and the venation and serration noted. A microscopic examination and comparison of the *stomata* of the tea leaf with those of other leaves show the former to be quite distinctive. Stone cells are stated to be always present in tea leaves.

These indications are sufficient for the detection of foreign leaves when present in a sample, but they should be supplemented by a chemical examination. This examination will show the presence or absence of certain constituents of the tea leaves and, in the case of a low percentage of soluble matter, will call attention to the probable use of spent leaves. The presence of foreign astringents would also indicate spent leaves, since the strength abstracted in brewing the tea must be compensated for in preparing the exhausted leaves for use as an adulterant.

A form of adulteration of teas which is quite common is the coloring of the leaves, a practice termed "facing." This consists in coating the leaves with a preparation usually composed largely of powdered soapstone with Prussion blue or Indigo for green teas and plumbago for black teas. Other pigments are also sometimes used. From the fact that almost all of our green and many black teas are subjected to this treatment, the coloring matters being inert, the practice has not been considered a form of adulteration and is not even prohibited by the United States Tea Act. The facing of teas is solely for the purpose of deception, there being absolutely nothing in the favor of practice, hence it certainly is an adulteration and should be so considered.

A reliable authority states that the facing may amount to as much as from two to three per cent. of the weight of the tea. In such cases of excessive facing, the coloring matter should be classed with other adulterants which increase the weight of the product without corresponding advantage.

It is popularly supposed that green and black teas are from different varieties of the plant or that copper is used in coloring the former. On the contrary, the color is the result of the method of curing the leaves and is not due to pigments or differences in that plant itself. The leaves are dried in bamboo trays, and not upon copper plates. A large number of analyses of teas, by the writer and others, has failed to detect the presence of copper in a single instance.

The admixture of spent or exhausted tea leaves is a form of adulteration which is not always easy of detection. These leaves are dried and faced before use for this purpose. Spent leaves are detected by their frayed appearance, and the low percentage of soluble constituents remaining in the sample. In making this comparison, a table showing the maxima and minima percentages of these constituents in pure teas is necessary.

Coffees, unlike teas, are unfortunately especially subject to adulteration and to treatment for the purpose of substituting one grade for another. More than ninety per cent. of the samples of ground coffees purchased in the cities of Washington and Baltimore in connection with the Department's investigations, were adulterated. A few of the genuine ground coffees had little claim to this title except the fact that they were composed of screenings and refuse coffee.

Spurious coffees are probably mixed with the genuine by the roaster and sold to the small dealers who are often unaware of the fraud. The profit to the mixer must be enormous since the adulterants are wholesaled at prices ranging from four cents per pound upward, the imitation coffee beans selling at approximately ten cents per pound. These latter are largely imported from Germany and are admitted as "coffee-substitutes," paying two cents a pound duty. It seems strange that an article possessing none of the properties of coffee, and whose very appearance is suggestive of fraud, should be admitted under any conditions. The large profits in this manufacture have tempted American enterprise and now a better imitation coffee is produced in this country than in Germany.

Keep Out of Debt.

From the Philadelphia Ledger.

Everyone who has a fixed income of any kind can and ought so to regulate his expenditures as to bring them within it. This is a habit which should be inculcated in the very earliest years. The child with an allowance for its pleasures, be it ever so small, should never be suffered to exceed it, or to draw upon the future. The youth should be taught to undergo self-denial rather than to borrow the money to obtain a gratification. There is more true independence in this lesson than in hundreds of shouts or boasts of liberty which too often only convey the idea of casting off duty and obligation. Such instruction, however, will be useless while example points the other way The father and mother who live beyond their means, who incur debt for the pleasures of the table, or for dress, or for the vanity of competing with neighbors and keeping up a certain style of living, or for private indulgence of any kind, need never expect to cultivate in their child an honorable determination to owe no man anything.

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Parentage in Education.

The lawyer and the surgeon must study their profession; the merchant must know the laws of commerce; the mechanic must learn his trade; it is only parents who accept duties they are quite ignorant of, and who give life ere they have comprehended the laws that govern it. Does any of our schools and colleges include in its "course" special instruction on the duties of fathers and mothers? And yet the world, at its present stage of progress, ought not to leave its children to chance—to ignorant mothers and careless nurses and all the unconsidered cruelties born of ignorance and want of thought.

There is something pitiful in seeing a young, thoughtless mother with an unfolding soul and body to deal with. What no knowledge is sufficient for. her inexperience accets with a confident presumption. Is it any wonder that without consideration the natural emotions of children are checked, and their sense of right wounded? They are authoritatively forbid to play, though play isthe first poetry of life. They are told "not to play with other children;" though only children—or very good men and women—are fit to play with children. They are bidden to do things with either threats or bribes. They are told medicine is not bitter, when it is bitter; or that something will not hurt, when it does hurt. Parents insist on their children's truthfulness, and yet set them constant examples of social and domestic equivocation. They are reproved for crying, under pain, or for being angry under a sense of injustice, when every day they see their parents give place to unreasonable anger or impatience with trifling annoyances.

Intellectually the ignorance of parents is frequently as fatal to the proper development of children. Primers are put into little hands, that ought to know only the hoop or the skipping-rope; for no child wants books until it has exhausted the wonders of the house, the streets and the woods. What can a primer teach a child in comparison with a mother who answers patiently the never-ending questions of a curious child? Is she making bread? What a story she may tell of the wheat fields and the mill! A pinch of salt may make a fairy-tale of mines and miners. The log of wood, the bit of coal, the lump of sugar, the tea, the spice, the bunch of raisins — what wondrous things can be told of them! What does a child want with a book until these household tales are exhausted? And the store windows and the men building houses and the wonders of the sea-coast? Truly, the mother is the only primer the child needs until it is at least seven years old, and yet how often its questions are met with an injunction "not to bother" or a command to "go to its nurse."

And yet children are the hope of the world. They come to us bearing gifts for posterity. Is it possible, then, for fathers and mothers to be too sensible of the gravity and importance of their stewardship for the future?

AMELIA E. BARR.

Jealousy of the Rich.

Jealousy of the rich is a growing and most dangerous habit. What a man has —his earnings—his accumulations are no longer his own. Unbalanced and unfair people form themselves into a committee for the management of other people's estates. This foul thought strikes at the very roots of all industry and savings. The modest depositor in a savings bank equally with the millionaire is expected to stand and deliver when loafers make their demands. "In whatsoever state I am, therewith content" is the grand old rule. Jealousy and covetousness are twins and both thieves. Yesterday a rich miser was attacked because he wouldn't fork over. To-day a Wall street millionaire is dynamited because he hesitates to draw his check for a million. To-morrow somebody else will be approached to make division, to be forced against his will, into liberal and instant distribution. This is a great evil and the best medicine for its cure is honest hard work, contentedly undertaken. Every man who has a V an X or a C in his pocket hates all this kind of thing. Abraham Lincon used to say "Root, hog, or die." Idlers and spendthrifts feel aggrieved when the industrious and the prudent refuse to divide with them. A high authority told the world long ago that the man or woman who would not work shouldn't eat. It is a good wholsome rule for these times, when so many are trying to live by their wits (such as they are) rather than by their hands or muscle. And this feeling of jealousy, indulged, in the end destroys body and soul and keeps one from making money. Ishmaelites never prosper. And we may be allowed to repeat what we have before said in these columns more than once. How miserably off the poor are in those communities where there are no rich. Think this matter over for yourself, and after through with it we are sure thanks will be offered for the blessings of our benefactors and the rich. We don't know every-thing, but we are pretty clear on this that no covetous person will ever be in heaven. The rich minister's money and the millionaire's money is giving employment—daily bread —to tens of thousands of hard, willing, singing workers.

Hold Your Own.

No matter to what we give our attention we find fierce competitors obstructing our progress. Our course through this world is not a bed of roses. We found it so in the class at school, in our love affairs and in business circles. There in our front is a competitor doing his level best to take the plums away from us. That worker is entitled to credit, and he gets it sure, who stands well in his lot, defying those who would upset him.

Thn wise merchant's first and last enquiry is: How can I get customers and keep them—keep them from my rival, who is offering large inducements to coax them away? One needs a clear brain, much keen thought and good planning to hold his own in this cruel world. It is, indeed, no child's play. Anywhere and in all things it is a struggle. Mr. So-and-so is a very nice gentleman, pleasant when met, but every time he feels better inside his own skin when he and not you sells the bill of goods at a good profit. It is human nature.

The wide-awake farmer doesn't start so early in the morning to market to sell your load of turnips but to get ahead of you and sell his own. It is so all along the line. A competitor keeps us astir. The orator, writer and songster aim to put their best foot forward and carry off the prize against all comers. There is in this city five or six immense establishments from which family demands for dry goods and other articles are supplied. The windows and bargain counters are used in these stores for all they are worth to entice and hold customers. Those who succeed in this creep gradually to the top. The crowds going in are continually on the increase. Bigger crowds mean larger profits.

Suppose there is a vacancy anywhere. It may be in the pulpit, on the press, or in some large mercantile concern. There are many applicants, bnt it is the best man who generally gets there. And what harm can competitors do the best man? None at all. Be the best, then, and take the prize. Hold your own by energy, foresightedness and goodness. Be like a general with the foe in front of him.

Business Healthy, But Not Booming.

Those who expect a decided boom in business after the holidays, or any time during next year, for that matter, will probably be disappointed. Everything points to prosperous times, but an enormous buying movement is not likely to come, in any line. All things considered, this is best for the country at large, and probably for individuals and firms. A good volume of business with reasonable profits and prime collections is to be preferred to a boom, during which buyers are apt to order in excess of their ability to pay, and which is bound to leave behind a corresponding season of depression. Booms make panics, as is plainly shown by the financial history of this and every other country. If we wish to avoid the latter evil, we should not too much encourage the former and partial, good. Business does not promise to be phenomenal during the coming year, which is all the more reason for predicting that it will be good.

The Drug Market.

Opium is a trifle easier. Morphia is unchanged. Large sales of quinine at advanced prices have been made in New York and it is rumored that a combine is being formed by foreign markets. Bromide of potash is tending higher.

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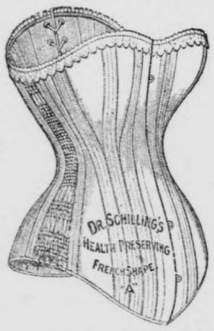

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BALSAMUM.

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Cinchona Flava	18
Euonymus atropurp	30
Myrica Cerifera, po	20
Prunus Virgini	12
Quillaia, grd	14
Sassafras	14
Ulmus Po (Ground 12)	10

EXTRACTUM.

Glycyrrhiza Glabra	24@ 25
" po	33@ 35
Haematox, 15 lb. box	11@ 12
" 1s	13@ 14
" ½s	14@ 15
" ¼s	16@ 17

FERRUM.

Carbonate Precip	@ 15
Citrate and Quinia	@3 50
Citrate Soluble	@ 80
Ferrocyanidum Sol	@ 50
Solut Chloride	@ 15
Sulphate, com'l	1½@ 2
" pure	@ 7

FLOR.

Arnica	22@ 25
Anthemis	30@ 50
Matricaria	25@ 30

FOLIA.

Barosma	20@ 50
Cassia Acutifol, Tinnivelly	25@ 28
" " Alx.	35@ 50
Salvia officinalis, ¼s and ½s	12@ 15
Ura Ursi	8@ 10

GUMMI.

Acacia, 1st picked	@ 80
" 2d "	@ 60
" 3d "	@ 40
" sifted sorts	@ 30
" po	60@ 80
Aloe, Barb, (po. 60)	50@ 60
" Cape, (po. 20)	@ 12
" Socotri, (po. 60)	@ 50
Catechu, 1s, (½s, 14 ¼s, 16)	@ 1
Ammoniac	55@ 60
Assafœtida, (po. 35)	@ 28
Benzoinum	50@ 55
Camphorae	50@ 53
Euphorbium po	35@ 10
Galbanum	@3 50
Gamboge, po	75@ 80
Gualacum, (po 30)	@ 25
Kino, (po. 25)	@ 20
Mastic	@ 90
Myrrh, (po 45)	@ 40
Opii, (po. 3 20)	2 10@2 15
Shellac	25@ 35
" bleached	30@ 35
Tragacanth	30@ 75

HERBA—In ounce packages.

Absinthium	25
Eupatorium	20
Lobelia	25
Majorum	28
Mentha Piperita	23
" Vir	25
Rue	30
Tanacetum, V	22
Thymus, V	25

MAGNESIA.

Calcined, Pat	55@ 60
Carbonate, Pat	20@ 22
Carbonate, K. & M	20@ 25
Carbonate, Jenning5	35@ 36

OLEUM.

Absinthium	3 50@4 00
Amygdalae, Dulc	45@ 75
Amydalae, Amarae	8 00@8 25
Anisi	1 75@1 85
Auranti Cortex	2 80@3 00
Bergamii	3 75@4 00
Cajiputi	70@ 80
Caryophylli	90@ 95
Cedar	35@ 65
Chenopodii	@1 75
Cinnamonii	1 15@1 20
Citronella	@ 45
Conium Mac	35@ 65
Copaiba	1 10@1 20
Cubebae	@ 6 50
Exechthitos	2 50@2 75
Erigeron	2 25@2 50
Gaultheria	2 00@2 10
Geranium, ounce	@ 75
Gossipii, Sem. gal	50@ 75
Hedeoma	1 40@1 50
Juniperi	50@2 00
Lavendula	90@2 00
Limonis	2 25@2 80
Mentha Piper	3 00@3 50
Mentha Verid	2 20@2 30
Morrhuae, gal	1 00@1 10
Myrcia, ounce	@ 50
Olive	85@2 75
Picis Liquida, (gal. 35)	10@ 12
Ricini	1 08@1 24
Rosmarini	75@1 00
Rosae, ounce	@6 50
Succini	40@ 45
Sabina	90@1 00
Santal	3 50@7 00
Sassafras	50@ 55
Sinapis, ess, ounce	@ 65
Tiglii	@1 00
Thyme	40@ 50
" opt	@ 60
Theobromas	15@ 20

POTASSIUM.

Bi Carb	15@ 18
Bichromate	13@ 14
Bromide	25@ 27
Carb	12@ 15
Chlorate, (po. 16)	14@ 16
Cyanide	50@ 55
Iodide	2 80@2 90
Potassa, Bitart, pure	28@ 30
Potassa, Bitart, com	@ 15
Potass Nitras, opt	8@ 10
Potass Nitras	7@ 9
Prussiate	28@ 30
Sulphate po	15@ 18

RADIX.

Aconitum	20@ 25
Althae	25@ 30
Anchusa	12@ 15
Arum, po	@ 25
Calamus	20@ 40
Gentiana, (po. 15)	10@ 12
Glychrrhiza, (pv. 15)	16@ 18
Hydrastis Canaden, (po. 40)	@ 35
Hellebore, Ala, po	15@ 20
Inula, po	15@ 20
Ipecac, po	2 25@2 30
Iris plox (po. 35@38)	35@ 40
Jalapa, pr	50@ 55
Maranta, ¼s	@ 35
Podophyllum, po	15@ 18
Rhei	75@1 00
" cut	@1 75
" pv	75@1 35
Spigelia	48@ 53
Sanguinaria, (po 25)	@ 20
Serpentaria	33@ 35
Senega	40@ 45
Similax, Officinalis, H	@ 40
" M	@ 20
Scillae, (po. 35)	10@ 12
Symplocarpus, Fœtidus, po	@ 35
Valeriana, Eng. (po.30)	@ 25
" German	15@ 20
Zingiber a	10@ 15
Zingiber j	18@ 22

SEMEN.

Anisum, (po. 20)	@ 15
Apium (graveleons)	20@ 22
Bird, 1s	4@ 6
Carui, (po. 18)	8@ 12
Cardamon	1 00@1 25
Coriandrum	10@ 12
Cannabis Sativa	4½@5
Cydonium	75@1 00
Chenopodium	10@ 12
Dipterix Odorate	2 10@2 20
Foeniculum	@ 15
Foenugreek, po	6@ 8
Lini	4 @ 4½
Lini, grd, (bbl. 3½)	4 @ 4½
Lobelia	35@ 40
Pharlaris Canarian	3½@ 4½
Rapa	6@ 7
Sinapis, Albu	8@ 9
" Nigra	11@ 12

SPIRITUS.

Frumenti, W., D. Co	2 00@2 50
" D. F. R	1 75@2 00
"	1 10@1 50
Juniperis Co. O. T	1 75@1 75
" "	1 75@3 50
Saacharum N. E	1 75@2 00
Spt. Vini Galli	1 75@6 50
Vini Oporto	1 25@2 00
Vini Alba	1 25@2 00

SPONGES.

Florida sheeps' wool carriage	2 25@2 50
Nassau sheeps' wool carriage	2 00
Velvet extra sheeps' wool carriage	1 10
Extra yellow sheeps' carriage	85
Grass sheeps' wool carriage	65
Hard for slate use	75
Yellow Reef, for slate use	1 40

SYRUPS.

Accacia	50
Zingiber	50
Ipecac	60
Ferri Iod	50
Auranti Cortes	50
Rhei Arom	50
Similax Officinalis	60
" " Co	50
Senega	50
Scillae	50
" Co	50
Tolutan	50
Prunus virg	50

TINCTURES.

Aconitum Napellis R	60
" " F	50
Aloes	60
" and myrrh	60
Arnica	50
Asafœtida	0
Atrope Belladonna	60
Benzoin	60
" Co	50
Sanguinaria	50
Barosma	50
Cantharides	75
Capsicum	50
Ca damon	75
" Co	75
Castor	1 00
Catechu	50
Cinchona	50
" Co	60
Columba	50
Conium	50
Cubeba	50
Digitalis	50
Ergot	50
Gentian	50
" Co	60
Guaica	50
" ammon	60
Zingiber	50
Hyoscyamus	50
Iodine	75
" Colorless	75
Ferri Chloridum	35
Kino	50
Lobelia	50
Myrrh	50
Nux Vomica	50
Opii	85
" Camphorated	50
" Deodor	2 00
Auranti Cortex	50
Quassia	50
Rhatany	50
Rhei	50
Cassia Acutifol	50
" " Co	50
Serpentaria	50
Stromonium	60
Tolutan	60
Valerian	50
Veratrum Veride	50

MISCELLANEOUS.

Æther, Spts Nit, 3 F	26@ 28
" " " 4 F	30@ 32
Alumen	2¼@ 3
" ground, (po. 7)	3@ 4
Annatto	55@ 60
Antimoni, po	4@ 5
" et Potass T	55@ 60
Antipyrin	@1 40
Antifebrin	@ 25
Argenti Nitras, ounce	@ 65
Arsenicum	5@ 7
Balm Gilead Bud	38@ 40
Bismuth S. N	2 10@2 20
Calcium Chlor, 1s, (½s 11; ¼s, 12)	@ 9
Cantharides Russian, po	@1 20
Capsici Fructus, af	@ 20
" " po	@ 25
" " B po	@ 20
Caryophyllus, (po. 15)	12@ 13
Carmine, No. 40	@3 75
Cera Alba, S. & F	50@ 55
Cera Flava	38@ 40
Coccus	@ 40
Cassia Fructus	@ 22
Centraria	@ 10
Cetaceum	@ 40
Chloroform	60@ 63
" squibbs	@1 25
Chloral Hyd Crst	1 25@1 50
Chondrus	20@ 25
Cinchonidine, P. & W	15@ 20
" German	3 @ 12
Corks, list, dis. per cent	60
Creasotum	@ 50
Creta, (bbl. 75)	@ 2
" prep	5@ 5
" precip	9@ 11
" Rubra	@ 8
Crocus	30@ 35
Cudbear	@ 24
Cupri Sulph	5 @ 6
Dextrine	10@ 12
Ether Sulph	68@ 70
Emery, all numbers	@
" po	@ 6
Ergota, (po.) 70	65@ 70
Flake White	12@ 15
Galla	@ 23
Gambier	7 @ 8
Gelatin, Cooper	@ 70
" French	40@ 60
Glassware flint, 70 and 10. by box 60and 10	
Glue, Brown	9@ 15
" White	13@ 25
Glycerina	15½@ 20
Grana Paradisi	@ 22
Humulus	25@ 55
Hydrag Chlor Mite	@ 90
" " Cor	@ 80
" Ox Rubrum	@1 10
" Ammoniati	@1 10
" Unguentum	45@ 55
Hydrargyrum	@ 75
Ichthyobolla, Am	1 25@1 50
Indigo	75@1 00
Iodine, Resubl	3 75@3 85
Iodoform	@4 70
Lupulin	35@ 40
Lycopodium	40@ 45
Macis	75@ 80
Liquor Arsen et Hydrarg Iod	@ 27
Liquor Potass Arsinitis	10@ 12
Magnesia, Sulph (bbl 1½)	2@ 3
Mannia, S. F	40@ 45
Morphia, S. P. & W	1 95@2 20
" S. N. Y. Q. & C. Co	1 85@2 10
Moschus Canton	@ 40
Myristica, No. 1	70@ 75
Nux Vomica, (po 20)	@ 10
Os. Sepia	22@ 25
Pepsin Saac, H. & P. D. Co	@2 00
Picis Liq, N. C., ½ gal doz	@2 00
Picis Liq., quarts	@1 00
" pints	@ 85
Pil Hydrarg, (po. 80)	@ 50
Piper Nigra, (po. 22)	@ 1
Piper Alba, (po g5)	@ 3
Pix Burgun	@ 7
Plumbi Acet	14@ 15
Pulvis Ipecac et opii	1 10@1 20
Pyrethrum, boxes H & P. D. Co., doz	@1 25
Pyrethrum, pv	30@ 35
Quassiae	8@ 10
Quinia, S. P. & W	31@ 36
" S. German	20 @ 30
Rubia Tinctorum	12@ 14
Saccharum Lactis pv	@ 35
Salacin	1 60@1 65
Sanguis Draconis	40@ 50
Santonine	4 50
Sapo, W	12@ 14
" M	10@ 12
" G	@ 15
Seidlitz Mixture	@ 25
Sinapis	@ 18
" opt	@ 30
Snuff, Maccaboy, De Voes	@ 35
Snuff, Scotch, De. Voes	@ 35
Soda Boras, (po. 12)	11@ 12
Soda et Potass Tart	30@ 33
Soda Carb	1½@ 2
Soda, Bi-Carb	@ 5
Soda, Ash	3½@ 4
Soda, Sulphas	@ 2
Spts. Ether Co	50@ 55
" Myrcia Dom	@2 25
" Myrcia Imp	@3 00
" Vini Rect. bbl 2 27)	2 31@2 41
Less 5c gal., cash ten days.	
Strychnia Crystal	@1 30
Sulphur, Subl	3 @ 4
" Roll	2¼@ 3½
Tamarinds	8@ 10
Terebenth Venice	28@ 30
Theobromae	45@ 50
Vanilla	9 00@16 00
Zinci Sulph	7@ 8

OILS.

	Bbl.	Gal
Whale, winter	70	70
Lard, extra	55	60
Lard, No. 1	45	50
Linseed, pure raw	36	39
Lindseed, boiled	39	42
Neat's Foot, winter strained	50	60
Spirits Turpentine	39	45

PAINTS.

	bbl.	lb.
Red Venetian	1¾	2@3
Ochre, yellow Mars	1¾	2@4
" " Ber	1¾	2@3
Putty, commercial	2¼	2½@3
" strictly pure	2½	2¾@3
Vermilion Prime American		13@16
Vermilion, English		70@75
Green, Peninsular		70@75
Lead, red	7	@7½
" white	7	@7½
Whiting, white Span		@70
Whiting, Gilders'		@90
White, Paris American		1 0
Whiting, Paris Eng. cliff		1 40
Pioneer Prepared Paint	1 20@1 4	
Swiss Villa Prepared Paints	1 00@1 20	

VARNISHES.

No. 1 Turp Coach	1 10@1 20
Extra Turp	160@1 70
Coach Body	2 75@3 00
No. 1 Turp Furn	1 00@1 10
Extra Turk Damar	1 55@1 60
Japan Dryer, No. 1 Turp	70@ 75

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES.

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

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

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

Grocery Price Current.

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

APPLE BUTTER

40 lb. pails	5
20 lb. pails	5½
Mason's, 10, 20 or 30 lbs	6
" 5 lb	7

AXLE GREASE.

Graphite.

½ gr. cases, per gr	$8 50
12½ lb. pails, per doz	7 50
25 lb. " "	12 00
100 lb. kegs, per lb	4
250 lb. ½ bbls., per lb	3¾
400 lb. bbls., per lb	3½

Badger.

gr. cases, per gr	$6 50
2½ lb. pails, per doz.	7 00
5 lb. " "	10 50
00 lb. kegs, per lb	3⅛
50 lb. ½ bbls., per lb	3¼
400 lb. bbls., per lb	3

BAKING POWDER.

Acme, ¼ lb. cans, 3 doz	45
" ½ lb. " 2 "	85
" 1 lb. " 1 "	1 00
" bulk	10
Telfer's, ¼ lb. cans, doz.	45
" ½ lb. " "	85
" 1 lb. " "	1 50
Arctic, ¼ ℔ cans	60
" ½ ℔ "	1 20
" 1 ℔ "	2 00
" 5 ℔ "	9 60
Red Star, ¼ ℔ cans	40
" ½ ℔ "	80
" 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	90
Fancy "	1 20
Mill	3 25
Warehouse	2 75

BUCKWHEAT FLOUR.

Rising Sun	5 00
York State	
Self Rising, case	5 00

CANDLES

Hotel, 40 lb. boxes	10½
Star, 40 "	10½
Paraffine	12
Wicking	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 00
" 2 lb	2 00

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
" " talls	1 75
Alaska, 1 lb	1 45
" 2 lb	2 10

Sardines.

American ¼s	4½@ 5
" ½s	6½@ 7
Imported ¼s	11@12
" ½s	13@14
Mustard ⅜s	@8

Trout.

Brook, 3 lb	50

FRUITS.

Apples.

York State, gallons	2 50
Hamburgh, "	2 50

Apricots.

Live oak	2 25
Santa Cruz	2 00
Lusk's	2 50
Overland	1 90

Blackberries.

J. & W.	90

Cherries.

Red	1 20
Pitted Hamburgh	1 75
White	1 60
Erie	1 30

Damsons, Egg Plums and Green Gages.

Erie	@1 25

Gooseberries.

Common	1 10

Peaches.

Pie	90@1 00
Maxwell	1 50
Shepard's	1 30
California	@2 25

Pears.

Domestic	1 25
Riverside	2 25

Pineapples.

Common	1 30
Johnson's sliced	2 50
" grated	2 75

Quinces.

Common	1 10

Raspberries.

Red	1 30
Black Hamburg	1 50
Erie, black	1 40

Strawberries.

Lawrence	1
Hamburgh	2 25
Erie	1 65

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, ½ lb	1 50
" " ¼ lb	1 00
" tongue, ½ lb	1 10
" " ¼ lb	95
" chicken, ¼ lb	95

VEGETABLES.

Beans.

Hamburgh stringless	1 25
" French style	2 25
" Limas	1 40
Lima, green	1 30
" soaked	90
Lewis Boston Baked	1 35
Bay State Baked	1 35
World's Fair	1 35

Corn.

Hamburgh	1 20
Livingston	1 00
Purity	1 10
Honey Dew	1 45

Peas

Hamburgh marrofat	1 35
" early June	1 50
" Champion Eng.	1 50
Hamburgh petit pois	75
" fancy sifted	1 90
Soaked	65
Harris standard	75
Van Camp's Marrofat	1 10
" Early June	1 30
Archer's Early Blossom	1 35
French	1 80

Mushrooms.

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	@12½
Norway	@12
Riverside	@12½
Allegan	@12
Skim	@10
Brick	12½
Edam	@1 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.

35 lb. bags	@3
Less quantity	@3¼
Pound packages	6¾@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 ½c. per lb. for roasting and 15 per cent. for shrinkage.

PACKAGE.

Arbuckle's Ariosa	19¾
McLaughlin's XXXX	19¾
Lion	19¾

EXTRACT.

Valley City	75
Felix	1 15
Hummel's, foil	1 50
" tin	2 50

CHICORY.

Bulk	4½
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 60 ft.	"	90
" 72 ft.	"	1 00

CONDENSED MILK.

4 doz. in case.

Eagle	7 40
Crown	6 25
Genuine Swiss	8 00
American Swiss	7 00

COUPON BOOKS.

"Tradesman."

$ 1, per hundred	2 00
$ 2, " "	2 50
$ 3, " "	3 00
$ 5, " "	3 00
$10, " "	4 00
$20, " "	5 00

"Superior."

$ 1 per hundred	2 50
$ 2, " "	3 00
$ 3, " "	3 50
$ 5, " "	4 00
$10, " "	5 00
$20, " "	6 00

"Universal."

$ 1, per hundred	$3 00
$ 2, " "	3 50
$ 3, " "	4 00
$ 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	6½
Family XXX	6
Family XXX, cartoon	6½
Salted XXX	6
Salted XXX, cartoon	6½
Kenosha	7½
Boston	8
Butter biscuit	6½

Soda.

Soda, XXX	6
Soda, City	7½
Soda, Duchess	8½
Crystal Wafer	10
Reception Flakes	10

Oyster.

S. Oyster XXX	5½
City Oyster, XXX	5½
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, 50 lb. boxes	7@7½

APRICOTS.

California in bags	8½
Evaporated in boxes	11½

BLACKBERRIES.

In barrels	4½
"	4¾

NECTARINES.

70 lb. bags	7½
25 lb. boxes	8 @8½

PEACHES.

Peeled, in boxes	12
Cal. evap. "	18
" " in bags	7 @ 8½

PEARS.

California in bags	7 @8½

PITTED CHERRIES.

Barrels	11
50 lb. boxes	11½
25 " "	12

PRUNELLES.

30 lb. boxes	12½

RASPBERSIES.

In barrels	17
50 lb. boxes	17½
25 lb. "	18

Foreign.

CURRANTS.

Patras, in barrels	@ 4½
" in ½-bbls	@ 4¾
" in less quantity	@ 5¼

PEEL.

Citron, Leghorn, 25 lb. boxes	21
Lemon " 25 " "	10
Orange " 25 " "	11

RAISINS.

Domestic.

London layers, 2 crown	1 60
" 3 "	1 75
" fancy	1 90
Loose Muscatels, boxes	1 50
" 70 lb bags	5½@6

Foreign.

Ondura, 29 lb. boxes	7 @ 7½
Sultana, 20 "	10 @12
Valencia, 20 "	6½@ 7

PRUNES.

Bosnia	@
California, 90x10 25 lb. bxs	9
" 80x90 "	10¼
" 70x80 "	9¾
" 60x70 "	9¾
Turkey	

ENVELOPES.

XX rag, white.

No. 1, 6½	$1 75
No. 2, 6½	1 60
No. 1, 6	1 65
No. 2, 6	1 50

XX wood, white.

No. 1, 6½	1 35
No. 2, 6½	1 25

Manilla, white.

6½	1 00
6	95

Coin.

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	@3¼

Peas.

Green, bu	1 15
Split, bbl	5 00

Sago.

German	4½
East India	5½

Wheat.

Cracked	5

FISH--Salt.

Bloaters.

Yarmouth	1 10

Cod.

Pollock	3½
Whole, Grand Bank	6 @6¾
Boneless, bricks	7¼@8
Boneless, strips	7½@8

Halibut.

Smoked	12

Herring.

Scaled	20
Holland, bbls	10 00
" kegs	85
Round shore, ½ bbl	2 50
" " ¼ bbl	1 50

Mackerel.

No. 1, ½ bbls. 90 lbs	11 00
No. 1, kits, 10 lbs	1 25
Family, ½ bbls., 100 lbs	5 50
" kits, 10 lbs	75

Sardines.

Russian, kegs	45

Trout.

No. 1, ½ bbls., 100 lbs	5 75
No. 1, kits, 10 lbs	80

Whitefish.

No. 1, ½ bbls., 100 lbs	7 50
No. 1, kits, 10 lbs	1 00
Family, ½ bbls., 100 lbs	3 00
" kits 10 lbs	50

FLAVORING EXTRACTS.

Jennings' D C.

	Lemon.	Vanilla
2 oz folding box	75	1 25
3 oz "	1 00	1 50
4 oz "	1 50	2 00
6 oz "	2 00	3 00
8 oz "	3 00	4 00

GUN POWDER.

Kegs	5 50
Half kegs	3 00

HERBS.

Sage	15
Hops	25

INDIGO.

Madras, 5 lb. boxes	55
S. F., 2, 3 and 5 lb. boxes	50

JELLY.

Chicago goods	@3
Mason's, 10, 20 and 30 lbs	6
" 5 lb	7

LICORICE.

Pure	30
Calabria	25
Sicily	18

LYE.

Condensed, 2 doz	1 25

MATCHES.

No. 9 sulphur	1 65
Anchor parlor	1 70
No. 2 home	1 10
Export parlor	4 00

MINCE MEAT

3 or 6 doz. in case per doz. 1 00

MEASURES.

Tin, per dozen.

1 gallon	$1 75
Half gallon	1 40
Quart	70
Pint	45
Half pint	40

Wooden, for vinegar, per doz.

1 gallon	7 00
Half gallon	4 75
Quart	3 75
Pint	2 25

MOLASSES.

Blackstrap.

Sugar house	14

Cuba Baking.

Ordinary	16

Porto Rico.

Prime	16
Fancy	20

New Orleans.

Fair	17
Good	20
Extra good	26
Choice	30
Fancy	36

One-half barrels, 3c extra

OATMEAL.

Barrels 200	@4 85
Half barrels 100	@2 65

ROLLED OATS.

Barrels 180	@4 85
Half bbls 90	@2 65

PICKLES.

Medium.

Barrels, 1,200 count	$4 50
Half barrels, 600 count	2 75

Small.

Barrels, 2,400 count	5 50
Half barrels, 1,200 count	3 25

PIPES.

Clay, No. 216	1 75
" T. D. full count	75
Cob, No. 3	1 25

POTASH.

48 cans in case.

Babbitt's	4 00
Penna Salt Co.'s	3 25

RICE.

Domestic.

Carolina head	7
" No. 1	6
" No. 2	@ 5
Broken	

Imported.

Japan, No. 1	6
" No. 2	5½
Java	5
Patna	5

SAUERKRAUT.

Silver Thread, bbl	$3 50
" ½ bbl	2 00

SAPOLIO.

Kitchen, 3 doz. in box	2 50
Hand 3 " "	2 50

SPICES.

Whole Sifted.

Allspice	10
Cassia, China in mats	8
" Batavia in bund	15
" Saigon in rolls	35
Cloves, Amboyna	22
" Zanzibar	13
Mace Batavia	80
Nutmegs, fancy	80
" No. 1	75
" No. 2	65
Pepper, Singapore, black	15
" " white	25
" shot	19

Pure Ground in Bulk.

Allspice	15
Cassia, Batavia	20
" " and Saigon	25
" Saigon	35
Cloves, Amboyna	30
" Zanzibar	20
Ginger, African	15
" Cochin	18
" Jamaica	20
Mace Batavia	80
Mustard, Eng. and Trieste	25
" Trieste	27
Nutmegs, No. 2	65
Pepper, Singapore, black	20
" " white	30
" Cayenne	25
Sage	20

"Absolute" in Packages.

	¼s	½s
Allspice	84	1 55
Cinnamon	84	1 55
Cloves	84	1 55
Ginger, Jam	84	1 55
" Af	84	1 55
Mustard	84	1 55
Pepper	84	1 55
Sage	84	

SUGAR.

Cut Loaf	@ 5½
Cubes	@ 4¾
Powdered	@ 4¾
Granulated	4¼@4 19
Confectioners' A	4⅛@4 19
Soft A	@ 4
White Extra C	@ 3⅞
Extra C	@ 3¾
C	@ 3⅝
Yellow	@ 3½

Less than bbls. ¼c advance

SEEDS.

Anise	@12½
Canary, Smyrna	3½
Caraway	8
Cardamon, Malabar	90
Hemp, Russian	4½
Mixed Bird	4½@ 5½
Mustard, white	6
Poppy	9
Rape	6
Cuttle bone	30

STARCH.

Corn.

20-lb boxes	6½
40-lb "	6¼

Gloss.

1-lb packages	6
3-lb "	6
6-lb "	6½
40 and 50 lb. boxes	4¾
Barrels	4¾

SNUFF.

Scotch, in bladders	37
Maccaboy, in jars	35
French Rappee, in Jars	43

SODA.

Boxes	5½
Kegs, English	4¾

SAL SODA.

Kegs	1½
Granulated, boxes	1¾

SALT

100 3-lb. sacks	$2 25
60 5-lb. "	2 00
28 10-lb. sacks	1 85
20 14-lb. "	2 25
24 3-lb cases	1 50
56 lb. dairy in linen bags	50
28 lb. " drill "	18

Warsaw.

56 lb. dairy in drill bags	35
28 lb. " " "	18

Ashton.

56 lb. dairy in linen sacks	75

Higgins.

56 lb. dairy in linen sacks	75

Solar Rock.

56 lb. sacks	25

Saginaw and Manistee.

Common Fine per bbl	90

SALERATUS.

Packed 60 lbs. in box.

Church's	$3 30
DeLand's	3 30
Dwight's	3 30
Taylor's	3 00

SOAP.

Allen B. Wrisley's Brands.

Old Country, 80 1-lb. bars	$3 50
Good Cheer, 60 1 lb. bars	3 90
Bonner, 100 ¾-lb. bars	3 00

SYRUPS.

Corn.

Barrels	24
Half bbls	26

Pure Cane.

Fair	19
Good	25
Choice	30

SWEET GOODS.

Ginger Snaps	8
Sugar Creams	8
Frosted Creams	9½
Graham Crackers	8
Oatmeal Crackers	8½

TEAS.

JAPAN—Regular.

Fair	@17
Good	@20
Choice	@26
Choicest	@34
Dust	@12

SUN CURED.

Fair	@17
Good	@20
Choice	@26
Choicest	@34
Dust	@12

BASKET FIRED.

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

GUNPOWDER.

Common to fair	25 @35
Extra fine to finest	50 @65
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.

Pails unless otherwise noted.

Hiawatha	60
Sweet Cuba	34
McGinty	24
" ½ bbls	22
Little Darling	22
" ½ bbl	20
1791	20
1891, ½ 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 Honesty	40
Jolly Tar	32
Hiawatha	37
Valley City	34

Jas. G. Butler & Co.'s Brands.

Something Good	38
Toss Up	26
Out of Sight	25

Smoking.

Boss	12½
Colonel's Choice	13
Warpath	14
Banner	14
King Bee	20
Kiln Dried	17
Nigger Head	23
Honey Dew	24
Gold Block	28
Peerless	24
Rob Roy	24
Uncle Sam	28
Tom and Jerry	25
Brier Pipe	30
Yum Yum	32
Red Clover	32
Navy	32
Handmade	40
Frog	33

VINEGAR.

40 gr	8
50 gr	9

$1 for barrel.

WET MUSTARD.

Bulk, per gal	30
Beer mug, 2 doz in case	1 75

YEAST—Compressed.

Fermentum per doz. cakes	15
" per lb	25

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass	4 @ 5½
" hind quarters	5 @ 6
" fore "	3 @ 3½
" loins, No. 3	7½@ 8
" ribs	@ 7
" rounds	@ 5
" tongues	@
Bologna	@ 5
Pork loins	@ 6½
" shoulders	@ 4½
Sausage, blood or head	@5
" liver	@ 5
" Frankfort	@7
Mutton	@
Veal	

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH

Whitefish	@10
Trout	@10
Halibut	@17
Ciscoes	@ 5
Flounders	@ 9
Bluefish	@12
Mackerel	15 @20
Cod	@12
California salmon	@18

OYSTERS—Bulk.

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

OYSTERS—Cans.

Fairhaven Counts	@35
F. J. D. Selects	@30
Selects	@22
F. J. D.	@20
Anchor	@18
Standards	@16
Favorites	@14

SHELL GOODS.

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

POULTRY.

Local dealers pay as follows for dressed fowls:

Spring chickens	9 @10
Fowl	7 @ 8
Turkeys	11 @12
Ducks	12 @13
Geese	11 @12

OILS.

The Standard Oil Co. quotes as follows, inbarrels, f. o. b. Grand Rapids:

W. W. Headlight, 150 fire test (old test)	@ 8½
Water White,	@ 8
Michigan Test	@ 7½
Naptha	@ 7½
Gasoline	@ 8¼
Cylinder	27 @36
Engine	13 @21
Jack, 25 to 30 deg	@ 7¾

HIDES, PELTS and FURS

Perkins & Hess pay as follows:

HIDES.

Green	3 @ 4
Part Cured	@ 4½
Full "	@ 5
Dry	5 @ 6
Kips, green	3 @ 4
" cured	@ 5
Calfskins, green	4 @ 5
" cured	5 @ 6
Deacon skins	10 @30
No. 2 hides ⅓ off.	

PELTS.

Shearlings	10 @25
Lambs	50 @90

WOOL.

Washed	20 @25
Unwashed	10 @20

MISCELLANEOUS.

Tallow	3½@ 4
Grease butter	1 @ 2
Switches	1½@ 2
Ginseng	2 00@2 50

FURS.

Outside prices for No. 1 only.

Badger	50@1 00
Bear	15 00@30 00
Beaver	3 00@8 00
Cat, wild	40@ 60
" house	10@ 25
Fisher	4 00@6 00
Fox, red	1 00@1 60
" cross	3 00@5 00
" grey	50@ 75
Lynx	2 00@3 00
Martin, dark	1 00@3 00
" pale & yellow	50@1 00
Mink, dark	40@1 25
Muskrat	03@ 15
Oppossum	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	20
Gray	25
Red and blue	35

GRAINS and FEEDSTUFFS

WHEAT.

No. 1 White (58 lb. test)	90
No. 1 Red (60 lb. test)	90

MEAL.

Bolted	1 60
Granulated	1 90

FLOUR.

Straight, in sacks	4 90
" " barrels	5 00
Patent " sacks	5 90
" " barrels	6 00
Graham " sacks	2 30
Rye " "	2 65

MILLSTUFFS.

Bran	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	38

HAY.

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

PAPER & WOODENWARE

PAPER.

Straw	1¾
Rockfalls	2
Rag sugar	2
Hardware	2½
Bakers	2½
Dry Goods	5½@6
Jute Manilla	@6½
Red Express No. 1	5½
" No. 2	4½

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

PRODUCE MARKET.

Apples—Dull and slow of sale. Holders $1.75 @$2 25 per bbl.

Beans—Easy and quiet. Dealers now pay $1.30@1.40 for unpicked and country picked and hold at $1.65@1.75 for city picked pea or medium.

Butter—Lower and in smaller demand. Choice dairy is in moderate demand at 20@21c. Factory creamery is held at 28c.

Celery—20c per doz.

Cabbages—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—Sundried is held at 4½@5c and evaporated at 6½@7c.

Eggs—Fresh eggs are almost imposible to find, but choice cold storage stock is in good demand at 20c.

Grapes—Malaga, $5 per keg.

Honey—15c per lb.

Onions—Dealers pay 50@60c and hold at 65@70c, extra fancy commanding about 80c.

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

Squash—Hubbard, 1½c 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	10 75
Extra clear pig, short cut	13 50
Extra clear, heavy	
Clear, fat back	12 75
Boston clear, short cut	13 25
Clear back, short cut	13 00
Standard clear, short cut, best	13 50

SAUSAGE—Fresh and Smoked.

Pork Sausage	6½
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	7½
Blood Sausage	5
Bologna, straight	5
Bologna, thick	5
Head Cheese	5

LARD—Kettle Rendered

Tierces	7½
Tubs	7¾
50 lb. Tins	7¾

LARD.

	Family.	Compound.
Tierces	5½	5¼
20 and 50 lb. Tubs	5¾	5½
3 lb. Pails, 20 in a case	6½	6¼
5 lb. Pails, 12 in a case	6⅝	6⅜
10 lb. Pails, 6 in a case	6¾	6¼
20 lb. Pails, 4 in a case	6	5¾
50 lb. Cans	5¾	5½

BEEF IN BARRELS.

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

SMOKED MEATS—Canvassed or Plain.

Hams, average 20 lbs	8¾
" " 16 lbs	9¼
" " 12 to 14 lbs	9¾
" picnic	6½
" best boneless	8½
Shoulders	6¼
Breakfast Bacon, boneless	8½
Dried beef, ham prices	8
Long Clears, heavy	6¼
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.	
No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 " " "	2 40
No. 2 " " "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 " " "	2 80
No. 2 " " "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 " " " "	4 70
No. 2 Hinge, " " "	4 70
La Bastie.	
No. 1 Sun, plain bulb, per doz	1 25
No. 2 " " " "	1 50
No. 1 crimp, per doz	1 35
No. 2 " "	1 60

LAMP WICKS.

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

STONEWARE—AKRON.

Butter Crocks, 1 and 2 gal	06
" " 3 to 6 gal	06½
Jugs, ½ gal., per doz	75
" 1 " "	90
" 2 " "	1 80
Milk Pans, ½ 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		9
Cut Loaf	7	8
Extra H. H	7	8

MIXED CANDY.

Full Weight.	Bbls.	Pails.
Standard	6	7
Leader	6	7
Special	6½	7½
Royal	6½	7½
Nobby	7½	8
Broken	7	8
English Rock	7	8
Conserves	7	8
Broken Taffy	7	8
Peanut Squares	8	9
Extra		9
French Creams		10
Valley Creams		13

FANCY—In bulk.

Full Weight.	Bbls.	Pails.
Lozenges, plain	9	10
" printed	10	11
Chocolate Drops		12
Chocolate Monumentals		13½
Gum Drops	5	6
Moss Drops	7	8
Sour Drops	7½	8½
Imperials	9½	10½

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

CARAMELS.

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

ORANGES.

Floridas, fancy	2 25@3 00

LEMONS.

Messina, choice, 360	@4 00
" fancy, 360	@4 50
" choice 300	@
" fancy 300	@5 00

OTHER FOREIGN FRUITS.

Figs, fancy layers, 6 lb	@14
" " " 10 lb	14 @15
" extra " 14 lb	@16
" " " 20 lb	@17½
Dates, Fard, 10-lb. box	@ 9
" " 50-lb. "	@ 8
" Persian, 50-lb. box	@ 5½

NUTS.

Almonds, Tarragona	@17
" Ivaca	@
" California	@16
Brazils, new	7½@ 8
Filberts	@13½
Walnuts, Grenoble	@14½
" Marbot	@
" Chili	@10
Table Nuts, fancy	@14
" choice	11½@13½
Pecans, Texas, H. P.,	14 @16
Cocoanuts, full sacks	@4 00

PEANUTS.

Fancy, H. P., Suns	@ 5½
" " " Roasted	7 @ 7½
Fancy, H. P., Flags	@ 5½
" " " Roasted	7 @ 7½
Choice, H. P., Extras	@ 4½
" " " Roasted	6 @ 6½

WE MAKE A SPECIALTY OF

PURE-:-BUCKWHEAT-:-FLOUR

And would be pleased to send you sample and prices.

PRESENT PRICE, $4 IN SACKS.

A. SCHENCK & SON,

ELSIE, MICH.

SEEDS

—AND—

GRAIN

MENTION THIS PAPER.

W. H. MOREHOUSE & CO.

WHOLESALE DEALERS IN

Grain, Clover and Timothy, Hungarian, White Clover, Red Top, Millet, Alfalfa or Lucerne, Blue Grass, Orchard Grass, Lawn Grass, Popcorn, Etc.

Choice Clover & Timothy Seeds a Specialty

Orders for purchase or sale of Seeds for future delivery promptly attended to. Correspondence solicited.

Warehouses—325-327 Erie St. } TOLEDO, O.
Office—46 Produce Exchange, }

A. S. LIVERMORE,

Manufacturer of

Mince Meat and Jelly.

1711 GENESEE AVE.,

SAGINAW, E. S., - - MICH.

There is now a great demand for Livermore's celebrated Home Made Mince Meat. It has been sold and is being sold to most all the best merchants of this State, besides tons he has sent to different large cities outside of this State. He has sent almost two car loads to St. Paul and Minneapolis already this season. He manufactured about 100 tons last season and expects to sell 200 tons this season. He prides himself on the purity of his goods.

WAITING FOR THE UPWARD MOVEMENT.

I fail to see, as yet, much evidence of the general upward movement in stocks for which the purchasers during the temporary spurt of last September have ever since been waiting. The conditions, as I not only concede, but have myself pointed out, are favorable to a rise. The harvests have been abundant, and the prices of our breadstuffs and other food products are high; money is easy, and to be had at low rates on good security; the railroads are doing an active business, and there is nothing in the financial situation to alarm the most timid; yet speculation seems to remain dull, and the public apathetic. There is a demand for good bonds, and a few special stocks have advanced somewhat upon orders from Europe, but there is no extensive buying.

If I am right in the view that I take of it, this condition of the stock market goes to confirm my favorite theory that it is to the constitution of the human mind and not to material facts that we should look for the explanation and the forecast of men's actions. Motives that are all powerful with them at one time have no effect at others, and different lines of conduct frequently follow apparently identical causes. The reason is that the motives and the causes find varying tempers upon which to exert themselves. When men are hopeful and sanguine every favorable circumstance increases their enthusiam, and those that are unfavorable are disregarded. When, on the contrary, they are despondent and depressed, they are insensible to encouraging considerations and dwell only on the dark side of things. Between the two, also, there is a state of indifference, which, as at present, prevents movement in any direction.

It is the capacity for reading men's minds and divining their moods that distinguishes the genius in stock speculation from the common operator, just as the capacity for perceiving the decisive moment of a battle and taking advantage of the enemy's unreadiness marks the great general as superior to the mere routine commander. The absence of conspicuous leaders from the Stock Exchange at the present moment may, indeed, indicate that such leaders do not exist, but it may also indicate that, in their judgment, the time for them to begin operations has not yet arrived. For want of their assistance in September the upward movement then came, as I said it would, to a speedy end, and for the want of it now the market is halting and uncertain. There is, plainly, no ground for initiating a fall, because prices are as low as they ought to be, in view of all the facts, and that there is no general rise is because all the movers for it are not yet ready.

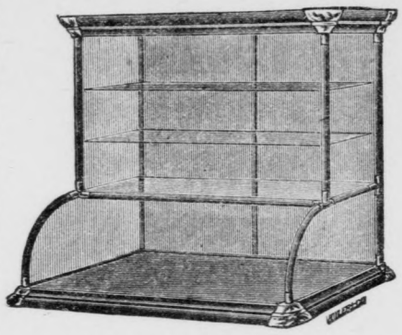
Much of the hesitancy of the stock-buying public, I am disposed to believe, is due to the recent revelations of fraud and rascality in the world of finance and to their influence in deterring people from putting their money out of their own hands into those of the managers of corporations. A certain amount of dishonesty, more or less, is always to be expected from men everywhere, but usually it is so small in proportion to their honesty that no account, practically, is taken of it. Lately, however, the instances in which men who have been trusted as incapable of doing wrong have shown themselves false to their obligations have been so frequent that it has alarmed the timid and made the boldest pause. Edward M. Field's re-hypothecation of securities hypothecated with him was bad enough; his selling them outright was worse, and now it appears that he has added forgery to his previous offences. It is not probable that even one other man in as good standing as he was is equally base, but it is possible, and the bare possibility of it is disheartening.

The dissension among the Richmond Terminal managers is also calculated to create uneasiness. Here is an enormous property, embracing over 8,500 miles of railroad, against which have been issued $75,000,000 of stock and an indefinite number of millions of dollars in bonds, the value of which depends entirely upon its being managed in the most efficient manner. Yet upon the eve of a general revival of business all over the country it finds itself in financial straits, and with officers who do not agree in their views of the policy to be followed. One set propose to call upon the stockholders for pecuniary aid, and the other, with whom I confess I sympathize, assert that such aid is not indispensable. Assuredly, if the past is any indication of the future, I should hesitate to intrust more money to directors who have brought the concern into its present condition. This, I say, however, without having mastered the whole problem. The affairs of the company are so complicated by its numerous purchases of stocks, assumptions and guarantees of bonds, and leases of railroads and parts of railroads, that I should have to give them at least a week's study under expert guidance before I could hope to understand them. I refer to the subject only by way of mentioning one of the dampers upon people's cheerfulness which restrains them from buying stocks.

When the industrial stocks, such as Lead, Cottonseed Oil, Distillers' and Cattle Feeders' Trust, National Cordage Company, Sugar Refineries and the like first began to be bought and sold in the market, I had great hopes that they would largely supplant railroad securities in public favor and furnish to investors who could afford to take a little risk, remunerative employment for their capital. That these stocks remain so low in price as they do, relatively to the dividends they are paying, proves that their future is distrusted. Certainly, when no more than 5 per cent. per annum can be derived from good railroad investments, an industrial stock which divides 7, 8 and 10 per cent. ought not to sell below par. Standard Oil Trust, with only 12 per cent. dividends, sells at 160 and upward, and that the other stocks I speak of are relatively so far below it, is not flattering to the officers of the companies.

The election of a Speaker of the House of Representatives who is known to be an advocate of the silver standard has revived the hopes of the partisans of silver and the fears of those of gold. The President has given his word that he will veto any free silver coinage bill, and the securing of a two-thirds vote of the House overriding his veto seems unlikely. Still, the renewal of the agitation of the subject is one of the things that make thoughtful men pause, and their attitude has its influence upon less conservative minds. Logically, the transition from the gold to the silver standard, which free silver coinage would

Heyman & Company,



Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.

CHERRYSTONE OYSTERS.

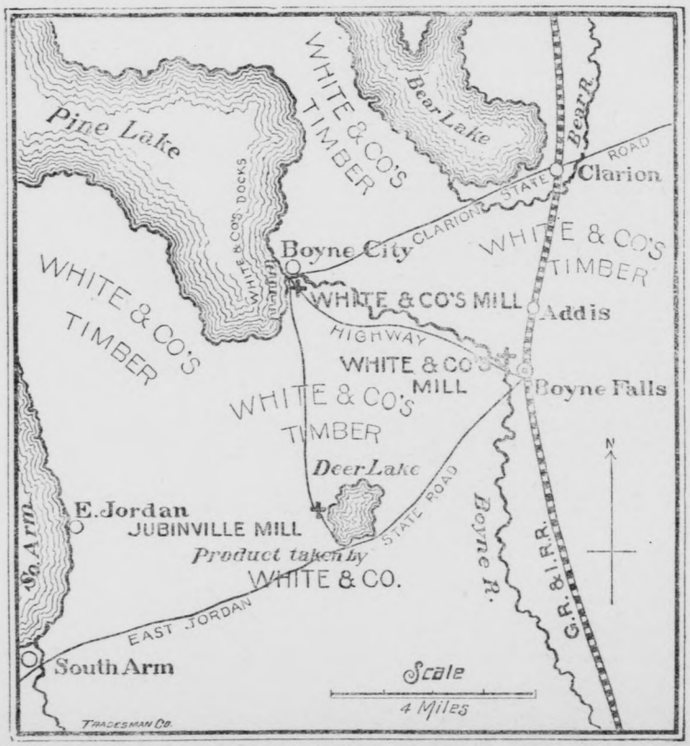
THE trade throughout the various towns adjacent to Grand Rapids are respectfully requested to bear in mind that if they order the "P. & B." brand of Oysters they will get full measure and well filled cans of the FINEST CHERRYSTONE stock. We aim to cater to fine trade and realize that it calls for FINE 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 hemlock, as follows: Boyne City mill, 7,000,000; Boyne Falls mill, 3,000,000; Deer Lake mill, 2,000,000. Our facilities for shipment are unsurpassed, either by rail or water.

establish immediately, and which the act of July 14, 1890, will, if unrepealed, bring about ultimately, should increase the prices of all merchandise and commodities, and thus stimulate speculation; but most of the Wall street financial magnates are obstinately convinced that it will create a panic, and their apprehension makes them cautious.

Against these and other discouragements circumstances are silently and slowly producing a revival of confidence and of hope. The good harvests are telling on the dividends of railroad companies. General trade is still suffering from the bad crops of 1889 and 1890, but the money which the farmers and the planters are receiving for those of this last season cannot long be withheld by them from circulation. If they use it in paying their debts the creditors who receive it must do something with it in the way of reinvestment, and thus will make new or increased employment for industry. Capital from Europe is also apparently flowing this way for investment, and imports of gold are strengthening our moneyed institutions. The increase of specie and of legal tenders goes on steadily, and the banks of New York City have $31,000,000 more of them than they had a year ago. Men who have money to lend are kicking up good securities as fast as they can, and, consequently, the prices of first-class bonds and stocks are firm, with a tendency to advance. This movement must sooner or later extend to those of a lower grade and thus lift, or, at least, lighten the burden of the bankers and of the institutions which have been carrying them for the last year without finding purchasers. Already I notice advertisements bringing to public attention the merits of securities which have been held back for a market favorable to their disposal, which indicates a belief that the propitious season has arrived. It should not be forgotten that two years ago, at the height of the speculative fever which ended with the Baring collapse, the rate of interest on long investments of the best class went down below 4 per cent. and the Government could not buy all of its own bonds it asked for at much better than 2 per cent. In April, 1889, the city of New York sold to some of our leading trust companies a large issue of 2½ per cent. bonds at par, and, by the way, although these same bonds can now be bought at a small discount, the Government 4s, for which they were taken in exchange, have declined more than twice as much. Latterly, the rate of interest obtainable on long investments has been 5 per cent. or thereabouts, which seems to me too high to last.

On the whole, the balance of probabilities is in favor of the early commencement of the upward movement in prices for which so many people have been waiting. Which securities will participate in it and to what extent, and which will be exceptions, is a matter for the exercise of individual judgment upon the facts of each case. My readers must not forget, too, the familiar saying that nothing is so certain as the unforseen, and that unexpected events may, at this moment, be in preparation which will reverse all the conclusions drawn from those now known to us.

MATTHEW MARSHALL.

Britton—Osgood Bros. have sold their hardware stock to Haight & Collins.

BOY NO LONGER.

Unable to Draw the Savings of His Youth.

The conversation turned upon early struggles in life. All of them had had hard times but each had managed to start a bank account in his first days of earning money, and to add to it from time to time.

"And the only time in my life," said one of them, "that I had money and yet did not have it, was when I had worked long enough and hard enough to feel that I was justified in making what to me was considerable of an investment. Years before this I had begun a modest little account in the —— Savings Bank. When I first made my deposits they were not big, and they were not frequent, but I kept on making them month by month, and year by year, and in time they began to count for something.

"I had never allowed myself the luxury of withdrawing a single cent from that bank, not even when I felt that it would be one the keenest pleasures in the world to swagger up and draw from a big bank some of my own money and spend it. I had reached the limit which I had set for myself in that bank, and ceased to deposit there. I was perfectly content to let my money remain there.

"But the time came when I decided to open a store of my own. I looked over all my assets, got ready to turn them into cash, and found that I should have to go to my first savings bank. I hated to do it then. But I marched down and presented myself at the window. I hadn't been there for a long time. I had grown up. I had added to my face a beard, and I was as far from being the boy who had formerly been there as a man well could be. The first thing I was asked to do was to write my signature. I wrote it as I had learned to write it in the recent years, with a slap-dash rush.

"The teller looked at me scrutinizingly, and then asked me to write it again. I dashed off another. He went off a second time and came back with a little deprecating smile.

" 'The signatures are not the same,' he said.

" 'But great Scott! I'm the same,' I said.

" 'But how do I know that?' he said, with his provoking smile.

" 'You don't expect, do you,' I jerked out impatiently, for I wanted that money and wanted it quickly, 'that I'd write the same hand now as I did when I was fourteen years old, and made my first deposit?'

" 'No,' he said still smiling.

" 'Well, I'm in a hurry for that money,' I said curtly. 'I've got to use it right away, and I'd like it right away.'

" 'I'm very sure,' he said, 'that you are the man, from the story you tell, but how do I know it? I can't let a man have money when I do not know him, and when his signature does not agree with the one we have.'

" 'What in the world am I to do?' I said.

" 'You will have to be identified.'

" 'But I haven't time.'

" 'You will have to make it or else sign like your old signature—your old one,' " he added with a smile, 'is a good deal better than the one you write now.'

"But I had to hurry out and find some one who could identify me before I could draw the money which I myself had deposited. When I had drawn it my boyish signature was shown to me. It was round and clear, but a little trembling and when I looked at it for the first time in a good many years, a rush of memories came over me and I recalled how I had felt on the first day that I had ever gone into a bank to open an account for myself."

Mrs. Mary Kyle Dallas, so long and so favorably known to THE TRADESMAN'S readers as a writer of bright stories, is a genial woman of agreeable manners, a famous pedestrain and belongs to a family every member of which paints, writes, acts or edits. She is now engaged in writing an American play, and also is callaborating a novel with Mme. Mathilde Estoan.

Use Tradesman or Superior Coupons.

Barnett Bros.

Commission Merchants

AND DEALERS IN

Apples, Dried Fruits, Onions.

Twenty-five years' experience and ample facilities for the transaction of business. Refer by permission to the editor of this paper. Write for information which will be cheerfully furnished.

BARNETT BROS.
159 So. Water St., Chicago.

G. R. MAYHEW,
Grand Rapids, Mich.,
JOBBER OF

Wales Goodyear Rubbers,
Woonsocket Rubbers,
Felt Boots & Alaska Socks.
Whitcomb & Paine's Calf Boots.

Write for Prices.

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

GRAND RAPIDS, MICH

GOLD MEDAL, PARIS, 1878.

W. BAKER & Co.'S
Breakfast Cocoa

Is Absolutely Pure and it is Soluble.

Unlike the Dutch Process

No alkalies or other chemicals or dyes are used in its manufacture.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co., will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass.

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.

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.

CUTS for BOOM EDITIONS
—OR—
PAMPHLETS
For the best work, at reasonable prices, address
THE TRADESMAN COMPANY.

Annual Meeting of the M. C. T. A.

The eighteenth annual meeting of the Michigan Commercial Travelers' Association was held at Detroit last Thursday, about fifty members being present.

President Kelly called the meeting to order and congratulated the members on the gratifying showing of the past year and the bright prospects for the future.

Joseph T. Lowry, of the board of trustees, read his report, and also a number of letters from leading commercial houses, commending the Association for its promptness in the payment of death claims.

John A. Murray's reserve fund report showed a balance of $10,000 to the credit of that fund.

The report of Secretary Matthews showed the following: Membership to date, 561; increase of membership for 1891, 34; receipts for the year, $23,346.50, disbursements, $20,296.96; cash balance, general fund, $549.54; beneficiary, $2,500; reserve $10,000; total $13,049.54.

A letter from George J. Reed, of Chicago, President of the World's Fair Travelers' Association, was read, inviting the Michigan Association to join them in their efforts to secure a congress of the traveling men of the world at the Columbian Exhibition in 1893. The plans of the congress are a commercial travelers' week during the fair; the entertainment of the foreign traveling men by their American brethren, and a grand parade of those in attendance. The idea is to make this congress a feature of the world's fair, and it was estimated that $50,000 would be required to meet the necessary expenses.

At the afternoon session, nearly 100 members were present, when the election of officers was held, with the following result:

President—Hon. Hazen S. Pingree.

Vice-Presidents — Samuel Rindskoff, Detroit; Frank E. Chase, Grand Rapids; Samuel L. Champlain, Ypsilanti; J. L. Root, Vassar; A. G. Ellis, Saginaw.

Board of Trustees—Jas. T. Lowry and Thos. Macleod.

Trustess of Reserve Fund—John McLean and D. D. Cady.

Mayor Pingree was in the meantime informed of his election and brought into the hall. He was warmly greeted and made a short address, in the course of which he said he had been a commercial traveler for twenty years, and was sorry when he was forced to retire from active duty on the road. During his twenty years of traveling he had sold shoes to the value of $5,000,000, which he thought was pretty good work for one man. "Twenty-four years ago to-day," said he, "we started our shoe business, and much of its success is due to the traveling men we have had with us; if there happens to be a falling off in business we know that it is not the traveler's fault, the shortage comes nearly always from the mail orders. I know a commercial traveler instinctively," he continued, "and I never hesitate to talk to him, and I am always enlightened and edified, for the traveling man is always well posted on every subject, and he is the best student of human nature on earth." The Mayor thanked the Association for the honor conveyed upon him, and promised to perform the duties to the best of his ability.

The committee which had been appointed to look into the world's fair matter reported that they were in full sympathy with the movement, and recommended as member of the Board of Control of the World's Fair Commercial Travelers' Association, George L. Sampson of Detroit; alternate, George H. Seymour of Grand Rapids. For members of the ways and means committee, J. Will Ailes, of Detroit; alternate, Samuel B. Sinclair. Messrs. Sampson and Ailes were given power to act with the committees of the World's Fair Association, with instructions not to bind the Michigan body in any specific amount of money until the next annual meeting.

A vote of thanks was tendered to the retiring President for the services he had so cheerfully rendered.

One member started a storm by introducing a resolution which would put the Association on record as in favor of keeping the world's fair open on Sunday; a contrary resolution was immediately offered, and both were finally laid on the table.

The meeting then adjourned.

Blackmailers in Limbo.

The examination of Meloche Bros., the Belding druggists, charged with selling liquor as a beverage, resulted in the discharge of the respondents. It appears that two young men named John Curtis and Will Weirs have been engaged in threatning druggists and other dealers unless their silence as to facts they alleged to be in their possession was purchased. Adam Hehl, of Miriam, claimed they extorted $5 from him and both are now under arrest on the serious charge of levying blackmail.

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

FOR SALE—FIRST-CLASS GROCERY BUSINESS in the best town of 5,000 inhabitants in Northern Michigan. The purchaser can have a trade of $90,000 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. 363

SITUATIONS WANTED.

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

WANTED—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. 365

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

WANTED — SITUATION BY A REGISTERED pharmacist of thirteen years experience. Address "Drugs," care Michigan Tradesman. 368

MISCELLANEOUS.

FOR SALE—ABOUT 100 POUNDS OF NONPareil 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. 359

IF YOU HAVE ANY PROPERTY TO EXCHANGE FOR a residence brick block in Grand Rapids, address B. W. Barnard, 55 Allen street, Grand Rapids, Mich. 331

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

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. 362

WANTED—BOOT AND SHOE STOCK, SUITable for the trade of a country town. Must be cheap for spot cash. J. M. Fowler & Co., Kalamo, Mich. 367

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

FOR SALE—CHEAP ENOUGH FOR AN INvestment. Corner lot and 5-room house on North Lafayette St., cellar, brick foundation, soft water in kitchen. $1,200. Terms to suit. Address No. 187, care Michigan Tradesman. 187

FOR SALE – BEST RESIDENCE LOT IN Grand Rapids, 0x175 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 St. 354

WANTED—REGISTERED PHARMACIST—one familiar with general store preferred. State experience and salary expected. Address W. C. Weed, New Buffalo, Mich. 366

FOR SALE — GOOD DIVIDEND - PAYING stocks in banking, manufacturing and mercantile companies. E. A. Stowe, 100 Louis St., Grand Rapids. 370

FOR RENT—BEST LOCATED STORE IN the city for dry goods or furnishing stock, on South Division St. O. F. Conklin, 26 Madison avenue, Grand Rapids. 369

Grand Rapids & Indiana.

Schedule in effect December 13, 1891.

TRAINS GOING NORTH.

	Arrive from South.	Leave going North.
For Saginaw and Cadillac	5:15 a m	7:05 a m
For Traverse City & Mackinaw	9:20 a m	11:30 a m
For Saginaw & Traverse City	2:00 p m	4:15 p m
For Petoskey & Mackinaw	8:10 p m	10:30 p m
From Kalamazoo and Chicago	8:35 p m	

Train arriving at 9:20 daily; all other trains daily except Sunday.

TRAINS GOING SOUTH.

	Arrive from North.	Leave going South.
For Cincinnati	6:20 a m	7:00 a m
For Kalamazoo and Chicago		10:30 a m
For Fort Wayne and the East	11:50 a m	2:00 p m
For Cincinnati	5:30 p m	6:00 p m
For Chicago	10:40 p m	11:05 p m
From Saginaw	10:40 p m	

Trains leaving at 6:00 p. m. and 11:05 p. m. run daily; all other trains daily except Sunday.

Muskegon, Grand Rapids & Indiana.

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

SLEEPING & PARLOR CAR SERVICE.

NORTH

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

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

SOUTH--7:00 am train.—Parlor chair car Grand Rapids to Cincinnati.

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

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

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

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

Lv Grand Rapids	10:30 a m	2:00 p m	11:05 p m
Arr Chicago	3:55 p m	9:00 p m	6:50 a m

10:30 a m train through Wagner Parlor Car.
11:05 p m train daily, through Wagner Sleeping Car.

Lv Chicago	7:05 a m	3:10 p m	10:10 p m
Arr Grand Rapids	2:00 p m	8:35 p m	5:15 a m

3:10 p m through Wagner Parlor Car. 10:10 p m train daily, through Wagner Sleeping Car.

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

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

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	1:20 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.

DETROIT GRAND HAVEN AND MILWAUKEE RAILWAY — TIME TABLE

NOW IN EFFECT.

EASTWARD.

Trains Leave	†No. 14	†No. 16	†No. 18	*No. 82
G'd Rapids, Lv	6 50am	10 20am	3 25pm	10 55pm
Ionia Ar	7 45am	11 25am	4 27pm	12 37am
St. Johns Ar	8 28am	12 17pm	5 20pm	1 55am
Owosso Ar	9 03am	1 20pm	6 05pm	3 15am
E. Saginaw Ar	10 45am	3 05pm	8 0pm	8.45am
Bay City Ar	11 30am	3 45pm	8 45pm	7.20am
Flint Ar	10 05am	3 40pm	7 05pm	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
Milw'kee Str "	.....	.....	.....
Chicago Str. "	.....	.....	.....

*Daily. †Daily except Sunday.

Trains arive 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 s 50 cts.

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

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

DETROIT, Lansing & Northern R R

NOV. 15, 1891.

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

7:15 A. M. runs through to Detroit with parlor car; seats 25 cents.

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

5:45 P. M. runs through to Detroit with parlor car, seats 25 cents.

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

For tickets and information apply at Union Ticket Office, 67 Monroe street, or Union station.

GEO. DEHAVEN, Gen. Pass'r Agt.

Toledo, Ann Arbor & North Michigan Railway.

In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwauk e offers a route making the best time betwe n Grand Rapids and Toledo.

VIA D., L. & N.

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

VIA D., G. H. & M.

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

Return connections equally as good.

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

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.

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.

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Agents for the Boston Rubber Shoe Co

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

Storm Slips

in cotton and wool lined for ladies; also the

Northwest
or
Roll Edge

line of lumberman's in Hurons and Trojans.

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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.

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Telephone No. 945. **J. Y. F. BLAKE, Sup't.**

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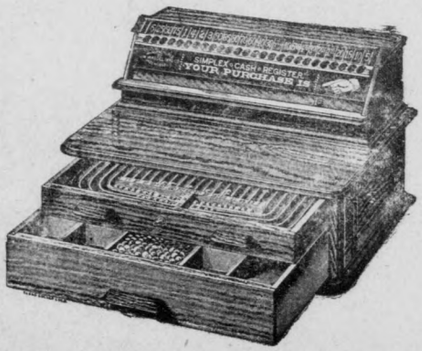
Good as the Best and Five Times Cheaper.



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Simple and Durable!

Warranted Ten Years.

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

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The Best

ACCEPT NONE BUT

Silver Thread Sauerkraut.

Order this Brand from Your Wholesale Grocer!

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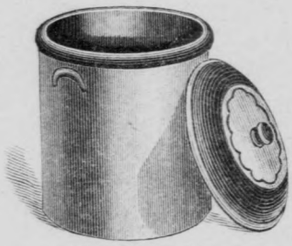
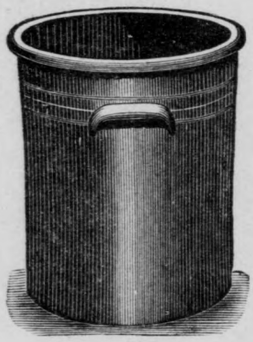
Wait for our agent to call on you, before placing your order for **Best Akron Stoneware** as there is a great advantage to be gained by ordering early to secure carload rates, by so doing you can get the ware delivered to your railroad station, free of freight and breakage. Our terms, 60 DAYS TIME from 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 Crocks.
Sizes from ½ 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 ½, 1, 1½ and 2 gallons.

Flat Bottom Milk Pans.
Sizes ½, 1 and 1½ gallons.

Round Bottom Milk Pans.
Sizes ½, 1 and 1½ gallon.

Stew Pans with Bails.
Sizes ½ and 1 gallon.

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

Common Jugs.
Sizes ½ to 5 gallon.

Tomato Jugs.
Sizes ½ 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!