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GRAND RAPIDS, JANUARY 6, 1892.

NO. 433 °

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Grand Rapids, Mich.

TELFER SPICE COMPANY.

MANUFACTURERS OF

Spices and Baking Powder, and Jobbers of Teas, Coffees and Grocers' Sundries.

MUSKEGON BRANCH UNITED STATES BAKING CO.,

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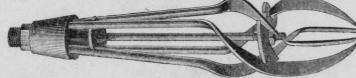
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8 So. Ionia St., Grand Rapids, Michigan. SPECIAL BARGAINS IN SPECIAL LINES TO CLOSE.

Improved Flue Scraper.



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C. A. LAMB & CO.

84 and 86 South Division St.

THE GREAT SEAL CIGAR!



10 CENTS STRAIGHT!

Like Its Little Old Daddy

THE GREEN SEAL

Is the Best of Its Kind Made.

Something

You can always find something new and especially fine by order your Candy of

A. E. BROOKS & CO.,

Wholesale Confectioners, 46 Ottawa St., Grand Rapids, Mich

Bolts Wanted!

I want 500 to 1,000 cords of Poplar Excelsior Bolts, 18, 36 and 54 inches long. I also want Basswood Bolts, same lengths as above. For particulars address

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SALT FISH

Mail Orders Receive Prompt Attention.

See Quotations in Another Column. CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED.

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37, 39 and 41 Kent St.,

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For Bakings of All Kinds Use

Fleischmann & Go.'s

Unrivaled Compressed Yeast.



Special attention is invited to our YELLOW LABEL

which is affixed to every cake of our Yeast, and which serves TO DISTINGUISH Our Goods from worthless Imitations.

Oranges & Bananas!

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Mail Orders Receive Prompt Attention.

C. N. RAPP & CO.

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Florida' Oranges a Specialty.

Commence 1892 Aright!

It is not economy for a business man to use unprinted stationery,

In ordering from houses where you are not known it may count against you. To them, proper stationery is considered as essential as the ledger—and they certainly would have little faith in the success of one who economizes [?] by "doing business" without books.

We Offer

500 XX Envelopes, $3\frac{1}{2}$ x6, white or colored, 500 Note Heads, 6x $9\frac{1}{2}$, either flat writing

or Imitation Linen,

500 Statements, 5½x8½ 500 Business Cards, 25x45,

1000 Shipping Tags,

1000 Each of Above, \$11.

CASH WITH ORDER.

SAMPLES IF DESIRED.

We cannot "break packages," that is print less than 500, to advantage. Cost of type-setting and getting ready to run on press makes the cost of 200 or 300 nearly as much as for 500.

THE TRADESMAN COMPANY

GRAND RAPIDS, MICH.

Diamond Crystal Table and Dairy Salt.

99.7 PURE.

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

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

Diamond Crystal

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS

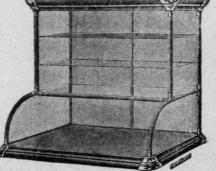
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63 and 65 Canal St.,

Show Case

Manufacturers of

Of Every Description.

WRITE FOR PRICES.

First-Glass Work Only.

GRAND RAPIDS.

MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, JANUARY 6, 1892.

NO. 433

PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,

Capital, \$100,000.

Liability, \$100,000 Depositors' Security, \$200,000.

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We invite correspondence or personal interview with a view to business relations.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R.G. Dun & Co.

Reference Books issued quarterly. Collections attended to throughout United States and Canada

E. J. Mason & Co.,

PROPRIETORS OF

Old Homestead Fastory

GRANT, MICH.

MANUFACTURERS OF

Fruit Jellies and Apple Butter

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

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

J. L. Strelitsky,

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

Vindex, long Havana filler	\$31
Three Medals, long Havana filler	35
Elk's Choice, Havana filler and binder	55
La Flor de Alfonso,	55
La Doncella de Morera,	65
La Ideal, 25 in a box	55
W. J. Florence	65
Also fine line Key West goods at rock be prices. All favorite brands of Cheroots ke	ttom

10 8o. Ionia St., Grand Rapids.

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Executive Offices, 279, 281, 283 Broadway, N.Y.

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

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

Corner Louis and Campau Sts., GRAND RAPIDS.

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	We quote: Bulk. Standards, per gal
	Solid Brand in Cans.
	Selects
	Daisy Brand in Cans.
	Selects, 22 Standards 16 Favorites 14
	Favorites 14
	Mrs. Withey's Home-made Mince-Meat.
	Large bbls 6 Half bbls 6:
	40 lb. pails 6½ 20 lb. pails 6
	10 lb pails 7
	2 lb, cans, (usual weight) \$1.50 per do
	5 lb. " " 83 50 per do
	2 lb. cans, (usual weight) \$1.50 per do 5 lb. " \$3.50 per do Choice Dairy Butter \$3.50
	Leggs .
	Pure Sweet Cider, in bbls 15
1	Pure Cider Vinegar
1	Sweet Florida Oranges \$2 50@2
1	Lemons 3 75@4 (
	Will pay 40 cents each for Molasses half bbls. Above prices are made low to bid for trade. Let your orders come.
	EDWIN FALLAS & SON.

Valley City Cold Storage.



ROMPT, CONSERVATIVE, SAFE. S. F. ASPINWALL, Pres't. W. FRED McBain, See'y

THOS. E. WYKES. WHOLESALE

Lime, Cement, Stucco, Hair, Fire Brick, Fire Clay, Lath. Wood, Hay, Grain, Oil Meal, Clover and Timothy Seed.

Corner Wealthy Ave. and Ionia St. on M. C. R. R. Write for prices.

Let us send You

A Few Rugs

Hassocks Carpet Sweepers Blacking Cases & Foot Rests

From which to make selections for the Holiday Trade.

SMITH & SANFORD.

ONE OF LIFE'S LESSONS.

Mr. Copperedge had just come from the post-office, plunging through the snow-drifts like a polar bear and setting frost and cold at deliberate defiance. For, out in those bleak Massachusetts hills no uniformed postman came, nobody knew how many times a day, with letterbag and whistle. If people wanted their mails, at Copperedge Farm, they had to go after them.

Mrs. Copperedge was hustling around the bright kitchen, busied in getting tea ready-a savory meal that meant hot waffles, honey, cold roast pork and quince jam. Mrs. Copperedge prided herself on her abilities as a housekeeper. All day long she had been dying carpet-rags for a masterpiece of a carpet, which she was meditating-a wedding present to her daughter, Melinda Ann, who was soon to be married to a well-to-do young farmer of the neighborhood-and now she came into the room just in time to hear the contents of her husband's letters.

"What!" said Mrs. Copperedge, "your mother coming to live with us? Copperedge, I shall never consent to that, in the world!"

Mr. Copperedge sat serenely gazing into the fire, apparently quite undisturbed by this expression of his wife's

"Why not?" said he.

"'Why not?" shrilly echoed his wife. "That's a man's question all over. Do I look like a person to be domineered over and dictated to, by a mother-in-law?"

"No," said her husband, composedly, "I can't say you do, Phœbe Jane. But my mother don't want to domineer and dictate--so there's a pair of you!"

"No, there ain't!" said the lady. "And there never will be, what's more!"

"I think," said Mr. Copperedge, reflectively, "she would like the south room in the wing. You don't use it for anything now."

"And where am I to keep my featherbeds and spare pillows?" indignantly demanded his wife. "The south room is the one of all others that I can't spare."

"The west chamber, then?" suggested the farmer.

"I'm calculating to keep summer boarders in that, next season," said Mr. Copperedge, with compressed lips.

"The little settin'-room, out of the big parlor?"

"That's the room I always use when I quilt or weave," declared Mrs. Copperedge.

The old man glanced shrewdly at his

"I guess, Phœbe Jane," said he, "the trouble is there ain't no room for my mother in your heart. If there was free quarters there, there wouldn't be no trouble in finding room in the old farmhouse."

"You may as well write to her that she can't come," said Phœbe Jane. "She's got other children. Let her go to them."

And she bustled out of the room, while place ain't my place, he! he! he!" her better-half still sat before the fire,

without a muscle of his face stirring or becoming relaxed.

"He has got such an obstinate streak through him," said she to herself. "But I guess what I've said will make some impression on him. One thing I know: I'll have no peeping, prying, meddling old mother-in-law about this house!"

But as Mrs. Copperedge sat down to her patchwork that evening, a curious recollection, half painful, half pleasurable, of her own good old mother, who had died twenty-odd years ago, shot across her memory. She had never seen this mother of her husband's. Copperedge was not a man to be communicative on the subject of his own family relations, but she knew that he both loved and honored this venerable old matron.

"But, for all that, I think I am right," said Mrs. Copperedge to herself. "I always said I wouldn't tolerate a motherin-law; and I won't!"

While her husband sat opposite her, calmly reading the papers, and from the adjoining "best parlor," where a fire had been kindled, the voices of Melinda Ann and her swain, Mr. Rufus Hodgman, could ever and anon be heard.

"Want to hear the President's Message?" said Mr. Copperedge at last. "I'll read it aloud if you're anyways curious."

"Just let me run upstairs first and get a bag of pieces," said Mrs. Copperedge. "I'm clean out of these turkey-red blocks."

So while her husband trimmed the lamp and adjusted his spectacles, she hurried, in the dark, up into the bedroom above the best parlor, where she kept her treasures of calico and cambric in a bureau drawer. In the floor there was a stove-pipe hole, stuffed full of waste paper, communicating with the room below, which had been unused for some time, and without the slightest idea of eavesdropping or any other surreptitious practice, she plainly heard the tones of Melinda Ann in the room below-Melinda Ann, who evidently had not studied that especial feature of "Shakespeare." which commends a "low voice" as being a most excellent possession of womankind, and who generally pitched her accents on high G.

"And then," said Melinda, "if anything should happen to pa-and we're all mortal, you know, Rufus-"

"Yes," blandly assented her suitor, "we're all mortal."

"Then ma could come home and live with us," said Melinda Ann; "and the little red room would be the very one for her, and-

"No you don't!" said Mr. Hodgman.

"Eh!" said Melinda Ann.

"No mother-in-law for me!" said the young man, with emphasis. "Not if I know it! That's the kind of an article I don't care to have about my house!"

"B-but," said Melinda Ann, scarcely willing to believe her own ears, "she's my mother!"

"Exactly," said Hodgman, "and she's all very well in her place. But her

Mrs. Copperedge stood bolt upright be-

side the treacherous stovepipe-hole, while the expression of her countenance would have been a study for Hogarth himself. How ineffably coarse and heartless had this common formula on the subject of mother-in-law seemed to her! How devoid of all logic and common sense! As if she, the guardian of Melinda Ann's infancy, the loving custodian of her riper years, were not the truest and most valuable friend she could ever have! And was she to be shut out from all companionship with her own child, because, for sooth, people choose to laugh and sneer about mothers-in law! Hodgman seemed a brute, a fool; Melinda Ann was strangely lacking in duty and principle ever to allow him to speak in such a fashion as this!

And then, with lightning-like rapidity, it flashed across her mind what she herself had said to her husband that very evening upon that identical subject.

"It's a judgmen; upon me, so it is!" said Mrs. Copperedge, bursting into the first real genuine tears that she had shed for a year.

She went straight down-stairs.

"Copperedge," said she, "I'm wrong." Mr. Copperedge looked up in grave, kindly surprise.

"About your mother," explained Mrs. Copperedge. "She shall come here, and welcome, any time she pleases. And I'll try and be a daughter to her."

Phœbe Jane," said Mr. Copperedge, "I always knew you had a good heart. And I don't believe you'll ever regret what you're saying now."

Grandma Copperedge came the next spring-a sweet, saintly-faced old lady, who was like a household angel at the hearthstone, and who regarded her son's wife as little less than perfect. And Melinda Ann married Mr. Hodgman and went away, and neither bride nor groom ever mistrusted that Mrs. Copperedge had heard the latter's opinion of mothersin-law.

"The Lord knew that I needed a lesson," said Mrs. Copperedge. "And I think that's the way He chose to give it AMY RANDOLPH. to me!"

Is He a Typical Detroit Traveler?

There is a commercial traveler here who has been very successful in Michigan towns, and who owes his excellent position to the fact that he has a good memory for faces and family gossip. When he goes into a country place, he asks the proprietor all about himself and then all about the family, not forgetting the cousins and aunts. "How is Aunt Maria?" he asks. Has she recovered from the quinsy yet? And little Bennie, has he got over the whooping cough? And grandma—" So he goes on as if And grandma—" So he goes on as if his whole mission is to inquire about the family, and then, after rambling along in a sympathetic way for some moments, he suddenly switches the conversation, as if by an afterthought, into the channel of trade, intermingling, however, other anxious inquiries.

This ribbon is the finest in the market—So Bennie has got well—Just feel the textu:e—fine boy, that of yours—only 6 cents a yard—may not set the river on fire, but—only 10 cents a yard for this and dear, old grandma has been confined —you think that too expensive?—well, give my kindest regards to the old lady and say—that is the cheapest on the market—I hope she will soon be as chip-

He is a veritable friend of the family. He insinuates himself by the fireside, where he is sure of a warm welcome, and nine times out of ten, after he has made a good sale, he is invited to supper.

Use Tradesman or Superior Coupons.

Grip's Greeting.

Grip's Greeting.

I am La Grippe!
Grip, for short,
But I get there just the same!
And the way
I get there
Knocks the stufling
Out of the annals of pathology!
I am no respecter of persons,
And silk, or satin or broadcloth
Has no more influence with me
Than a width of
Brown muslin has!
I lay for the woman
Who runs around bare-headed
Or thin shod;
And the way I swipe a man
Without an overcoat
Is perfectly astonishing!
The air is full of me;
And as a microbe incubator
I may say, without fear
of successful contradiction
That I am beyond competition!
Tye got a corner on the
Human system at present,
And I'm working it
For ail it's worth!
I and the doctors,
Are having a picnic,
With the doctors
Getting all the gate money!
However, I'm not in it With the doctors
Getting all the gate money!
However, I'm not in it
For boodle,
And I don't care a cuss
What I'm here for,
People find out when they take me;
And there's no telling
How many have found out
In the past few weeks.
It's a cold day
When I get left,
And we are not having
Many cold days this winter,
Hence— Hence— But why multiply words? You know me, And if you don't you can learn All you want to know By reference to the families Which, and in which, I have worked! Mighty few of them Don't recognize me socially, And curse me Don't recognize me socially,
And curse me
For all the crimes in the calendar!
But I ain't saying a word.
I simply
Ler her go Gallagher,
And she goes
Like Sheol!

Trades Unionism as Applied to the Ci-gar Business.

"There will never be a cigar factory of any consequence in Grand Rapids,' observed a local cigar jobber, the other

"Why not?" enquired a reporter for THE TRADESMAN.

"Perhaps I put it a little strong," replied the gentleman, "I meant that there would never be a factory here until the present trades union sentiment died out, which is likely to be the case in the course of a few years. So long as the heelers who preach union doctrine for the purpose of maintaining themselves in idleness are able to keep the ignorant portion of the working classes in subjection, so long will Grand Rapids continue to be without a cigar factory of any consequence."

"What figure does the cigar makers" union cut in the cigar trade?"

"Very little, in itself, for the union eigar makers almost invariably buy nonunion cigars, because they know they are better. I have dozens of customers among the cigar makers of the city and not one can be induced to buy a union made cigar. Nevertheless, they talk so strongly about "scab" goods to the other unions that the latter, very foolishly, espouse their cause and some of the unions have resolutions on their record books fining a member \$5 for smoking a non-union cigar."

"Why do the union cigar makers refuse to smoke their own goods?"

"Because they know how they are made-that they are manufactured by men who are mostly drunkards and largely diseased. In other words, all the strong talk they indulge in against "scab" workmen can be applied with greater justice to themselves, for the filthiness and bestiality of the majority of the union cigar makers is a matter of common knowledge."

"How do the conditions of cigar makers in union and non-union communities compare?"

"There is no comparison at all. have been through factories in Pennsylvania where every workman was welldressed and looked happy and contented, because he was making good wages and was not under the domination of a tyrannical union. In such places cigar makers are considered as good as anyone and nearly all have comfortable homes and something ahead for a rainy day. I tell you labor is respected in non-union towns, while unionism deprives its victims of the support of all but the deadbeat demagogues and the scheming politicians."

"Which is gailing ground-union or non-union goods?"

"I am in a position to speak authoritively on this subject, for I have been in a position to accurately estimate the output of the local factories and the goods handled by local jobbers and I am prepared to say that the sale of union goods has dropped off at least 50 per cent. in the past five years. Thousands of smokers who formerly asked for union goods now refuse to take them, because they have found by experience that cigars made by free workmen are better and cleaner and cheaper. The decisions of several courts of last resort, pronouncing the union label worthless, have had the effect of breaking the force of the spell the trades unionists previously held over the credulous and ignorant."

"What will be the outcome of the present agitation regarding union-made goods?"

"That is plainly foreshadowed. As I said before, the spell is broken. Nearly all the strikes now undertaken by the trades unionists result in failure. People of good sense have noted the excesses which the union leaders always go to in times of excitement, even to the inauguration and execution of dynamite plots and murderous attacks on men who do sympathize with strikes, boycotts and insurrection. All these things are bringing about a reaction which is destined to grow until the era of trades unionism will exist in remembrance only as one of the greatest drawbacks the laboring masses had to contend with in its onward march to excellence and competence."

Sharks of Trade. From the St. Louis Dry Goods Reporter.

Dry goods jobbers are beginning to ecognize the existence of a new class in this country, who systematically go to work to earn a credit by a record of prompt payments, then take advantage of it and swindle the creditor, either by settling for five cents on the dollar, burning up the property for the insurance, or quitting for parts unknown, leaving an empty store or valueless stock behind. It seems as if these sharks are becoming more numerous, much to the distress of honest storekeepers, who can-not compete with that sort of business. It is a well established fact that profes sional swindlers, who feed upon the credit established by honest people, and who enter business with intent to defraud at first convenient opportunity, are becoming painfully numerous. Their practice being to swindle one community, then change their names and locate for the same purpose elsewhere. Even our two large mercantile agencies are total failures in ferreting out and exposing this class of criminals, a class that does more toward demoralizing the honesty of a community than aught else.

Use Tradesman or Superior Coupons.

Wagon Jack Free!

We are sending to every dealer who handles "GRAPHITE AXLE G: EASE," one Dalsy Wagon Jack, worth \$1, to be the holder of the printed order contained in one of the 1-lb, boxes in each case of one-third gross, on presentation of said order to your dealer, FREE of charge,

See What is Said of It.

APRIL 25th, 1881.

Wadhams Oil & Grease Co., Milwaukee:
Dear Sirs—For the past year I have been using your Graphile Axle Grease and have found it will do better work than any other grease in the market.

Yours truly,
PHILLIP SCHARETT, Barn Foreman,
Jos. Schiltz Brewing Co., Milwaukee, Wis.

(3RAPHITE AXLE GREASE

For sale by all Grocers, Hardware Dealers, Harness Dealers and by the Manufacturers

Wadhams Oil & Grease Company.

Milwaukee, Wis. and Beattle, Wash.

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 paper. Write for information be cheerfully furnished.

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



Of Ledgers and Journals bound with Philad lphia Pat, Flat openia back. The Strongest Blank Book Ever Made.



GRAND RAPIDS. MICH

TALKS WITH A LAWYER.

THE COMMON LAW.

Written for THE TRADESMAN.

How many of the readers of this question understand the meaning of the oftused phrase, "the common law?" We say, "Such and such is the rule at comso, but statute law is otherwise." I fear the vast majority of people, including a very respectable number of practicing lawyers, do not know the full import of the phrase, if, indeed, they even have a tolerable idea of its meaning. The reason for the failure to comprehend it is easily found. It is not something that may be defined. Justice Swayne denominated it "Reason dealing by the light of experience with human affairs." Blackstone called it "Nothing else but custom, arising from the universal agreement of the whole community," or, in another place, he says, it is "Custom handed down by tradition, use and experience." It is something that grows and expands with new ideas of right and justice. The common law of one country may not be the common law of another country. We are accustomed to use the phrase "the common law" as referring to the common law of England, because, when our ancestors came to this continent they brought with them this common law, and claimed it as their right. What was this common law of England, and what can now be said to be the common law of the United States? In the earlier days of the history of law in England, we find certain laws recognized and in force throughout more or less extended districts, the origin of which is obscure. They are generally customs of immemorial usage grown to be recognized and enforced as law. They have originated thus as edicts of kings or enactments of councils or legislative bodies, records of which are lost in the obscurity of the past. These well established usages became doubly authenticated by the decisions of judges from the earliest days, modified and enlarged to suit the growth of ideas and the emergencies of advancing civilization. They form the great body of the English law, finding their authority not in parliamentary enactment, but in their immemorial and continued usage and the sanction of courts from the earliest days.

When our ancestors landed on these shores they brought with them the common law of England, and adopted it so far as it suited the conditions of their new life. The war of the revolution grew out of the infractions on the part of the Government of England of the common law rights of the colonists, who, although colonists, were none the less Englishmen, and under the protection of English law and possessors of the rights of Englishmen. Up to the signing of the Declaration of Independence the common law of England was as much a part of our system of jurisprudence as it was that of Great Britain. Strictly speaking, the United States has no common law. The Constitution declares that the judicial power of the United States extends to all cases arising under the Constitution, the laws of the United States and treaties. There was no principle which pervades the Union and has the authority of law that is not embodied in the Constitution and Acts of Congress. However, as the common law was the substratum on which the Constitution was stratum on which the Constitution was And with a "good evening," Mr. Stewfounded, we must go to the common law art passed on to his carriage.

for a definition and an interpretation of

All of the States, with the exception of Louisiana, have adopted the English common law as its local law, subject to statutory alterations, and only to such extent as suits its conditions. This will mon law;" "The common law is so and effectually answer the complaint of many who cannot see the necessity in the study of the law of spending so much time on study of the common law of England from the Commentaries of Blackstone. When it is remembered that this magnificent body of unwritten law (so called because in its origin not so far as known the subject of legislative enactment) was the law of the Colonies prior to the Revolution, was the birthright for which the great war for independence was fought, is the source of the interpretation of our constitution, our laws and our treaties, in so far as they use words and expressions to which the common law alone gives a meaning, became the law (subject to statutory changes) of all but one of the States of the Union. We are prepared to assign it the place it deserves in the estimation of the student-the foremost and best. Wm. C. Sprague.

His Patronage No Longer Desired.

A certain wholesale grocery house here had a retail customer who buys in such small quantities and acts as penuriously that the house salesmen would as soon see the store invaded by an army of beggars as to be compelled to wait on him. The other day the old fellow dropped in and spent a couple hours in making his usual selections, including half a dozen cans of a certain kind of canned goods. The latter were placed in his wagon in a case, and a short time afterward the old gentleman appeared at the office with the empty box, when he registed the en-

"You pay 5 cents apiece for empty boxes, don't you?"

On being answered in the affirmative, he replied:

"Well, give me the money. You treat your customers to a cigar, too, don't you?"

The cashier smilingly produced a cheap cigar, when the old man paralyzed the office force with the remark:

"I don't smoke, so give me 5 cents in-

The cashier laughed until he turned red in the face, when he took the old fellow by the arm, quietly informed him that his patronaged was not desired hereafter and led him to the door.

One of A. T. Stewart's Tricks.

An old employe of the late A. T. Stewart, the millionaire dry goods merchant of New York, relates an instance which shows the means sometimes employed by that gentleman for enforcing the rules of his store. There was a rule to the effect that no person employed in the building should carry matches, under the penalty of dismissal.

One evening, as Mr. Stewart was passing through the store on his way home, he suddenly turned to a number of clerks who were standing near the door and

"Can any one oblige me with a match? No one answered for a moment until one of the men, prompted by courtesy and thinking his employer would not take advantage of him, replied, "Certainly, sir; here is one."

"You are discharged was the ungraci-ous response. "Go to the desk and get what is due you."

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. When-ever differences of this kind occor, it is certain to be a trade loser to the mer-chant 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

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 ok and the customers has the deale obligation for the same amount, which is

the coupon book.

We have concluded to adopt this sys tem; 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 mention simply the following:

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.

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.

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.

 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 fea-tures 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 day of October next, we shall only 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 systematize our credit business. T The advantages to both merchant and patron, of the system we adopt, is so manifest that certainly no fair-minded person can find any valid objection to it after a thorough examination and trial.

Very respectfully, F. GOODMAN & Co,

AFTER USING.

BURNIP'S CORNERS, Nov. 25-We have een gradually endeavoring to correct some of the unnecessary evils appertain ing 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 us to be alone sumetent 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 re-quired in keeping a set of books, and we are of the opinion that we shall save many a dollar which formerly was lost many a donar which locality through carelessness in neglecting to charge items. Our customers are well 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 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.

Girard-J. E. Perry has sold his drug and grocery stock to A. A. Perry.

Mason-Bates & Henderson succeed Hall & Bates in the clothing business.

Chesaning-C. H. Wood & Co. succeed Geo. M. Peet & Co. in the meat business. Marcellus-S. F. Caldwell is succeeded by Burdick & Gould in the grocery business.

Marquette-Bice & Son succeed Bice. Pendill & Co. in the planing mill busi-

Plainwell-O. C. Mason succeeds C. J. Hicks in the confectionery and cigar business.

Goodrich-D. A. Salisbury is succeeded by D. M. Scriver in the hardware bus-

Morenci-F. L. Crookston is succeeded by Crookston & Morgan in the grocery

Coldwater-Milnes & Miller succeed C. H & R. Milnes in the grocery and meat business.

Saginaw-Broner & Schuett are succeeded by Schuett & Wittman in the grocery business.

Chesaning-Taylor Long has sold his bakery and confectionery establishment to Edward Wood.

Bad Axe-Losey & Ounsworth, dealers in pianos and organs, is succeeded by the Bad Axe Music Co.

Burlington - French Bros. & Co. are closing out their hardware stock and will retire from business.

Sunfield-Lemmon & Bascom have sold their grocery stock and meat market to J. Nichols, late of Sebewa.

Kentville - Albert Kent has removed his general stock to Bendon Station, where he has resumed business.

Marion-F. L. Colter and Dr. Johnson have formed a copartnership and will shortly embark in the drug business.

Muskegon-D. Wilcox has sold his "Lowertown" meat market to Van Arkel Bros., who will continue the business at the same location.

Belding-H. P. Whipple has returned to Belding, having sold out his general stock at Wyandotte, and will go into business here again if he can strike something that suits him.

Marshall-Jas, A. Cluff, for many years in the grocery business in this city, but who recently sold his stock to Richard Town, has removed to Chicago, where he has secured a position with Sprague,

Port Huron-Cohn Bros., dealers in dry goods and boot and shoe dealers at this place and Imlay City, have uttered mortgages aggregating \$24,158.24. A. Krolik & Co. are the largest creditors, their claim being \$16,347.37. The firm catered to the P. of I. trade, their store at Imlay City being known as the "Patron's Store."

MANUFACTURING MATTERS.

Pori-J. E. Hubbell, of Midland county, is building a circular saw and shingle mill two miles north of this place.

Cheboygan- Hayes & Monroe intend to put a ten block machine into their mill, with a capacity of 120,000 shingles daily.

Matchwood-Davis Bros. have built a band saw-mill of 75,000 feet capacity near this place, which will also contain shingle machinery.

Cheboygan-Quay & Sons have pur-

are building six miles from this place. The machinery in the mill burned is nearly all useless.

Saginaw-Brown & Rvan are arranging to construct a mill and dam at Beavton. This firm has purchased 10,000 acres of stump lands in that county, of Merrill & Ring, of Saginaw.

Sears-M. G. Sleezer, whose wooden bowl factory and feed mill were recently destroyed by fire, proposes to rebuild at once and continue the business. His loss was about \$1,500, with no insurance.

Cheboygan-Swift Bros are errecting a filing building, two stories high, at their mill. Their mill has a capacity of 24,000,000 feet, and a full stock for next season has been secured to run day and night.

Detroit-The Michigan Confectionery Co. has changed hands. The new officers are: L. S. Scott, Jr., President; Charles H. Andrew, Vice-President; Walter S. Campbell, Secretary; George B. Holloway, Treasurer.

Tonkin-Tonkin, Harris & Co. have built a shingle mill at this place. mill is in operation, and cutting 60,000 shingles daily. The firm has just finished a dry kiln with a capacity of 432,-000 shingles.

Saginaw-M. Greenboe and James Mc-Ilvena have formed a copartnership and will operate the Neff & Son's mill in Gladwin county, running mostly on shingle timber purchased of settlers in the vicinity.

Bay City-The Michigan Central is bringing down over the Mackinaw division 700,000 feet of logs daily, operating eight to twelve trains. The operations this season will equal those of last year in log hauling.

Charlotte-Curtis & Bennett have shut down their furniture factory to take their annual inventory. When it is started up again it will be under a new firm, but whether the new name will be Charles Bennett or Curtis & Son is not grippe. yet determined.

Tecumseh-The Temple Manufacturing Co. has been organized to manufacture sash, doors and blinds, by Samuel W. Temple. Benjamin F. Steinhoff. C. W. Temple, William Steinhoff and James W. Wightman, all of Tecumseh. Authorized capital, \$20,000.

Bay City-Work on the new mills of the Kern Manufacturing Co. is being pushed. The frames are up and the work of enclosing it is in progress. The new plant as has been stated in these columns, is on the site of the mill formerly operated by L. L. Hotchkiss & Co.

Boon-A short time ago Frank Sampson's mill cut 52,000 star shingles in one day, and announced itself champion. A few days later the Bowen mill cut 60,500 and claimed the broom. Not to be outdone the crew of Sampson's mill the other day cut 70,000 star shingles. The broom is now on the Sampson mill.

Saginaw-L. A. Hase and Frank Perry recently purchased a tract of pine, estimated to cut 50,000,000 feet, of the Calumet & Hecla Company in upper Michigan, and the purchasers are cutting the timber. The logs have been sold to the Hall & Munson Company, at Bay Mills. who will run one band mill all winter.

Charlevoix-The recently incorporated Charlevoix Lumber Co. succeeds Nicholls, Lewis & Bates in the manufacture of lumber and building materials. The management is practically unchanged,

lows: John Nicholls, President; George Bates. Vice-President: Harry Nicholls, Secretary and Treasurer.

Ewen-John McCrae & Co. are building a mill which will cut 200,000 18-inch shingles daily, and two dry kilns, 34x100 feet. The machinery is all modern. Totten, Nease & Co. have built a three-story sawmill which will cut 50,000 feet, and a shingle mill of 160,000 capacity. James Conners, of Saginaw, intends building a band saw and shingle mill.

South Manistique-Hall & Buell have now on skids and in the Manistique River, about 50,000,000 feet of logs, 64 per cent. of which are 24 inches and over in diameter. They are probably the finest lot of logs, as a whole, ever cut in upper Michigan. At one camp, where 2,500,000 feet are now on skids, the average is only one and one-quarter logs to the thousand feet. They have logs at a number of skidways, where the entire quantity skidded averages a little over one thousand feet to the log.

Sault Ste. Marie-Ainsworth & Alexander are building here a large double band sawmill, to be ready for business May 1. The main building is 48x126 and two and a half stories high; engine room and boiler house 36x79, with boarding and dwelling houses, office, shops, barns, etc. The buildings are up and the machinery is being put in position. The outfit will consist of two Cunningham band mills, running 12-inch saws, and a complete equipment of modern sawmill machinery. The mill will be able to cut up to 40 feet in length, and lumber can be shipped both by rail and water. The Arthur Hill Co., of Saginaw, furnishes 14,000,000 feet this season, and is now operating several camps near this place, the logs to come to mill both by rail and

Purely Personal.

O. A. Ball is the latest victim of la

L. Winternitz was laid up last week with a seige of plumbago.

Chas. C. Kritzer, President of the Kritzer Milling Co., at Newaygo, was in town over Sunday.

Wm. W. Tanner, Superintendent of the Fremont Furniture Co., at Fremont, was in town several days last week.

Heman G. Barlow is gradually recovering from the rheumatism and will probably be able to resume his desk early next week.

Jas. E. Granger, formerly with the old house of Cody, Ball & Co., but now Secretary of the Stone & Ordean Co., wholesale grocers at Duluth, has been spending the holidays with relatives here.

C. G. A. Voigt has received a peculiar present from Wm. Blank, the Reed City grocer, in the shape of a live coon. He is undecided, as yet, whether to present the animal to his colored coachman or to the trustees of John Ball park.

W. N. Fuller, Vice-President of the Tradesman Company, has the sympathy of all who know him in the death of his eldest son, Geo. F. Fuller, a young man of 16 years. The deceased was a youth of unusual promise, having made an enviable record as a student in the high school, and his efforts in an artistic direction bore marked evidence of genius. The deceased was an obedient son and a boy of most excellent private character and his sudden and unexpected death chased new machinery for the mill they the officers of the company being as fol- comes like a blow to all who knew him.

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 advertise-ment taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—A BRIGHT \$3,500 STOCK OF general merchandise in best farming com-munity. Will sell right for cash or exchange for good farm. O. F. Conklin, Grand Rapids. 371 for good farm. O. F. Conklin, Grand Rapids. 371

POR SALE—FIRST-CLASS GROUERY BUSINESS in the best town of 5,000 inhabitants in Northern Michigan. The purchaser can have a trade of \$9,000 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

GOME SALE—CLEAN GR CERY 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, eare Michigan Tradesman.

SITUATIONS WANTED.

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

macist F, Hart, Mich., Box 5).

Wanteb—situation as Manager in general merchandise establishment. Fifteen years' experience. Best of references. Several different languages spoken. Address Ino. Rauscher, 434 Minnesota street, St. Paul, Minn.

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

WANTED — SITUATION BY A REGIS-tered pharmacist of thirteen years exper-ience. Address "Drugs," care Michigan Tradesman.

MISCELLANEOUS.

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

or pound and si per pair for cases. Tradesman company, Grand scapids, Mich. 359

IF YOU HAVE ANY FROPERTY TO EXCHANGE FOR a residence brick block in Grand Rapids, address B. W Barnard, 35 Allen street, Grand Rapids, address B. W Barnard, 35 Allen street, Grand Rapids, Mich. 331

FOR SALE—TWO HUNDRED ACR-S LAND (160 IMproved), located in the fruit belt of Oceana counseling curb and the form machinery, good fences, large curb and the death of the street of the second s

Goods," care Michigan Tradesman. 362

FOR SALE—CHEAP ENOUGH FOR AN INvestment Corner lot and 5-room house on 1. vestment Corner lot and 5-room house on North Lafayette St., cellar, brick foundation, soft water in kitchen. \$1200. Terms to suit. Address No. 187. care Michigan Tradesman. 187 Address No. 187. care Michigan Tradesman. 187

FOR SALE - BEST RESIDENCE LOT IN
Grand Rapids, 0x175 feet, beautifully shaded with native oaks, situated in gool residence
locality, only 200 feet from e cetric street car
line. Will sell for № 5:00 cash, or part cash, payments to suit. E. A. Stowe, 100 Louis St., 354

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

WYANTED - AN EXPERIENCED SALES-

WANTED - AN EXPERIENCED SALES-man to travel with parlor goods and mat-tresses. Address S. W. Kramer, Cadillac, Mich

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

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.

OR RENT—BEST LOCATED STORE IN the city for dry goods or furnishing stock, South Division St. O. F. Conklin, 26 Madiavenue, Grand Rapids.

son avenue, Grand Rapids. 369

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

FOR SALE-TWENTY-FIVE SMALL, SHOWcases, \$2 cach. Call at 47 Eleventh St. 372

FOR SALE—GROCER'S FIXTURES, SCALES, coffee mill, showcases, complete outfit: also small line staple groceries. Nearly new. Will sell cheap. Address Lock Box 963, Rockford, Mich.



STUDY LAW AT HOME.

Take a course in the sprague Correspondence school of Law incorporated]. Send tenents [stamps] for particular,

J. COTNER, Jr., Sec'y, No. 375 Whitney Block, DETROIT, - MICH.

Use Tradesman or Superior Coupons.

GRAND RAPIDS GOSSIP.

- E. B. Stevens has received the appointment of manager of the local branch of Swift & Company.
- J. E. Bennett, grocer at 802 Madison avenue, has taken the local agency for Briggs & Co., millers at Paw Paw.
- D. O. Courtney has sold his grocery stock at 78 Stocking street to J. H. Harris, who will continue the business.
- L. A. Scoville has arranged to open a drug store at Clarksville. The Hazeltine & Perkins Drug Co. will furnish the
- F. E. Hill has arrainged to open a drug store at Interlochen. The Hazeltine & Perkins Drug Co. has the order for the stock.
- S. A. Goss & Co. have sold their grocery stock at 233 South Division street to John M. Flanagan, who will continue the business at 700 Madison avenue.
- A. S. Davis has leased the store at 99 and 101 South Division street and will remove his eigar factory from 127 Louis street to that location March 1.

Daniel McCoy is fathering the project of another bank, to be located in the corner store of the new Michigan Trust Co. building. It is proposed to organize a State bank with a capital of \$100,000 or \$150,000, and be open for business about

Ben. W. Putnam, President of the Putnam Candy Co., attributes the sight decrease in the holiday sales of confectionary to the large amount of savings turned into the building and loan associations weekly-people of small and moderate means now laying by many small sums which formerly went into the tills of the candy store.

The Hazeltine & Perkins Drug Co. sent out to their customers this year the handsomest New Year's souvenir ever gotten out by a Grand Rapids house. It embodies about fifty fac-simile letters received from the patrons of the house, Kalamazoo. embellished with handsomely engraved covers and title pages. The volume was the work of the engraving and printing without a care, with a good salary, fine departments of the Tradesman Company.

Gripsack Brigade

- E. J. Gillies & Co. in this territory for another year.
- E. E. Wooley has signed with Root & McBride Bros., of Cleveland, for another year, covering the same territory as heretofore.
- A. D. Chase, formerly with Symons Bros. & Co., has engaged to travel for and easily through the world, an object S. K. Bolles & Co., taking the Saginaw and Flint Valleys as his territory.
- P. H. Carroll was elected Vice-Presi-Traveling Men's Association at the recent annual convention at Chicago.

Friends of John P. Osting, who has been city salesman for the Lemon & Wheeler decapitation if he fails here. Then, to Company for the past two years, will be do this, he must watch closely and keep pleased to learn that he has become a posted on the markets, prices and changstockholder in the institution.

road Monday, owing to the celebration of learn the character of his customers, and an interesting event at the family resi- be constantly aware of the condition of dence-the advent of a bran new boy to their stocks and finances. He must sacrikeep company with an elder brother.

Upper Peninsula, whence he goes on to night-get up in the cheerless early Duluth, St. Paul and Denver. He will hours, walk through slush and mud,

expatiate on the merits of Anti-Kalsomine and be absent about six months.

Frank Collins, formerly with W. F. Mc Laughlin & Co., has engaged to travel in Texas for the New Orleans Coffee Co., Limited, of New Orleans, La. He enters upon the duties of his new position next week.

- S. G. Pierce, of Flint, who has covered Eastern Michigan for the New York Biscuit Co. for some time past, has engaged to travel for Gray, Toynton & Fox, of Detroit, the engagement dating from Jan. 1.
- D. C. Slaght, Secratary of Flint Councel, U. C. T., reports a membership of thirty-nine. He says that eighty-nine traveling men reside at Flint and promises to furnish THE TRADESMAN with another roster of the boys again next month.
- C. F. Marple, traveling salesman for the Marple-French-McGrath Co., of Lansing, has again taken up his residence at Charlotte. He lived at Charlotte before his house changed its base to Lansing. three or four years ago, and now returns to the city of his first choice.

Following its usual custom during the month of January, THE TRADESMAN has now in preparation its annual lists of traveling men-one comprising the salesmen who represent Grand Rapids houses and the other embodying the names of those who live here but represent outside houses. Contributions to both lists are respectfully solicited.

Ed. L. Forsyth, formerly engaged in the drug business at Buffalo, N. Y., but for the past two years on the road for Williams, Davis, Brooks & Co., has engaged to travel for the Hazeltine & Perkins Drug Co. He will cover the main and air lines of the Michigan Central Railway and those towns in Southern Michigan and Northern Indiana not now visited by Mr. Crawford. Mr. Forsyth comes to his new position with excellent recommendations and will undoubtedly be warmly welcomed by the trade of his territory. He will continue to reside at

To the uninitiated, the commercial traveler is a "happy go lucky" fellow, clothes, a liberal supply of money, a large acquaintance, numberless friends and an ever ready, cheery smile J. P. Visner has arranged to represent or joke for everybody. He comes into town with a rush, hurries to his customers, posts them on the markets, takes his orders, gives current news, sets up the cigars to the crowd, tells a joke perhaps, and then away. To such outsiders he presents a jolly picture of a life of unalloyed pleasure, and he goes smoothly of envy to the unsuccessful, a subject of comment for the many. But let us go behind the curtain, and we find that the dent for Michigan of the Northwestern traveling man is employed expressly to sell goods, and is expected to earn a good profit for his house, above salary and all expenses, and nothing is surer than his es, know the stock in the house, be a Valda Johnston did no go out on the good judge of human nature, study and fice dinner, supper and even bed for the T. P. S. Hampson left Monday for the sake of trade-knock around at mid-

away up to the yards, away up to the yards, around and through innumerable freights and "empties" and hunt around in the darkness for his "caboose"—endanger his life, lose sleep, drive through cold, sleet and rain, cram down his food, rush for trains, mediate between customers and the house, hustle and push to sell, and then worry and fret to get the pay. And so it goes on, day by day and night by night. He lays the foundation for dys-pepsia, cultivates rheumatism, robs him-self of a home, denies himself domestic and family felicity, and eighteen hours out of twenty-four is engaged in a tireless, ceaseless struggle for trade. Personally, too, the traveling man of to-day will bear close inspection, for of necessity he is a gentleman, polite and accommo-dating; he is also a keen observer, and has a deep sympathy for the unfortunate, is generous to a fault, and while his dolseem to go recklessly yet he is nomical. Where this is not so, the economical. contingencies require drafts and calls upon his house and this would soon accomplish his ruin.

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

48, 50 and 52 Ottawa St.

GRAND RAPIDS,

William Connor, clothing traveler for Michael Kolb & Son will be at Sweet's Hotel, Grand Rapids, on Friday and Saturday next, January 8 and 9, and will be pleased to see as many of his customers as can make it convenient to call upon

The Belknap Wagon and Sleigh Co.

GRAND RAPIDS, MICH.

Manufacturers and Jobbers in

Road Logging Delivery Pleasure

SPRIGHS.

Send for Catalogue.

Drummer and His Grip.

G. Ashleigh Whitney, Jr., in the Sample

Though the rain and sleet are falling
And the roads are awful muddy
Though all men hard times are bawling,
Though a fellow's nose gets ruddy,
Though the fiver may be frozen
And the frost may bite and nip,
They can never stop the advent
Of the drummer and his grip.

Though the trains may all be smashing, Though the horses all go lame, Yet the drummer like the bed-bug, Surely gets there just the same. And when his time is over, Will come sailing from his trip, For he always makes connections Does the drummer with his grip.

Oh! he teaches us a lesson
With his energy and grit.
Things that paralyze most people
Don't astonish him a bit.
And he's ever bright and cheerful
And a smile is on his lip.
He's a daisy from away back
Is the drummer with his grip.

Give him then a kind word always And he'll give you back the same, For the doings of some black sheep Don't give the whole tribe blame, For down, way down to Hades, Some so called good men slip, While along the road to heaven Goes the drummer with his grip.

Altogether Too Accommodating.

A traveler for a New York dress trimmings house was in the smoking car of a train on a Southern Michigan railroad, when a horny-handed young farmer came in for a smoke and sat down beside him. The young man felt and looked happy, and pretty soon he remarked:

"I heard some one saying you was from

New York.'

"Yes."

"Bin round a good deal, I 'spose."

"Well, I've been traveling for fifteen

"Shoo! You must have seen a heap. Say! I've got a sort of favor to ask of you.

"Well."

"I'm engaged to a gal in the next car. I'm going with her down to Coldwater. She's the alfiredest purtiest gal in four counties and I know she loves me,

"But what?"

"You know a feller is allus sort o' uneasy about his gal 'till he marries her. She purtends that she wouldn't look at the president of the United States if he was a single man but I dunno. You can't be sure of these women."
"No you can't."

"May be purtending to love you like a a house a fire, and yet be plannin to drop you for the first better-lookin' feller who comes along. She's in the next car and Pd kinder like to try her. I'm purty sure she's all right, but I'd like to know just how she'd act if you went in and sat down beside her. I know it's asking a big favor of you, but——" "Oh, I'm perfectly willing to accommo-date you," interrupted the traveler, "but

you must promise to abide the consegences.

"How9"

"How?"
"Why, if she seems to take to me you raise a row. I am musn't get mad and raise a row. only trying to accommodate you, you know.

"D'ye think she will take you?"

"Why, I can't say. She's sitting in a seat alone. I'll take my grip and walk into the car and sit right down beside her."
"Yes."

"Then I'll speak about the weather— the scenery—asking her where she is going, and so on and the chances are that in about ten minutes we'll be talking away like two old friends."

away like two old friends."

"Hump! It took me three months afore I dared ask her if her ma was well!"

"Then I'll gradually lead up to the subject of my being a widower," continued the traveler. "I'll remark how lonely I am, and how I'm thinking of marrying again, and how my second wife will have a scalskin sacque, diamond earings and a horse and carriage. If you come and find me holding her hand you musn't fly mad and pitch into me." musn't fly mad and pitch into me."

Goin to talk sealskin sacque to her. eh?"

"Yes."

"And diamond earrings?"

"And tell her she can have regular Brussel carpet stuffed chairs and hired gal!"

"Certainly."

You wait a minit!"

"He got up and left the car. Just then the whistle blew for a station and the train soon stopped. The traveler looked out of the window and saw the young man and his girl getting off with as much alacrity as if there had been a collision expected. He put out his head and call-

ed:
"This isn't Coldwater, what are you

getting off here for?"
"I know it isn't Coldwater," replied the young man as he came forward a few steps, "but we will stop off here and take the next train."

"But I thought you wanted me to do you a favor."

"I do. you jest keep right on that train, and git out of the State of Michigan as soon as ever you can, and if I ever ketch you within fifty miles of my home after I'm married, I'll thump you all over the county."

Something For Boys to Do.

A prominent wood engraver said the day:

"It is a popular notion that photo-engraving, zinc processes, and such methods, are making the old trade of wood ods, are making the old trade or wood engraving an undesirable one. On the contrary, there is to-day an increasing demand for good wood engravers. A good wood engraver, for instance, gets from \$20 to \$25 per week, while a skilled one gets from \$40 to \$60. A real artist

can command any salary he pleases.
"If I had a son I know of no trade I would sooner have him learn. This is an age of pictures, and wood engraving will always be an art affording a good living, and even fortune, to its skilled expon-ents. You will notice that you do not see in the papers advertisements from engravers wanting employment."

Jackson-Anson Wilcox, of the firm of A. & H. Wilcox, millers and dealers in coal and lime, is dead.

Schilling Corset Co.'s



The Model Form.

CORSETS

Greatest Seller on Karth!



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

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

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ır	Dry Goods P	rice Current.	-
d	UNBLEACHI	ED COTTONS.	ľ
u	Adriatic 7	" Arrow Brand 51/2	1
	Argyle 6½ Atlanta AA 6½	" LL 5	1
	Atlantic A 7	Georgia A 61/4	1
n	" P 6	Honest Width 6%	1
d	" LL 5½	Indian Head 71/4	١.
g	Archery Runting 4	King A A 61/2	ľ
h	Beaver Dam A A. 51/2	Lawrence L L 51/4	ı
n	Black Crow 61/3	Newmarket G 6	1
-	Black Rock 7	" B 5½	
u	Capital A 514	" DD 5½	ı
,	Chapman cheese cl. 3%	Noibe R	
a	Comet	Our Level Best 61/2	1
e	Dwight Star 714	Pequot 7½	i
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I	Beats All 4½	Hope]
u	Boston	Just Out 4%@ 5 King Phillip 7%	1
	Cabot, % 6%	Longdale Cambric 1014	1
	Conway W 71/4	Lonsdale @ 8½	1
	Dwight Anchor 834	No Name 7½	
e	Edwards shorts. 8%	Oak View 6 Our Own 51/	
-	Empire 7	Pride of the West12	1
-	Fruit of the Loom. 81/4	Sunlight 4½	402
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1	Full Value 6%	" Rock 81/2	1
S	First Prize 6 % Fruit of the Loom % Falrmount 4½ Full Value 6 % Full Value 6 % Full Value 7 % Farwell 8 % Tremont N. 5 % Hamilton N. 6 % 1	Solar	
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	Grand Rapids 4 50	Abdominal 15 00	1
1	Armory 6%	JEANS. Naumkeag satteen 7%	1
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	Brunswick 61/2	Walworth 6%	6
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	Centennial 10½	Somerset 7
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Choosing a Business.

The all-important question to every young man when he arrives at that age where he begins to look about him for the purpose of settling upon something as his life's work, is one that is not al-ways easily determined or judiciously considered. considered.

Advice upon this subject is frequently but slightly appreciated, as most young men consider themselves capable of choosing for themselves. However, it is fair to suppose that the experiences of others are worth something, and when these experiences have proven successful they are all the more more than the service. they are all the more worthy of consideration.

We judge of a man's success by the fortune he has accumulated in the busifortune he has accumulated in the business he has chosen to follow, and upon this theory the following advice, from one of the most successful men of the present time, Mr. Russell Sage, is worth a careful study. He says: "The question of choosing a business is a serious one. As a rule, a young man should adopt the calling for which he has a preference. If he has no particular choice, it would be well for him to try different occupations, until he finds one different occupations, until he finds that suits him. I do not counsel changing about to gratify a spirit of uneasiness, for once a young man is installed in the for once a young man is installed in the business that he is suited to, he ought to stick to it. I have known young men who entered employments reluctantly, and after a trial became fond of them. A young man must be determined to succeed. After all, there is one great lever, and that is will power. Without it very few men succeed.

few men succeed.

It depends on the circumstances whether failures betray incapacity in a man. If a failure is due to a cause not general, then it may be attributed to a lack of foresight and understanding. A shrewd merchant will not stock up with unsalable things; a shrewd farmer will not plant his ground to raise unsalable crops. Both the merchant and the farm-er must find out what is salable, and act accordingly. There are exigencies, to be sure, like contagions, disasters, combe sure, like contagions, disasters, com-binations, strikes and boycotts, that can-not be foreseen. The prudent man of business has prepared himself to stand losses from such causes, and when the troubles have passed the fact of his hav-ing weathered them makes his financial position in the community stronger than position in the community stronger than ever. The present condition of the coal trade well illustrates the uncertainty of things. The mild, open winter could not be foreseen, and has caused great dullness and loss in the trade. Then there is the march of improvement. This is an age of compatition, and it requires is an age of competition, and it requires energy and perception to meet it. It used to take ninety days to find out the condition of the tea crop in Japan or the coffee crop in Brazil, Now the inquiry can be sent and an answer secured in a

single day.

The young man should start out in the world by the time he is 21. If he is qualified to begin life at an earlier age he should do it. I began as a clerk when I was 12. At 18 I was in business for myself, and I have kept my sign up ever since. I should say that the average boy could take a clerkship at the age of 16 or 18. A wrong start may not mean a permanent failure. Many of the most successful men have started wrong and afterward righted themselves. There are many instances where men educated for the pulpit have gone to the bar and been conspicuous successes. Then, again, been conspicuous successes. Then, again, men educated for the bar have gone to the pulpit and achieved success."

A Cowhide Horseshoe.

In England and in many parts of the Continent they have been for a long time Continent they have been for a long time using a horseshoe made by compressing common cowhide. It is composed of three thicknesses of cowskin pressed in a still mold and then subjected to a chemical preparation. It is claimed for it that it is much lighter, that it lasts longer, and that split hoofs are never known in horses using it. It is perfectly smooth at the bottom, no calks being required, the shoe adhering firmly to the most polished surface. Its elasticity prevents many sprains, the horse's steps most polished surface. Its elasticity prevents many sprains, the horse's steps being lighter and surer.

Hardware Price Current.	
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These prices are for cash buyers, w	
pay promptly and buy in full package	es.
AUGURS AND BITS. di	s.
Snell's	00
Cook's Jennings', genuine Jennings', imitation	40
Jennings' imitation 50	20
AXES.	COLO
First Quality & R Rrongo	~ =0
D. B. Bronze	2 00
" S. B. S. Steel	8 50
First Quality, S. B. Bronze	3 50
Railroad 81 Garden net 3	8.
Gerden not 2	4 00
BOLTS. di	0 00
Store	8.
Carriage new list	75
Plow40	&10
Carriage new list. Plow	70
BUCKETS.	
Well, plain	3 50
well, swivel	4 00
BUTTS, CAST. di	S.
BUTTS, CAST. GI	8
Wrought Loose Pin	&10
Wrought Table	&10
Wrought Inside Blind60	&10
Wrought Brass Blind, Clark's. 70 Blind, Parker's. 70 Blind, Shepard's	75
Blind, Parker's	&10 &10
Blind, Shepard's	70
BLOCKS,	
Ordinary Tackle, list April 17, '85	60
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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
Mason's Solid Cast Steel
HINOPA
Gate, Clark's, 1, 2, 3 dls.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 """ net 8½ """ net 8½ """ net 7½ """ net 7½
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Pots
Rettles
HOUSE FURNISHING GOODS.
Stamped Tin Ware new list 70
Bright
Stapley Rule and Level Co.'s 70
KNOBS—New List. dis. Door, mineral, jap. trimmings
Door, porcelain, jap. trimmings 55
Door, porcelain, plated trimmings
Drawer and Shutter, porcelain 70 LOCKS—DOOR. dis.
Russell & Irwin Mfg. Co.'s new list
Branford's 55 Norwalk's 55
Adze Eye
MAULS. dis. Sperry & Co.'s, Post, handled 50
Coffee Parkers Co.'s dis.
MOLASSES GATES. dis.
" Landers, Ferry & Clr k's 40 " Enterprise 30 MOLASSES GATES. dis. Stebbin's Pattern. 60&10 Stebbin's Genuine 60&10 Enterprise, self measuring 25 NATLS 180 Wire nails, base 200 Advance over base Steel Wiso
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" 6 1 15 1 50
Clinch; 10 85 75 " 8 100 90
Barrell %
Ohio Tool Co.'s, fancy
Sandusky Tool Co.'s, fancy
Bench, first quality
PANS.
Fry, Acme
RIVETS. dis.
PATENT FLANISHED IRON.
Iron and Tinned

5	Sisal, ½ inch and larger 7½
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Nos. 16 to 20; 22 and 24; 25 and 26; 27 List 12 13 14 15 Discount, (4)

The Kelly Perfect Axe

The Falls City Axe

The Kelly Axe Mf'g Co, Louisville, Ky.

Kelly Perfect, per doz.

recarry a good stock of these axes a d quote them at the following prices:

S. Bit. D. Bit.

Selly Perfect, per doz.



Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable Subscription rives, our strictly in advance. Advertising Rates made known on application. Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Once.

E. A. STOWE, Editor.

WEDNESDAY, JANUARY 6, 1892.

Annual Convention of the Michigan Dairymen's Association

The eighth annual convention of the Michigan Dairymen's Association will be held at the Court House, St. Johns, January 26, 27 and 28, beginning the evening of the day first named. No reduced rates can be secure from the railway lines, but Local Secretary Waldron has arranged for a \$1.50 rate at the Steel House, one of the finest hotels in the State. The programme, so far as arranged, will be as follows:

TUESDAY EVENING.

- Annual address of President Bates.
- 2. Report of Secretary and Treasurer.
- 3. Reports of committees.
- Paper by Jas. Slocum, Holly.
- 5. Paper by A. D. Power, Northville. WEDNESDAY MORNING.
- 1. Paper on "Silos and Ensilage" by Prof. Burnett, Lansing.
- 2. Paper on "Roots" by Prof. Mumford, Lansing.
- 3. Paper on "Michigan's Greatest Need" by Hon. Geo. B. Horton, Fruit Ridge.

WEDNESDAY AFTERNOON.

- Address on the "Sugar Beet Indus-" by Prof. Kedzie, Lansing.
- 2. Paper by H. F. Loyster, Hudson.
- Paper on "Stock Feeding" by Prof. Miles, Lansing.

WEDNESDAY EVENING.

- 1. Paper by Hon. R. B. Caruss, St. Johns.
- 2. Stereopticon views of pertinent subjects by Prof. Kedzie.
 - 3. Reports of committees.

THURSDAY MORNING.

- Paper on "Practical Dairying" by Prof. Harwood, Lansing.
- 2. Paper on "Adulterated Cheese" by Geo. Sinclair, Hudsonville.
- Paper on "Co-operative Creameries" by L. J. Wilson, Flint.
 - 4. Election of officers.
 - Adjournment.

Bank Notes.

The Montcalm County Savings Bank of Stanton has abandoned its organization under the State law and merged its business into a private bank under the style of "H. R. Wagar, Banker."

The Antrim County Bank, at Mance lona, has merged its business into a State bank under the style of the Antrim County Savings Bank of Mancelona. The capital stock is \$25,000, the directors being W. H. Thompson, W. E. Watson, O. S. Rodenbaugh, L. E. Barnard, H. T. Allerton, H. Knickerbocker, E. L. J. Mills, E. C. Burnett, R. A. Dix, P. Medalie and F. C. Hertzler. The officers are as follows: H. Knickerbocker, President, W. E. Watson, Vice-President, E. L. J. Mills, Cashier.

Use Tradesman Coupon Books.

THE CONGESTION OF CURRENCY.

I cannot express too emphatically my dissent from the opinion, which seems to have considerable vogue, that the present growing accumulation of currency in the banks of New York City is a favorable business symptom. As facilitating speculation, by making it easy to borrow at low rates of interest, and as stimulating it, by creating a willingness on the part of capitalists to purchase doubtful securities for the sake of the larger income which they promise, a pethora of loanable funds has its merits, but it indicates a stagnation, or at least a dullness of general trade, which is not gratifying to those who look beyond the horison of the Stock Exchange and of Wall street in making their estimate of the business condition of the country.

The last bank statement showed a total of deposits in the New York banks of \$455,306,300, against one of \$282,049,300 the corresponding Saturday a year ago; being an increase of \$73,743,000. The aggregate of legal tenders and specie in the banks also showed an increase in a year from \$103,237,500 to \$130,796,000 or more than \$30,000,000, the other, 43,000,000 of increase in deposits being mere book credits, arising from an equal amount of increase in loans. It thus appears that the banks are unable to employ fully all the money at their disposal, and, as a matter of fact, they had on Saturday, above their required 25 per cent. lawful money reserve, a surplus of \$19,161,500; whereas their similar surplus a year ago was \$7,725,175. I was at first inclined to explain this result by reference to the year's issue of \$54,000,000 silver bullion notes under the act of July 14, 1890, but against this element I was obliged to offset the shipments of gold to Europe, the decrease of national bank currency, the growing business of the country, and especially the increase of this year's exportable crop surplus.

My inquiries among my business friends have also brought out the fact that trade throughout the country, notwithstanding the abundance of the crops, has not been so good this year as it was last year. It would seem that the scare of the Baring collapse had partially paralyzed enterprise all over the world, and that our people had suffered from it like the rest. The tendency of the human mind is to go from one extreme to another, and it takes a long time to build up confidence after it has once been destroyed. In 1889 and 1890, people were too eager to embark in new undertakings and to spend both their own money and all the money of other people that they could borrow. This year they have been reversing their policy, and have not only stopped increasing their debts, but have tried to reduce them. This is proper and praiseworthy, but it does not make trade lively.

As might be expected from the bad harvests in Great Britain, the condition of trade there is much worse than it is with us, since it suffers not only from the discouragement produced by the Baring collapse, but also from the actual want of means to purchase on the part of a large number of people. The official returns show that owing to the crop failures the imports of food into Great Britian for the month of November last exceed in value those for November, 1890, by £4,077,858, and for the first eleven months of the year they are £9,464,486 in ing and exchanging commodities they re-

same months. At the same time the exports of home-manufactured products for this November is less than those of November, 1890, by £2,234,604, and for the first eleven months of the year £14,-725,772 less, showing a decrease either of productive capacity or of foreign demand, due to causes like our new tariff and the domestic troubles of the South American States.

It should never be forgotten that the usual talk about money tends to confuse in the mind the distinction between actual wealth, which is capable of being made to yield pleasure or profit directly, and the machinery of currency, by which only industry and the exchange of the products of industry are facilitated. Adam Smith was the first thinker to expose scientifically the fallacy that the wealth of a nation was to be estimated by the quantity of gold and silver which it possessed, but in spite of his efforts and those of the thousands of eminent financiers and economists who have sought to enforce his conclusions by argument and by illustration, it has proved impossible to establish them completely in the place of the opposite errors. I hear and read every day utterances by men high in business and the political world, based upon the mediæval assumption that the more coin and paper money a country has the richer it is, and a clamor for more currency is set up regularly at every session of Congress.

Evidently gold and silver, apart from the use they serve when made into articles of luxury and ornament, the total value of which is only a small percentage of the entire product of the mines, are wealth only so far as they will procure by exchange other articles of utility or luxury. Paper money, certainly, is intrinsically valuable only by virtue of its purchasing power, since even to attempt to change its form destroys it. An increase in the volume of currency, therefore, unless it is accompanied by an increase of the supply of the commodities which currency can buy, is no augmentation of real wealth, and, curiously enough, gold and silver producing regions, being usually agriculturally barren and deficient in manufacturing industry, are the poorest in the world.

The most satisfactory source of wealth is labor skillfully directed and industriously applied directly to the creation of those commodities which men regard as desirable because of their ability to satisfy their wants. When such labor is active it produces wealth rapidly; when it slackens its efforts its product is diminished accordingly. Without its cooperation the owners of the precious metals and of the paper money representing them would be paupers. A man with tons of gold and silver could not satisfy his hunger nor clothe his body, unless some of his fellow men labored to create food and clothing and sell it to him any more than if he owned all the railroad cars in the country he could supply his wants unless somebody worked to furnish the articles with which the cars could be laden.

This, by the way, suggests a tolerably good illustration, though not a perfect one, of the function of money and the reason why a congestion of it such as prevails at present at this financial center is a result and an indication of dull trade. When men are busy in producexcess of those of last year during the quire more money for the purpose than Gillies & Co., New York City.

when they are idle, just as more cars are wanted when many articles are to be transported than when there are few. Thus, when the crops are harvested, as they are every summer and autumn, a demand springs up for money with which to buy them from the agriculturists and bring them to market. The banks are called upon to furnish it, and their stock of it is depleted accordingly. When manufacturers have plenty of orders, they use money in buying raw materials and in paying their hands, and they, too, absorb it from the banks. Hence, the rate of interest or the price of the rent of money, and of credits which supplement money, goes up when the manufacturing business is lively, and goes down when it is dull. It is just as it is with railroad cars. No one supposes for a moment that a scarcity of such cars indicates anything but an active carrying business.nor that the accumulation of them at railroad centers is due to any cause but a want of freight to carry. Yet for a railroad company to boast of the immense number of cars it has lying idle in its yards is no more irrational than it is for a business community to plume itself upon the quantity of currency it has in the same condition. The defect in the illustration consists in the fact that the lack of actual coin and paper money can be supplied, as it is to an immense extent, by credit, whereas no such substitute exists for the actual railroad cars.

For all that, the present congestion of currency in the New York banks will, as I said at the outset, act as an incentive to speculation, and, to that extent, be a benefit. Its effect is already visible in the higher prices paid for good investment securities, and in the growing inquiry for those of less pronounced value. Owners of money naturally desire to get as large an income from it as they can, and although they aim at doing it with the least possible risk, they will, under the pressure of necessity, take a larger risk rather than get no income at all. Speculators, pure and simple, discerning this tendency on the part of investing capitalists, seek to step in before them and to buy securities now depreciated, but which they either have reason to believe will become more desirable, or which, at least, they hope will do so. Thus the game is set going, and, as it goes on, it becomes more and more exciting and draws in those who at first stood aloof from it. Finally, unless something happens to arrest its career, it pushes prices up so high that the most enthusiastic players are forced to admit that they can go no higher, and then comes the inevitable reaction. Of course, each player means to get out before the crash comes, and I hope that those of my readers who take a hand in the game will see to it that they are successful in this respect if in no other.

MATTHEW MARSHALL.

Mark Twain, American's greatest humorist, has just written a new story entitled: "The American Claimant," which began in the Detroit Journal of Saturday, Jan. 2. To the great delight of all day, Jan. 2. To the great dengit of an lovers of pure wit, that celebrated character, Col. Mulberry Sellers, will reappear as the hero of this story, but with entirely new and dramatic surroundings.

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. "Importance of Little Things."

"Store Crank" in American Grocer.

The wise old statesmen uttered words of wisdom when he gave to the world the adage, "Take care of the pennies and the dollars will take care of themselves." I presume he little thought that so simple a statement would traverse continents and be the standard advice of the parent to the children as soon as they arrived at the age to know something of arrived at the age to know something of the value of money. This principle grounded into the child, and so impressed that he carries it into active operation, will certainly insure him a competency of this world's goods. If that is all that he considers life desirable for, viz. the accumulation of wealth, he will doubtless reach it, and while able to possess all that he may desire to have, yet the denials and sacrifices will have so warped his nature and moulded his manner of life, that the true secret of living will be to him a sealed book. Solomon says, life, that the true secret of living will be to him a sealed book. Solomon says, "Like a jewel of gold in a swine's snout, so is a fair woman without discretion." So I say that a man with wealth accun ulated for itself alone, by the sacrifice and keeping under of all the generous traits and endowments which by nature he possessed, has come far short of the destiny he was designed for by the Creator, and will die unwent, unbonored and destiny ne was designed for by the Crea-tor, and will die unwept, unhonored and unsung. No man must live beyond his income; the result must be financial ruin. I care not how little may be saved from the yearly income, the fact that a surplus remains at the end of the year shows that you have an appreciation of the fact that there are years when the active work of accumulation will be stayed, and that a fund for this emergency is augmenting.

To accumulate wealth, and yet be generous and philanthropic, is an art. Those who have been able to accomplish it, in a marked manner, have been so rare that the fact is given public notice. The Girard, Peabody and Slater trusts; the Crouse, Cooper, Drew, Fayerweather, Pratt and other benefactions for educational purposes are green in the memory of all the people. The great majority of these cases mentioned were men who accumulated wealth by the use of their intellect, ability and drive while in the mercantile profession, and were impelled to these acts of generosity by contact with their fellowmen in early business life. A practical mercantile exthe fact is given public notice. tact with their fellowmen in early business life. A practical mercantile experience with people, as we find them enkindles in the mind of one who is philanthropically inclined, a desire to benefit his followmen. This laudable ambition is the result of earnest and presistent effort for many long and weary years. It is very rare that you find a man with a compare that you find a man with you find a m many long and weary years. It is very rare that you find a man with a competency, which has come to him by inheritance, who is fired with the purpose to benefit society, or to be of benefit to his fellow men. What should this suggest to the retail merchant, but the thought that presistent effort and economical (not penurons) expenditures in his business, will achieve success and make for himself a name. It is given to but few to be the world's noted benefactors, but it is in the possibility of every rural dealer to be the representative man in his community, and to achieve a reputation for honor, probity and justice, which secures for him the commendation of the community and their sheekels

But perhaps you will ask how does this apply to the subject at the head of this article? In many ways. The state of things which I have spoken of could not be brought about were it not for the self-denials, hard work and sacrifice of these achieving the distinction. Mr. Crouse, who gave to Syracuse University the magnificent building and equipment amounting to \$500,000, was a grocer in amounting to \$500,000, was a grocer in that city, careful and attentive to every detail of his business, educating his employes with the idea that justice was to be done to all customers and to himself

tannery connected with their establishment was put in charge of a competent man, and he was rigidly held to an ac-count for the use of every pound of bark and material used in his establishment. If the result of any particular tannage was not what it ought to be, he would soon dive down into the details of the work and satisfy himself why it was so. If he sent a lot of hides to the tannery and told the superintendent to make 60 and told the superintendent to make 60 per cent. gain on them, it had to be done, and generally was. Little things look small because of their littleness, and unless we firmly insist on the correction of little leaks and abuses in our business the clerks will acquire a spirit of indifference, born of our apathy in the matter. To enumerate what are leaks in a retail store, would be entirely superfluous to an intelligent merchant. Scores of little things occur each day which are entering wedges to losses in your business. Never fail to call the attention of your clerks to these things as they occur, your clerks to these things as they occur, and pleasantly but firmly insist on improvement. The result will be well disciplined assistants about you; a remuner-tive business; habits of thrift and integrity representations. rity woven into your business and social life; enlarged ideas of the aims of living and a spirit of true philanthropy imbibed which makes itself shown and felt in your community.

Why They Leave the Door Open.

There are two occasions that are usual-improved by the leave-the-door-open man. One is when he comes in with the intention of going out again; the other when he goes out intending to come right back again. It isn't because it is any particular trouble to close the door; it is the human instinct of providing the ready means of escape, of safety. The first thing a burglar does when he enters a house or a bank is to see that every-thing is clear for sudden exit. The wise general always plans the method of re-treat and leaves an opening for getting away in case the battle goes against him. away in case the battle goes against nim. The wily savage and even wild animals have the same instinct. When a man enters your office and leaves the door ajar he is doing just what any other animal would do—providing for the possible contingency of being kicked out. This contingency is a little more remote than the comfort of society would seem than the comfort of society would seem to warrant.

The Drug Market.

Quinine is firm and advanced in large packages. Opium is dull. Morp'ia is unchanged. Serpentaria has advanced. Jalap has declined. Oil anise is advancing. Oil orange has declined. Humphrey's Specifics have been advanced to \$2, \$4 and \$8 per dozen. C. McLane's pills and vermifuge have been advanced to \$1.50 per dozen. The new price on rock candy syrup is as follows: Barrels and half barrels . 10 gallon kegs

The Grocery Market.

Sugar is steady, with such elements of strength as to presage a good demand and slightly higher prices. Oatmeal is a little lower. The Diamond Match Co. has reduced the price of No. 9 sulphurs from \$1.65 to \$1.25. Package coffee is down 1/c.

An annoying error crept into the grocery price current last week-the quotation of granulated sugar at 41/2 @4.19. when it should have been 41/2 @4.31.

Farmers Want a Loan.

Dr. H. M. Taylor, a member of the Farmers' Alliance, has drafted a bill calling for a loan of \$150,000,000 by the United das well, exacting from every one what rightly belonged to him, treating all with consideration and respect. His clerks were often called before him and impressed with the importance of saving in minor things. D. B. Fayerweather, who so recently bequeathed \$1,000,000 to educational purposes, was radical on the point of saving in minor matters. Every

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 CHERRY-STONE 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 trade throughout the various towns adjacent to Grand

THE PUTNAM CANDY CO.

C. G. A. VOIGT & CO., Proprietors of the STAR ROLLER MILLS.



OUR BRANDS: OUR PATENT. GILT EDGE. STAR.

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Prompt attention given to mail orders.

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Keep Your Feet Warm! By Wearing PARKER'S



ARCTIC SOCKS For Sale By

HIRTH & KRAUSE.

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Jobbers of Shoe Store Supplies.

PERKINS 8 HESS

${ m Hides}$, ${ m Furs}$, ${ m Wool}$ & ${ m Tallow}$,

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

Buy of the Largest Manufacturers in the Courtry and Save Money.

The Tradesman Company, Grand Rapids

Drugs & Medicines.

State Board of Pharmacy.

Die Year-Staley E. Parkill, Owoso.

Two Years-Jacob Josson, Muskegon.

Three Years-James Vernor, Detroit.

Tour Years-Ottmar Eberbach, Ann Arbor

Tee Years-George Gundrum, Ionia.

Teesident-Jacob Jesson, Muskegon.

Treasurer-Geo. Gundrum, Ionia.

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

Michigan State Pharmaceutical Ass'n.

seident-H. G. Coleman, Kalamazoo.
ce-Presidents-S. E. Parkill, Owosso; L. Pauley, St.
Ignace; A. S. Parker, Detroit.
cretary-Mr. Parsons, Betroit.
ceutive Committee-F. J. Wurzburg, Grand Rapids;
Frank Inglis and G. W. Stringer, Detroit; C. E.
Webb, Jackson.
xt place of meeting-Grand Rapids, Aug. 2, 3 and 4.
cal Secretary-John D. Muir.

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

Grand Rapids Drug Clerks' Association. resident, F. D. Kipp; Secretary, W. C. Smith.

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

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

Dispensing Charges

There is a periodical wail from the newspaper press concerning the exorbitant charges for filling prescriptions. The importance therefore of emphasizing the distinction between the services of a pharmacist and the mere sale of mer-chandise by a tradesman is apparent. It would appear that the subject is now being agitated in England apropos of a complaint by an eminent surgeon at the price he was obliged to pay his chemist for a cocaine prescription.

The prices charged, however, are ably defended by the pharmaceutical press which emphatically condemn the too general desire for low priced dispensing which has come about through the pre-

vailing craze for low-priced medicine.

The Pharmaceutical Journal and Tranactions points out that in supplying medicine compounded according to a physician's prescription the value of the work done by the pharmacist cannot be estimated on the basis of the market price or even the ordinary retail price of the drugs or preparations ordered. The the drugs or preparations ordered. The money value of these articles is, indeed, altogether a matter of subordinate im-portance. In regard to the charge made for dispensing medicine there are other considerations of a more professional nature to be taken into account. It is but fair to bear in mind the peculiar circumstances of the case which differ from those of an ordinary trade transaction. First of all there is the technical skill and experience of the dispenser, skill and experience of the dispenser, upon which the patient must rely for the proper observance of the physician's directions. This is a matter which the patient is unable to judge of, and the purchaser of medicine must trust to the knowledge, skill and care of the pharmacist who dispenses medicine, solely upon the ground of his being a way receptived. the ground of his being a man recognized as qualified for the work. That is a position that can only be obtained after a course of education and training similar to that required for a medical man, and for this reason alone the services of a pharmacist in dispensing medicine justly demand remuneration more commensurate with that due to the physician than with the payment made for articles purchased at a grocer's or at a general store. In the latter case a trader doing a very extensive business may be able to supply articles for less than his neighbors, and the quality of the articles can be judged of by the purchaser there may be good reason for giving a preference to the shop where they can be had at the

This, however, is not the case with drugs and especially medicine. The pub-lic must trust implicitly to the pharmacist, and he, on the other hand, is entitled to be remunerated for conscientious re-gard for the confidence necessarily placed gard for the confidence necessarily placed in him. In having medicine dispensed it is essential that the precise drugs or ingredients ordered by a physician shall be supplied, that they shall be of proper quality and strength, that neither more nor less than the prescribed quantities shall be supplied; also that they shall be properly compounded and that proper directions shall be given for the use of the medicine. All these matters may

involve consequences of life or death, over which the purchaser of the medicine can have no control. To obtain two doses of physic for the price of one might be a commercial gain; but if the double dose were injurious or fatal in its offect points. effect, neither that gain nor the liberality of the vendor would benefit a patient. It would be a poor consolation to have obtained medicine at the cost price of its ingredients if, by mistake, one of a poisonous nature were substituted for that ordered. It is to secure immunity from such contingencies and the proper preparation of medicine that the pur-chaser pays a pharmacist for dispensing. By disregarding this view of the matter and seeking to obtain medicine at mere trade prices, the public not only incurs a very serious risk, but does harm to the advancement of remedial art.

The Bahama Sponge Trade.

The Bahama Sponge Trade.

The number of persons engaged in the sponge trade of the Bahama Islands is from 5,000 to 6,000, part of whom, except the ship-owners, brokers and skippers, are colored people. The sponges are gathered by means of iron hooks attached to long poles. By using a waterglass, the fishermen can readily discover the snonges at the bottom, and then the sponges at the bottom, and then with his pole and hook he will bring up those he may select as fit for his purpose leaving - the smaller ones untouched. Some sponges adhere firmly to the bed of the sea, while others-known as "rollers"-are not attached at all. About ten years ago, an attempt was made to introduce dredges, but it seemed likely that they would ruin the beds, and a law was passed forbidding their use. The vessels are provided and fitted out, as a rule, for a voyage of about six weeks, and generally from six to eight voyages are made in the year. It is difficult to estimate the average catch per trip, as estimate the average catch per trip, as the cargoes vary greatly in size and value. Of the larger sponges, a catch of 5,000, or of the smaller ones 7,500, would be considered a fair lot. Occasionally a cargo of from 12,000 to 15,000 large sponges has been brought in, but this sponges is exceptional. Contradictory Contradictory success is exceptional. statements are made as to the time taken by sponges to grow to the size at which they are wanted. It seems probable however, that, under ordinary conditions, a healthy sponge will reach a marketable size in from twelve to eighteen months.

Distinguishing Antipyrin and Antifebrin.

The addition of potassium nitrite and sulphuric acid develops a green color with antipyrin in solution, but not with antifebrin solutions. This reaction has been recommended as a ready test for distinguishing between the two substance

when in doubt.

Potassium nitrate is rarely to be found in drug stores, and its extemporaneous preparation is attended with some little inconvenience. It will, therefore, be gratifying to employ, as a regent, solution or tincture of ferric chloride, which quickly distinguishes between the two substances under consideration by form-ing a deep red color with antipyrin in solution, but not with antifebrin.

Decrease in the Sale of Antipyrin.

From the National Druggist.

The sale of antipyrin, so we are informed by wholesale druggists whom we have recently interviewed, has fallen off in a remarkable manner. The demand for the article to-day is not one-third what it was a year ago, and some jobbers place the ratio even higher than that. While not the cure-all at first represented, however, antipyrin has proven itself a reliable antipyretic, and will always be resorted to for the purpose of lowering the temperature, until something better the temperature, until something better

Manufacture of the Bromides.

The manufacture of the bromides, and especially of potassium bromide, has progressed in this country in a wonderful manner, and large quantities of the latter are now being shipped abroad. Ger-The manufacture of the bromides, and ter are now being shipped abroad. Germany, whence we formerly derived a goodly share of our bromides, is now our

Petrolatum as an Excipient for Pills.

Petrolatum is frequently recommended as an excipient well adapted for use in making pills of potassium permanganate. An associate recently expressed the be-lief that was quite unfit for the purpose, and to test the matter fairly a mixture of the two substances was set aside. After a few weeks the mixture assum-

ed a purple tint, but the permanganate was to all appearances well preserved, very little reduction having taken place. It occured to me however that, owing to its greasy nature, petrolatum, like wax, is apt to form a pill which would prove insoluble in the digestive juices of the alimentary canal.

A Kepair Clerk.

We have heard of a merchant who paid one of his brightest employes a little extra to act as repair clerk, He watched things about the store with that idea in his hear and kept even thing medical. his head, and kept everything mended up as soon as broken. It saved a good many dollars to that long-headed retailer in the course of a year.

Saginaw-Wm. Howes, grocer and meat dealer, is dead.

H. H. H.

Harrison's Hair Hastener

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

PRICE, \$1 PER BOTTLE.

Sold by all druggists. Manufactured by

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

CUTS for BOOM EDITIONS

PAMPHLETS

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

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists GRAND RAPIDS.





Get What You Ask For! --HINKLEY'S BONE LINIMENT--

FOR THIRTY-FOUR YEARS THE FAVORITE

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

Wholesale Price Current.

Wholesale Price Current.					
Advar	ced-	-Serpentaria. Declined—Jala	p, oil orange.		
ACIDUM.	10	Cubebae	TINCTURES.		
Aceticum 86 Benzoicum German. 506	10 60 20	Erigeron	Aconitum Napellis R. 60 " F 50 Aloes 60 " and myrrh 60 Arnica 55 Assacetida 0 Arnoce Religious 60		
Carbolicum 220	30	Geranium, ounce @ 75 Gossipii, Sem gal 500 75	Aloes		
Hydrochlor 36	5 5	Hedeoma	Arnica		
Boracic 220 Carbolicum 220 Citricum 480 Hydrochior 30 Nitrocum 100 Oxalicum 100 Phosphorium dil	12	Lavendula 90@2 00	Atrope Belladonna 60 Benzoin 60 " Co 50 Sanguinaria 50		
Salicylicum	1 70	Mentha Piper 3 00@3 50 Mentha Verid 2 20@2 30	" Co		
Phosphorium dil	1 60	Morrhuae, gal 1 00@1 10 Myrcia, ounce @ 50	Barosma		
Tartaricum	3 40	Olive	Capsicum 50 Ca damon 75		
Aqua, 16 deg 3140	5	Ricini	Ca damon 75 " Co 75 Castor 1 00		
Aqua, 16 deg 3146 20 deg 51/46 Carbonas 126 Chloridum 126	14	Rosae, ounce	Catechu 50 Cinchona 50 " Co 60 Columba 50		
ANILINE.	, 14	Sabina 90@1 00 Santal 3 50@7 00	" Co 60 Columba 50		
Dlack 2 000	12 25	Sassafras	Conium		
Brown 800 Red 450 Yellow 2 500	50	Tiglfi	Digitalis 50 Ergot 50		
BACCAE.		Tigli	Gentian 50 " Co 60		
Cubeae (po. 90) 906 Juniperus 86 Xanthoxylum 256	10	POTASSIUM.	" ammon 60		
Xanthoxylum 250	30	Bi Carb 15@ 18 Bichromate 13@ 14 Bromide 25@ 27 Corph 15@ 18	Hypergamus 50		
BALSAMUM.			" Colorless 75		
Copaiba 500 Peru Corabin, Canada 350	1 30	Chlorate, (po. 16) 14@ 16 Cyanide 50@ 55 Iodide 2 80@2 90	Ferri Chloridum		
Tolutan 35@	50	Potassa, Bitart, pure 28@ 30	Myrrh 50		
CORTEX.	. 18	Potassa, Bitart, pure. 28@ 30 Potassa, Bitart, com. @ 15 Potass Nitras, opt. 8@ 10	Strict S		
Abies, Canadian Cassiae Cinchona Flava	11 18	Prussiate 28@ 30	" Camphorated 50 " Deodor		
		Sulphate po 15@ 18	Auranti Cortex 50 Quassia 50		
Myrica Cerifera, po Prunus Virgini Quillaia, grd Sassafras	12	Aconitum 20@ 25 Althae 25@ 30	Rhatany 50 Rhei 50		
Sassafras Ulmus Po (Ground 12)	14	Anchusa 12@ 15	Auranti Cortex 50 Quassia 50 Rhatany 50 Rhet 50 Cassia Acutifol 50 Serpentaria 50 Stromonium 60 Tolutan 60 Valeriar 50 Veratrum Veride 50		
PYMP ACTIIM		Calamus 2002 40 Gentiana, (po. 15) 1002 12 Glychrrhiza, (pv. 15) 1002 12 Glychrrhiza, (pv. 15) 1003 12 Hydrastis Canaden, (po. 10) 63 Hellebore, Ala, po. 1502 20 Inula, po. 1502 22 Ipecac, po. 2502 30 Iris plox (po. 35028) 3502	Serpentaria 50 Stromonium 60		
Glycyrrhiza Glabra. 246 " po. 336 Haematox, 15 lb. box 116 " 18 136 " 18 146 " 148 166	25	Glychrrhiza, (pv. 15) . 16@ 18 Hydrastis Canaden.	Tolutan 60 Valeriar 50		
Haematox, 15 lb, box. 116	12	(po. 10)	Veratrum Veride 50		
" ½8 140 " ½8 160	15	Inula, po	MISCELLANEOUS. Æther. Spts Nit. 3 F. 2602 28		
FERRUM.		Iris plox (po. 35@38) 35@ 40 Jalapa, pr	Alumen		
	3 50	Tris plox (po. 35@38) 35@ 40 3alapa, pr 45@ 50 Maranta, \(\)	Æther, Spts Nit, 3 F. 26@ 28 " 4 F. 30@ 32 Alumen 2½@ 3 7) ground, (po. 3@ 4		
Citrate Soluble (Citrate Soluble	80	Rhei	I Annalio		
Ferrocyanidum Sol. Golut Chloride Sulphate, com'l 156	15	" cut	et Potass T 5500 60		
	7	Sanguinaria, (po 25) . @ 20 Serpentaria	Argenti Nitras onnce @ 65		
Arnica 2200		Similax, Officinalis, H @ 40	Arsenicum 5@ 7		
Anthemis	30	" M @ 20 Scillae, (po. 35) 10@ 12 Symplocarpus, Fœti-	Bismuth S. N		
FOLIA.		Symplocarpus, Feeti- dus, po @ 35	Cantharides Russian,		
Cassia Acutifol, Tin-		dus, po	Capsici Fructus, af @ 20		
nivelly 256 Salvia officinalis, 1/48	50	ingiber a	1 11 no @ 95		
and 1/28 1200 Ura Ursi 800		SEMEN.	(Gerronhyllns (no 15) 1900 12		
GUMMI.		Anisum, (po. 20). @ 15 Apium (graveleons) 20@ 22 Rird 18 4@ 6	Carmine, No. 40 @3 75 Cera Alba, S. & F 50@ 55 Cera Flava 38@ 40		
Acacia, 1st picked @ @	60	Apium (graveleons) 2006 22 1 1 1 1 1 2 1 2 1 2 1 2 1 2 1 2 1 2	Coccus		
	00	Corlandrum 100 12 Cannabis Sativa 4405	Centraria @ 10 Cetaceum @ 40		
" sifted sorts	80	Cannabis Sativa 4½@5 Cydonium 75@1 00 Chenopodium 10@ 12 Dipterix Odorate 2 10@2 20	Cetaceum		
" Cape, (po. 20) (c) Socotri, (po. 60).	12 50	Dipterix Odorate2 10@2 20 Foeniculum	Chondrus 200 25		
		Foenugreek, po 6@ 8 Lini 4 @ 4%	German 3 @ 12		
Assafætida, (po. 35)	60 28 55	Dipterix Outrade	cent		
Benzoinum 500 Camphore 500 Euphorbium po 350	53	Pharlaris Canarian 34@ 44 Rapa	Creta, (bbl. 75) @ 2 " prep		
Galbanum	3 50	Sinapis, Albu 8@ 9 Nigra 11@ 12	Creta, (bbl. 75) @ 2 " prep. 5@ 5 " precip. 9@ 11 " Rubra @ 8		
	25	SPIRITUS.	Crocus		
Mastic @	90	" D. F. R 1 75@2 00	Cudbear Ø 24 Cupri Sulph 5 Ø 6 Dextrine 10@ 12		
Opii, (po. 3 20)	2 15	Juniperis Co. O. T1 75@1 75	Dextrine 10@ 12 Ether Sulph 68@ 70 Emery, all numbers @		
Myrrh, (po 45)	35	SPIRTUS. Frumenti, W. D. Co. 2 00@2 50 "D. F. R. 1 75@2 00 "1 10@15 Juniperis Co. O. T. 1 75@1 75 Saacharum N. E. 1 75@2 00 Spt. Vini Galli 1 75@5 50 Vini Oporto 1 25@2 00 Vini Alba 1 25@2 00	Emery, all numbers. @ 6 " po @ 6 Ergota, (po.) 70 65@ 70		
HERBA-In ounce package	8.	Vini Oporto	Flake White 12@ 15 Galla 23		
Absinthium Eupatorium Lobelia	25	SPONGES.	Gambier		
Lobelia	25 28	Florida sheeps' wool carriage	" French 40@ 60		
Lobelia Majorum " Vir Vir Rue Tanacetum, V Thymus, V	23 25 30	Carriage 2 00	Emery, all numbers. @ " po @ 6 Ergota, (po.) 70 656 70 Flake White 12@ 15 Gaila 23 Gambler 7 @ 8 Gelatin, Cooper @ 70 " French 40@ 60 Glassware flint, 70 and 10. by box 60 and 10		
Tanacetum, V	22 25	Velvet extra sheeps' wool carriage 1 10	Glue, Brown 90 15 "White 130 25 Glycerina 15%0 20		
		Extra yellow sheeps' carriage	Grana Paradisi @ 22 Humulus 25@ 55		
Calcined, Pat 556 Carbonate, Pat 206	60	riage 00	Hydroger Chlor Mite (2) 00		
Calcined, Pat 556 Carbonate, Pat 206 Carbonate, K. & M 206 Carbonate, Jenning5 356	36	Hard for slate use 75 Yellow Reef, for slate	" Ox Rubrum @1 (0		
OLEUM.		SYRUPS	Unguentum. 4:04 55		
Absinthium	75	Accacia			
Anisi	11 85	Accacia 50 Zingiber 50 Ipecac 60 Ferri Iod 50 Auranti Cortes 56	100010FIII		
Bergamii	4 00	Auranti Cortes			
Caryophylli 900	95	Similar Officinalis 60	Macis		
Anisi 1 756 Auranti Cortex 2 506 Bergamii 3 756 Cajiputi 706 Caryophylli 906 Cedar 356 Chenopodii 6 Citnonelia 6 Citronelia 6 Conium Mac 356 Copaíba 1 106	1 75	Senega 50	Liquor Potass Arsinitis 10@ 12		
Citronella	45	" Co	Magnesia, Sulph (bbl		
Copalba 1 100	1 20	Prunus virg 50	Mannia, S. F 40@ 45		

Morphia, S. P. & W1 95@2 20	Seidlitz Mixture @ 25	Lindseed, boiled 39 42
C. Co	Sinapis @ 18 " opt @ 30	Neat's Foot, winter strained 50 60
Moschus Canton @ 40	Snuff, Maccaboy, De	Spirits Turpentine 39 45
Myristica, No. 1 70@ 75	Voes @ 35	Spirits lurpentine 39 49
Nux Vomica, (po 20) @ 10	Snuff, Scotch, De. Voes @ 35	PAINTS, bbl. lb.
Os. Sepia	Soda Boras, (po. 12) 11@ 12	Red Venetian 1% 2@3
Pepsin Saac, H. & P. D.	Soda et Potass Tart 30@ 33	Ochre, yellow Mars 1% 2@4
Co @2 00		" Ber1% 2@3
Picis Liq, N. C., 1/2 gal	Soda, Bi-Carb @ 5	Putty, commercial 21/4 21/4@3
doz @2 00	Soda, Ash 31/4 4	" strictly pure 21/2 23/03
Picis Liq., quarts @1 00		Vermilion Prime Amer-
" pints @ 85	Spts. Ether Co 50@ 55	ican 13@16
Pil Hydrarg, (po. 80) @ 50	" Myreia Dom @2 25	Vermilion, English 70@75
Piper Nigra, (po. 22) @ 1	" Myrcia Imp @3 00	Green, Peninsular 70@75
Piper Alba, (po 25) @ 3	" Myrcia Imp @3 00 " Vini Rect. bbl.	Lead. red 7 @71/6
Pix Burgun @ 7	2 27) 2 31@2 41	" white 7 @71/2
Plumbi Acet 14@ 15	Less 5c gal., cash ten days.	Whiting, white Span @70 Whiting, Gilders' @96
Pulvis Ipecac et opii1 10@1 20	Strychnia Crystal @1 30	Whiting, Gilders' @96
Pyrethrum, boxes H	Sulphur, Subl 3 @ 4	White, Paris American 1 0
& P. D. Co., doz @1 25	" Roll 234@ 31/2	Whiting, Paris Eng.
Pyrethrum, pv 30@ 35	Tamarinds 8@ 10	cliff 1 40
Quassiae 8@ 10	Terebenth Venice 28@ 30	Pioneer Prepared Paint1 20@1 4
Quinia, S. P. & W 31@ 36	Theobromae 45@ 56	Swiss Villa Prepared
" S. German20 @ 30	Vanilla	Paints 1 00@1 20
Rubia Tinctorum 12@ 14	Zinci Sulph 7@ 8	VARNISHES.
Saccharum Lactis pv. @ 35		No. 1 Turp Coach 1 10@1 20
Salacin 1 60@1 65	OILS.	Extra Turp160@1 70
Sanguis Draconis 40@ 50	Rhl (49)	Coach Body 2 75@3500
Santonine 4 50	Whale, winter 70 70	No. 1 Turp Furn 1 00@1 10
Sapo. W 12@ 14	Lard, extra 55 60	Eutra Turk Damar 1 55@1 60
" M 10@ 12	Lard, No. 1 45 50	Japan Dryer, No. 1
" G @ 15	Linseed, pure raw 36 39	Turp 70@ 75

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES.

DEALERS IN

Paints, Oils W Varnishes.

Sole Agents for the Celebrated

8WI88 VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprieters of

Weatherly's Michigan Catarrh Remedy.

We Bere 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 Cur

The quotations given below are such as are ordinarily offered and buy in full packages.

APPLE BUTTER 40 lb. pails	Damsons, Egg Plums and Green Gages. Erie	Santos.
40 lb. pails	Gooseberries.	Fair
AXLE GREASE.	Common	Mexican and Guatamala,
Graphite. 14 gr. cases, per gr	Pie 90@1 00 Maxwell 1 50	Fair Good Fancy
25 lb. " 12 00	Common	Maracaibo.
25 lb. 12 00 100 lb, kegs, per lb. 4 250 lb. ½ bbls., per lb. 3½ 400 lb. bbls., per lb. 3½ Badger.	Domestic	Prime Milled Java.
2½ lb. pails, per doz 7 (0 51b " 10 50	Common 1 30 Johnson's sliced 2 50	Interior
gr. cases, per gr. 86 50 2½ lb. pails, per doz 7 (0 5 lb. " 10 50 00 lb. kegs, per lb 3 34 400 lb. bbls., per lb 3 3	" grated 2 75 Quinces. Common 1 10	Mandehling
		Arabian
Acme, ½ lb. cans, 3 doz 45 ½ lb 2 85 ½ lb 2 85 ½ lb 10 Telfer's, ½ lb. cans, doz 45 ½ lb 85 ½ lb 85 ½ lb 15 Arctic, ½ bc cans 60 2 60 2 60 2 60 6	Raspberries. 1 30 Black Hamburg 1 50 Erie. black 1 40 Strawberries.	To ascertain cost of roat coffee, add %c. per lb. for roing and 15 per cent. for shringe.
" 1 lb. " " 1 50 Arctic, ½ 1b cans 60	Lawrence	Arbuckle's Ariosa
" ½ b "	Whortleberries.	Arbuckle's Ariosa McLaughlin's XXXX Lion
Red Star, 34 th cans 40 " 12 th " 80 " 1 th " 1 50	Dineberries 1 30	Valley City
BATH BRICK,	MEATS. Corned beef, Libby's 1 85	Valley City Fellx Hummel's, foil tin
2 dozen in case. English	Roast beef, Armour's 175 Potted ham, ½ lb 150 " " ¼ lb 1 00	CHICORY.
English 90 Bristol 70 Domestic 60	" ¼ lb 1 00 " tongue, ½ lb 1 10 " ¼ lb 95 " chicken, ¼ lb 95	Red
BLUING. Gross	" chicken, 1/4 lb 95	Cotton, 40 ftper doz.
" Soz "	Beans. Hamburgh stringless 1 25	" 60 ft
Arcuc, 4 oz ovais. 4 oo " 8 oz " 7 00 " pints, round 10 50 " No. 2, sifting box 2 75 " No. 3, " 4 00 " 1 oz ball 4 50	Hamburgh stringless	" 50 ft " " 60 ft " " 70 ft " " 80 ft " Jute 60 ft " " 72 ft "
" 1 oz ball 4 50 BROOMS.	SORKEG 90	CONDENSED MILK.
No. 2 Hurl	Lewis Boston Baked 1 35 Bay State Baked 1 35 World's Fair 1 35	Eagle
No. 1 2 200 No. 1 2 200 No. 2 Carpet 2 25 No. 1 2 50 Parlor Gem 2 75	Hamburgh 1 25	Genuine Swiss
Common Whisk 90	Livingston 1 00 Purity 1 10	COUPON BOOKS,
Common Whisk 90 90 90 90 90 90 90 9	Honey Dew	TRADES MANY TRADESM
BUCKWHEAT PLOUE. Rising Sun		
York State	Hamburgh petit pois 75 "fancy sifted 1 90	(4) (5)
CANDLES Hotel, 40 lb. boxes	Soaked	CREDIT COUPON
Paraffine 12 Wicking 25	" early June 1 59 " Champion Eng 1 59 " Champion Eng 1 59 Hamburgh petit pois 7 75 " fancy sifted 1 90 Soaked 7 75 Van Camp's Marrofat 1 10 " Early June 1 30 Archer's Early Blossom 1 35 French 1 80	"Tradesman."
CANNED GOODS.	Archer's Early Blossom 1 35 French 1 85 Mushrooms 17@18 French 17@18 Erie 90 Squash.	\$ 1, per hundred \$ 2, " " \$ 3. " "
FISH.	Pumpkin. 90	8 5, " " 810, " "
Little Neck, 1 lb	Hubbard	
Clam Chowder.	Succotash.	8 1 per hundred
Standard, 3 lb	Soaked	\$ 1 per hundred
Standard, 1 lb	Tomatoes. 1 00 Eclipse	STREET, STREET
Stor 1 lb 9 45	Hamburg	ONE CENT
" 2 lb	CHOCOLATE—BAKER'S. German Sweet	"Universal."
Mackerel. Standard, 1 lb 1 20	German Sweet 22 Premium 36 Pure 38	\$ 2, " \$ 3, "
" 2 lb	Breakfast Cocoa 40	\$ 2, " \$ 3, " \$ 5, " \$ 10, " \$20, "
Soused, 3 lb	Amboy @12½ Norway @2 Riverside @111/2	Above prices on coupon be are subject to the follow
Columbia River, flat	Amboy 612½ Norway 622 Riverside 612½ Allegan 612 Skim 610	quantity discounts:
" 21b		200 or over 5 per c 500 " 10 " 1000 " 20 " COUPON PASS BOOKS.
Sardines. American \(\frac{1}{2} \sigma \cdot \	Edam (21 00) Limburger (210) Roquefort (235) Sap Sago (222) Schweitzer, imported (225)	COUPON PASS BOOKS. [Can be made to represent denomination from \$10 doy
American ¼s4 % @ 5 % 7 %	domestic @13	DO beaks a
Mustard %s @8 Trout.	CATSUP. Half pint, common 80	20 000RS
Brook, 3 lb 50 PRUITS.	Pint " 1 t0 Quart " 1 50 Half pint, fancy 1 25 Pint " 2 00	
Apples. York State, gallons 2 50 Hamburgh, " 2 50	Quart "	Butter. SeymourXXX
Apricots.	5 gross boxes40	
Live oak	1	Family XXX Family XXX, cartoon Salted XXX Salted XXX, cartoon Kenosha
Overland		
. & W 90	GREEN, Rio.	Butter biscuit
Charries		
Cherries. Red	Fair. 16 Good. 17 Prime 18 Golden 20 Peaberry 20	Soda, XXX Soda, City. Soda, Duchess Crystal Wafer. Reception Flakes.

rrent.	S. Cit
1 buyers who pay promptly	Sh Str Te Gr
	111
Santos.	
Fair 16 Good 17 Prime 18 Peaberry 20 Mexican and Guatamala,	Su
Fair 20 Good 21 Fancy 23	Ca Ev In
Maracaibo.	70 25
Java. Interior	Pe
Imitation	Ca
ROASTED. To ascertain cost of roasted coffee, add %c. per lb. for roasting and 15 per cent. for shrinkage.	Bs 50 25
PACKAGE. Arbuckle's Ariosa 1914 McLaughlin's XXXX 1914 Lion 1914	In 50
EXTRACT	25
Valley City 75 Fell'x 1 15 Hummel's, foil 1 50 tin 2 50	Pa
Bulk	Ci
Red 7 CLOTHES LINES.	Le
" 60 ft " 1 60 " 70 ft " 1 75 " 80 ft " 1 90	Le
CONDENSED MILK.	O
4 doz. in case. Eagle 7 40 Crown 6 25 Genuine Swiss 8 (0 American Swiss 7 00	V
American Swiss 7 00	Ca
COUPON BOOKS.	Ti
CCREDIT COUPON.	XXXX
"Tradesman."	N
\$ 1, per hundred 2 00 \$ 2, 2 50 \$ 3, 3 00 \$ 5, 3 00 \$ 10, 4 00	65 6. M
"Superior." 8 1 per hundred 2 50	10
\$ 2, " 3 00 \$ 3, " 3 50 \$ 5, " 4 00 \$ 10, " 5 00 \$ 20, " 6 00	Ba
ONE CENT	Di
"Universal."	De
\$ 3, "	Ke
810 6.00	Sp
\$20, 700 Above prices on coupon books are subject to the following quantity discounts: 200 or over. 5 per cent,	Ge
200 or over 5 per cent, 500 " 10 "	Cr
COUPON PASS BOOKS. [Can be made to represent any denomination from \$10 down.; 20 books \$1.00	Y
20 books.	Po W Bo Bo
CDACENDO	Sn
Butter. SeymourXXX	Se He
Butter. 6	Ro
Salted XXX, cartoon 6½ Kenosha 7½ Boston 8 Butter biscuit 6½	No No Fa
Soda, Soda, Soda, City	Ru

	Oyster. 5½ S. Oyster XXX 5½ City Oyster XXX 5½ Shell Oyster. 6	Whit No. 1, ½ bbls., 1 No. 1, kits, 10 lt Family, ½ bbls. kits 10
	CREAM TARTAR. Strictly pure 30 Telfer's Absolute 35 Grocers' 10@15	FLAVORING
	DRIED FRUITS.	Jennir 2 oz folding boz
.16	Domestic.	3 oz " 4 oz " 6 oz "
.17 .18 .20	APPLES. Sundried. sliced in bbls. 5 " quartered " 5 Evaporated, 50 lb. boxes 7@7½	S OZ "GUN P
.20	APRICOTS. California in bags 8½ Evaporated in boxes 11½ BLACKBERRIES.	Kegs Half kegs
.21	111 Darreis 41/9	Sage
.19	70 lb. bags	Madras, 5 lb. b S. F., 2, 3 and 5
.25 .27 .28	Peeled, in boxes 12 Cal. evap. 18 " in bags 7 @ 8½ PEARS.	Chicago goods Mason's, 10, 20
.23	California in bags 7 @81/2	Pure
asted	Barrels 11	Calabria Sicily
roast-	PRUNELLES.	Condensed, 2 c
.1914	RASPBERSIES.	Anchor parlor.
1914	In barrels	No. 2 home Export parlor.
		CONTROL OF THE PARTY OF THE PAR
2 50	Patras, in barrels @ 4½ " in ½-bbls @ 4½ " ln less quantity @ 5	O WE
7	Citron, Leghorn, 25 lb, boxes 21 Lemon " 25 " " 10 Orange " 25 " " 11	Chicago
1 25 1 40 1 60	RAISINS. Domestic. London layers 2 crown1 60	3 or 6 doz. in c
1 75	Domestic. London layers 2 crown 1 60 5 1 75 1 75 1 76 1 90 1 190 1	Tin, p 1 gallon Half gallon
1 00		1 gallon Half gallon. Quart Pint Half pint Wooden, for y
7 40 6 25	Ondura, 29 lb. boxes. 7 @ 7½ Sultana, 20 " 10 @12 Valencia, 20 " 6½@ 7	Wooden, for v 1 gallon Half gallon
8 (0	Bosnia	Quart Pint
	Bosnia. @ California, 90x10 25 lb. bxs. 9	Blac
MAN S	Turkey 934	Sugar house Cuba Ordinary Port
	XX rag, white.	Prime Port
UPON	No. 1, 6 ½	Fancy New (
	No. 1, 6½ 1 35	Extra good Choice Fancy
2 00 2 50 3 00	No. 2, 6%	One-half bar
4 00	654	Barrels 200 Half barrels 10
	FARINACEOUS GOODS. Farina,	Barrels 180 Half bbls 90
2 50 3 00 3 50 4 00	100 lb. kegs 4 Hominy.	PIC Me
4 00 5 00 6 00	Barrels	Barrels, 1,200 of Half barrels, 6
	Dried 5 Maccaroni and Vermicelli.	Barrels, 2.400 c Half barrels, 1
\$2.00	Domestic, 12 lb. Fox 55 Imported 10	Clay, No. 216 "T. D. full Cob, No. 3
\$3 00 3 50 4 00 5 00	Pearl Barley. Kegs@3¼ Peas.	48 can
6 00 7 00	Green, bu	Babbitt's Penna Salt Co
wing	Green, bu	Dor Carolina head
cent.	C140AC4	" No. 1. " No. 2. Broken
tany	FISHSalt. Bloaters. Yarmouth	Japan, No. 1 No. 2
wn.4	Cod	Java Patna
2 00 3 00 6 25 10 00	Pollock 3½ Whole, Grand Bank 6 65 Boneless, bricks 7½68 Boneless, strips. 7½68 Halibut,	Silver Thread,
17 50	Smoked 12	Kitchen, 3 doz. Hand 3 "
. 6	Scaled	SPI
61/2	Round shore, ½ bbl 2 50 " ½ bbl 1 50 Mackerel, No. 1, ½ bbls, 90 lbs 11 00	Allspice Cassia, China i "Batavia
61/2	Mackerel.	" Salgon
. 61/2	No. 1, ½ bbls, 90 lbs	Cloves, Amboy "Zanzib Mace Batavia.
6 71/2	Russian, kegs 45 Trout.	Mace Batavia. Nutmegs, fanc. "No. 1. "No. 2.
. 8½ .10 .10	No. 1, ½ bbls., 100lbs	Pepper, Singap

Whitefish.	Pure Ground in Bulk.
0. 1, ½ bbls., 100lbs	Allspice
mily, ½ bbls., 100 lbs 3 60 kits 10 lbs 50	" salgon
FLAVORING EXTRACTS.	Zanzibar20
Jennings' D C. Lemon. Vanilla	Ginger, African
oz folding box	Mace Batavia80 Mustard, Eng. and Trieste, .25
0z "1 50 2 00 0z "2 00 3 00 0z "3 00 4 0	" Trieste
GUN POWDER.	Pepper, Singapore, black 20 white 30
egs	Goenin
ge	"Absolute" in Packages.
Dps	Allspice
pps	Cloves
JELLY.	Cloves. 84 1 55 Ginger, Jam 84 1 55 "Af 84 1 55 Mustard 84 1 55 Pepper 84 1 55 Sage 84
ason's, 10, 20 and 30 lbs. 6	Pepper 84 1 55 Sage 84
LICORICE.	SUGAR.
1re	Cut Loaf. @ 5½ Cubes . @ 4¾ Powdered . @ 4¾ Granulated . 4½@4.31 Confectioners' A 4½@4 19 Soft A 4 4 White Extra C @ 3% Extra C . @ 3%
cily	Powdered @ 434 Granulated 44@4.31
ondensed, 2 doz	Confectioners' A 41/8@4 19 Soft A
o. 9 sulphur	Soft A
xport parior4 00	1 ellow (3 0/2
MINCE MEAT	Less than bbis. 4c advance
The same of the sa	Anise @12½ Canary, Smyrna
NEW ENGLAND	Anise @12½ Canary, Smyrna. 3½ Caraway 8 Cardamon Malabar 90 Hemp. Russian 4½ Mixed Bird 4½@5½
MINGE MEAL T.E. OPUGHERTY. T.H. OPUGHERTY. T.H	Hemp, Russian 41/2 51/2
CHICAGO, ILL. G. P.	Mustard, white 5 Poppy 9
or 6 doz. in case per doz1 00	Rape 6 Cuttle bone 30
MEASURES. Tin, per dozen.	STARCH.
gallon 81 75 alf gallon 1 40 uart 70	90.1h hoves 614
int	Gloss.
Wooden, for vinegar, per doz.	1-lb packages 6 3-lb " 6 6-lb " 6½
Wooden, for vinegar, per doz. gallon	6-1b " 6½ 40 and 50 lb, boxes 4¾ Barrels 4¾
1111 23	SNUFF.
MOLASSES. Blackstrap.	Scotch, in bladders37 Maccaboy, in jars35 French Rappee, in Jars43
Cuba Baking.	French Rappee, in Jars43 soda.
rdinary 16 Porto Rico. rime 16	Boxes
ancy 20 New Orleans.	SAL SODA.
ood 20	Kegs 1½ Granulated, boxes 1¾
xtra good	SALT 100 3-lb. sacks\$2 25
hoice	100 3-lb, sacks \$2 25 60 5-lb
OATMEAL. arrels 200	24 3-lb cases
alf barrels 100@2 45 ROLLED OATS.	Warsaw.
arrels 180	56 lb. dairy in drill bags 35 28 lb. " " 18
PICKLES	Ashton.
Medium. arrels, 1,200 count \$4 50 alf barrels, 600 count 2 75	56 lb. dairy in linen sacks. 75 Higgins. 56 lb. dairy in linen sacks. 75
Small.	Solar Rock.
arrels, 2.400 count 5 50 alf barrels, 1,200 count 3 25	56 lb. sacks 25 Saginaw and Manistee. Common Fine per bbl 90
PIPES. lay, No. 216	SALERATUS.
0D, NO. 3 25	Church's
POTASH. 48 cans in case.	Packed 60 lbs, in box. Church's \$3 30 DeLand's 3 30 Dwight's 3 30 Taylor's 3 00
abbitt's	SOAP.
Domestic.	Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars\$3 50 Good Cheer, 60 1 lb. bars 3 90 Bonner, 100 24-lb. bars 3 00
arolina head	Bonner, 100 %-lb. bars 3 00 syrups.
" No. 2 @ 5	Com
Imported. apan, No. 1	Barrels
" No.251/2	Pure Cane.
SAUERKRAUT.	Fair 19 Good 25 Choice 30
lver Thread, bbl \$3 50	SWEET GOODS. Ginger Snaps 8
	Sugar Creams 8 Frosted Creams 91/4
Itchen, 3 doz. in box 2 50 and 3 " " 2 50	Graham Crackers 8 Oatmeal Crackers 8½
SPICES.	. TEAS.
Whole Sifted. Ilspice	JAPAN-Regular.
" Batavia in bund	Fair @17 Good @20 Choice 24 @26 Choicest 32 @34 Dust 10 @12
oves, Amboyna22 "Zanzibar13	Choicest
	Dust 10 @19
ace Batavia80 utmegs, fancy80	Dust

Common to fair	Name of the last o		
Cholect does wireleaf 649 Common to fair 25 (25) Common to fair 32 (25) Superior to fine 30 (2	DARKET DIDEN	Post lains	W
Cholect does wireleaf 649 Common to fair 25 (25) Common to fair 32 (25) Superior to fine 30 (2		shoulders 2.446	" cross 3 00%5
Common to fair 1.5 2.5 5.5	Choice @25		" grey 50@
Common to fair 1.5 2.5 5.5	Choicest	" Frankfort @2	Martin dark 10003
Common to fair 1.5 2.5 5.5		Mutton	" pale & yellow 50@1
Common to fair 1.5 2.5 5.5		Veal	Mink, dark 40@1
Common to fair 1.5 2.5 5.5	Extra fine to finest50 @65	FISH and OVSTERS	Oppossum 15@
Common to fair 1.5 2.5 5.5	Choicest faney 75 @85		Otter, dark 5 00@8
Common to fair 1.5 2.5 5.5		follows:	Raccoon 25@
Common to fair 1.5 2.5 5.5		FRESH FISH	Wolf. 1 00@3
Common to fair 1.5 2.5 5.5	IMPERIAL.	Whitefish @10	Beaver castors, lb 2 00@5
Common to fair 18	Superior to fine 30 @35	Halibut @17	DEERSKINS-Per pound
Common to fair	YOUNG HYSON.	Ciscoes (A 5	Thin and green
Evaluation Eva	Common to fair18 @26	Rhofish 219	Long gray
TOBACCOS Fine Cut.		Mackerel 15 @20	Red and blue
TOBACCOS Fine Cut.	ENGLISH BREAKFAST.	Cod	
TOBACCOS. Fine Cut. Callings 1	Choice24 @28	OYSTERS—Bulk.	GRAINS and FEEDSTUF
Falls with second Falls	Best 40 @50	Standards, per gal \$1.00	WHEAT.
Falls with second Falls	mon t coos	Selects, " 1 60	
Falls with second Falls		Shrimps " 1 25	No. 1 Red (60 lb. test)
Falls with second Falls		Scallops " 1 75	MEAL.
F. J. D. Selects 33	Pails unless otherwise noted.	OYSTERS-Cars.	Bolted 1
Selects	Correct Chabo 24	F. J. D. Selects @20	
Little Darling	McGinty 34	Soloote Goo	
Poul	" ½ bbls 22	F J. D @20	Straight, in sacks 4
Poul	Little Darling 22	Standards @18	Patent " sacks 5
Poul	1791	Favorites @14	barrels 6
Poul	1891, 16. bbls 19		Rye " sacks 2
Poul	Valley City	Oysters, per 100 1 2 @1 50	MILLSTUFFS.
Poultry Local dealers pay as follows Sorderessed fowls: Sorderes	Tornado 20	Clams. " 75@1 00	Bran 17
L. & W	Plug.	POULTRY.	Screenings 14
L. & W	Searhead 40	Local dealers pay as follows	Middlings 2
L. & W	Joker 19	Spring chickens 9 @10	Coarse meal 15
OILS Car lots Ca	L. & W 24	Fowl 7 @ 8	CORN.
OILS Car lots Ca		Ducks	Car lots4
OILS Car lots Ca	Old Honesty 4	Geese	
Toss Up. 26	Jolly Tar 32		
Toss Up. 26	Hiawatha 37		Loss than ear lots 3
Toss Up. 26	Valley City 34	The Standard Oil Co. quotes	
Toss Up.		Grand Rapids:	
Smoking	Toss Up	THE THE STREET STREET	No. 1 " ton lots 15
Boss	Smoking.	fire test (old test) @ 8½	
Sample Collider	Boss 121/2	Michigan Test @ 7%	
Sample Collider	Colonel's Choice	Naptha @ 7%	
HIDES, PELTS and FURS Perkins & Hess pay as follows: Perkins & Hidlows: Perkins & Hess pay as follows: Perkins & Hess pay	Warpath14	Gasoline @ 8%	Straw
HIDES, PELTS and FURS Perkins & Hess pay as follows: Perkins & Hidlows: Perkins & Hess pay as follows: Perkins & Hess pay	King Bee20	gugine 13 @21	Rag sugar
HIDES, PELTS and FURS Perkins & Hess pay as follows: Perkins & Perkins & Perkins & Perkins & Potton Perkins & Perkins & Perk	Kiln Dried	lack, 25 to 30 deg @ 7%	Hardware
Peer	Honey Dew24	HIDES, PELTS and FURS	Dry Goods 516@
Peer	Gold Block28		Jute Manilla @
Green	Peerless		Red Express No. 1
Navy S2	Rob Roy24	HIDRO	. No. 2
Navy S2	Tom and Jerry25	Green 3 @ 4	TWINES.
Navy S2	Brier Pipe	Part Cured @ 4%	Cotton, No. 1.
Handmade		Full " @ 5	" " 21
Handmade.	Navy 32	Kips, green 3 @ 4	Sea Island, assorted 3
VINEGAR. 40 gr 8 50 gr 9 \$1 for barrel. wer mustard. Shearlings 10 & 25 10 m/s 10 & 30 .	Handmade40	" cured @ 5	No. 6 "
## 150 gr. 8 50 gr. 9 \$1 for barrel.	1108 30	Caliskins, green 4 @ 5	WOODENWARE.
## 150 gr. 8 50 gr. 9	VINEGAR.	Deaconskins10 @30	Tubs, No. 1
\$\frac{\text{\$\subseteq}}{\text{wet mustard}}\$. Shearlings. 10 \(\frac{\text{\$\subseteq}}{\text{\$\subseteq}}\$ \) Earlings. 10 \(\frac{\text{\$\subseteq}}{\text{\$\subseteq}}}\$ \) Earlings. 10 \(\frac{\text{\$\subseteq}}{\text{\$\subseteq}}}\$ \) Earlings.		No. 2 hides 1/4 off.	" No. 2 6
Beer mug, 2 doz in case. 1 77 TEAST—Compressed. Tementum per doz. cakes. 15 Mashed	50 gr 9		Pails No. 1, two-hoop
Beer mug, 2 doz in case. 1 77 TEAST—Compressed. Tementum per doz. cakes. 15 Mashed		Shearlings	" No. 1, three-hoop 1
Beer mug, 2 doz in case	Bulk, per gal 30		Clothespins, 5 gr. boxes
TEAST-Compressed. Unwashed 10 @30 15 " 15 " 17 " 18 17 " 18 17 17 18 18 18 18 18			
Per lb' 25	YEASTCompressed.		15 "
Tallow 3 \(\frac{1}{2} \) Tallow 4 \(\f	Fermentum per doz. cakes 15	MISCELLANEOUS.	" assorted 17s and 19s
FRESH MEATS. Switches	• " per lb* 25	Tallow 31/4 @ 4	" " 158, 17s and 19s
Beef, carcass	FRESH MEATS.	Grease butter 1 @ 2	Baskets, market
Beef, carcass		Ginseng 2 00 (22 50	" full hoop "
Beef, carcass 4½ 6 7 " hind quarters 5 6 6 " fore 3½ 3½ " loins, No. 3 9 7 ribs 7½ 884 " rounds 6 4½ " tongues 6 " tongues 6 " house 100 60 " house 100 60 " house 100 25	follows:	FURS.	" bushel
" fore " 3½ 3½ Badger 50@1 00 " No.3	Beef, carcass 4%@ 7		willow cl'ths, No.1
loins, No. 3	fore " 314 0 314	Badger 50@1 00	" No.3
" rounds	" loins, No. 3 @ 9	Bear15 00@30 00	" splint " No.1
" tongues	rlbs 71/20 81/4	Beaver 3 00@8 00	" No.2
Bologna	rounds @ 4½	" house 102 25	No.3
	Pologna G AV	Fisher 4 00@6 00	1

WE MAKE A SPECIALTY OF

RE-:-BUCKWHEAT-:-FLO

And would be pleased to send you sample and prices. PRESENT PRICE, \$4 IN SACKS.

A. SCHENCK & SON, ELSIE, MICH.

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.

promptly attended to. Correspondence solicited.

Warehouses—325-327 Erie St. Office—46 Produce Exchange, TOLEDO, O. Milk Pans, ½ gal., per doz. (glazed 75c).... 60

PRODUCE MARKET.

Apples—Dull and slow of sale. Holders \$1.75

Apples—Dull and slow of sale. Holders \$1.75

Bases—Easy and quiet. Dealers now pay \$1.30\text{20.14} dor unpicked and country picked and so the state of the country is held at \$1.50\text{20.17} for city picked pea or medium.

Butter—Lower and in smallet demand choice to the country is held at \$200.

Celery—200 per doz.
Cabbages—\$2.20\text{20} per doz.
Cabbages—\$2.20\text{20} per doz.
Cabbages—\$2.20\text{20} per doz.
Cabbages—\$2.20\text{20} per bbl.
Dried Apples—Sundried is held at \$45\text{20} per bbl.
Dried Apples—Sundried is held at \$45\text{

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:

Mess, new.

Short cut.

Short cut.

Extra clear, heavy.

Clear, fat back.

Boston clear, short cut.

Standard clear, short cut.

Saubase—Fresh and Smoked.

Pork Sausage.

Prankfort Sausage.

Prankfort Sausage.

Bologna, straight.

Bologna, straight.

Bologna, thick.

Head Cheese.

Sour Drops.

Sundard Drops.

Chemo Brops.

Sour Drops.

Sour Drops.

Sour Drops.

Sour Drops.

Sour Drops.

Sour Drops.

Lemon Brops.

Chocolate Drops.

Chocolate Drops.

Chocolate Drops.

Chocolate Drops.

Lozenges, plain.

Mottoes

Cream Bar.

Molasses Bar.

Hand Made Creams.

Plain Creams.

Decorated Creams.

String Rock.

Burnt Almonds.

Wintergreen Berties.

Crockery & Glassware

I	AMP B	URNER	ss.				
No. 0 Sun							45
No. 1 "							50
No. 2 "							75
Tubular							75
LAMP	CHIMNE	rsI	Per b	ox.			
6 doz. in box.							
No. 0 Sun						- 1	75
No. 1 "						1	88
No. 2 "						~	20
First quality.						-	Or
No. 0 Sun, crimp	top						20
No. 1 " No. 2 " XXX Flint.						2	40
No. 2 " "	**					. 3	40
XXX Flint.						-	20.0
No. 0 Sun, crimp	top		++++			%	00
No. 1 " "						2	86
						3	80
Pearl top.						-	20
No. 1 Sun, wrapp	ed and	label	ed			3	70
No. 2 "	**	**		* * * * * *		. 4	10
No. 1 Sun, wrapp No. 2 " No. 2 Hinge, " La Bastie.	**	**					
No. 1 Sun, plain	bulb, p	er doz				1	25
No. 2 " "	64	4.6				1	50
No. 1 crimp, per (loz					1	35
La Bastie. No. 1 Sun, plain 1 No. 2 "" No. 1 crimp, per c No. 3 ""	****					1	60
	TAMP	WIGHT					
No. 6, per gross No. 1, No. 2, No. 3,			+ + +		48.55		23
No. 1, "							26
No 2, "							38
No. 3, "							75
Mammoth, per de	0Z					7.4	90
STO	NEWAL	RE-AF	KRON				
Butter Crocks, 1	and 2	gal					06
3	to 6 ga	1					164
Jugs, 1/2 gal., per	doz					. 7	15
	4						10

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows: Bbls. Pails. Lozenges, plain printed
Chocolate Drops
Chocolate Monumentals
Gum Drops
Moss Drops
Sour Drops
Imperials Pails. 536 8 856 10 Per Box Floridas, fancy..... | Floridas failey | Floridas f LEMONS.

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

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

W. T. LAMOREAUX & CO.,

128, 130, 132 W. Bridge St.,0

GRAND RAPIDS, MICH,

How to Make a Will.

It is a common expression that a man is a fool who makes his own will. According to the laws of nature, a man cannot control his property after death. He cannot take any of his wealth with him. He simply leaves it; that is all. The legislatures of every state have changed this natural law by allowing persons more or less freely to make some disposition of their property to take effect after death. The law permitting this must be exactly followed or the will will be worthless. For example, if the law says a will must have three witnesses, and only two have signed, the document is worth the paper it is written on and no more. All wills should, therefore, be written and executed under the direction of persons who know what the law is. The laws of the different states vary somewhat in their requirements, but I will give the main points common to all, or nearly all, for the benefit of those who cannot get a skilled lawyer to draw their wills for them. It is not necessary to have a lawyer or a magistrate to draw a will. Anyone can do it if he knows how.

The will should have at least three witnesses. In some states only two are required, but if you are not sure about it, have three. It is better to have the testator sign in the presence of all three witnesses, but in some states it is only necessary for the testator, if he has previously signed, to tell the witnesses that the signature is his. The witnesses must all sign in the presence of the testator. Be sure about this. They cannot, after seeing the testator sign, go into another , room and affix their names. The testator should ask the witnesses to sign. Their signing against his wish or without his knowledge is not sufficient. He should tell the witnesses that it is his will they are witnessing, but this is not necessary in many states. The witnesses must be disinterested; that is, neither they, nor their wives or husbands can receive anything by the will. A witness, if given a legacy by the will, will lose it, unless there are a legal number of witnesses without him. In some states a will would be void if one of the witnesses was a legatee. If the testator cannot write his name, either through feebleness or otherwise, he can make his mark. the name being written by another, and generally he can direct another person to sign his name for him. This must be done in his presence. The testator has the privilege of naming an executor, or a person to carry the will into effect and dispose of the property as is directed.

In most of the states a wife or husband has certain rights in the property of the deceased husband or wife, which cannot be taken away by will. In such a case, the survivor, if not satisfied with the provisions of the will, can waive them and take what the law would give if the deceased had died intestate (that is, without having made a will). The waiver must ordinarily be filed in court within a certain length of time after the will is proved. In most, if not all the states a parent can disinherit his own children if he wants to do so; but if it does not appear by the will, or otherwise, that the omission to provide for a child, or the issue of a deceased child, was intentional, the law presumes that the child was forgotten, and he will inherit the same as if there had been no will. To prevent this, a small sum is sometimes given the child. It is sufficient to have

the will say that nothing is given to the child or that the omission to give him anything is intentional.

Don't try to tie up your property too long. Most states have what is called a law against perpetuities. This generally provides that a person cannot by his will restrict the selling of his property after his death longer than during the lives of persons living when he dies and 21 years afterward. An attempt to control the disposition of property longer than that time will fail. This law does not apply to gifts to charitable or religous institutions. A will takes effect from the death of the testator, but in order to be valid must be proven before the proper court in the manner prescribed by law and allowed by the court.

No especial form is necessary for a will. I give below a usual form, which would be good in most states:

I, John Smith, of Owosso, Mich., make th's my last will. After paying my just debts and funcial expenses, I bequeath and devise as follows: (Here state how you want your property to go after your death, and whom you desire to have for executor.) - In testimony whereof I hereunto set my hand this 2nd day of January, 1892, and in the presence of three witnesses declare this to be my last will.

(Sign here.)

(Sign here,)

On this 2nd day of January, 1892, John Smith, of Owosso, Mich., signed the foregoing instrument in our presence, declaring it to be his last will, and as witness thereof we three do now at his request, in his presence and in the presence of each other, hereto subscrite our names.

[(Three witnesses sign here.)

Understood Woman Nature

From the New York World

I was investigating a lot of old relics in a second-hand store on lower Sixth avenue when a colored woman came in and enquired for a second-hand coal

"Certainly, ma'am-hundreds to select from," replied the dealer. "I'll have my man wait on you at once. How high

want to go, ma'am?"
"Not very high."
"Then show her those three stoves which that millionaire on Fifty-ninth street burned one winter and then sold because he was going to Italy on a three years' trip."

'Yes, sir," replied Henry.

"And if none of them suit her show her the \$4 stoves I got of that heiress on Fifth avenue last week because her trim

mings didn't match her carpets."

The woman took a "Fifth avenue stove," and she was only seven minutes looking it over, paying cash down and getting out of the store.

How to Keep a Pen.

One of the chief woes of a writer, says One of the chief woes of a writer, says the Book-keeper, consists in the fact that he no sooner gets a pen in good working order than it, like the "dear gazelle," comes to an untimely end from the corrosion caused by the ink. Life is not long enough to use and mend pens, nor to apply with delicate firmness the pensions. wiper to a steel one. But some genius has now hit upon a solution of the difficulty, which has the merit of extreme simplicity. In many offices, we are informed, a potato is used as a pen-wiper; the juicy fiber holds the pen steady, removes at once all ink from the nib, and prevents, or at least very greatly delays, the process of corrosion, and spares the process of corrosion, and spares many a well-loved pen to a ripe old age.

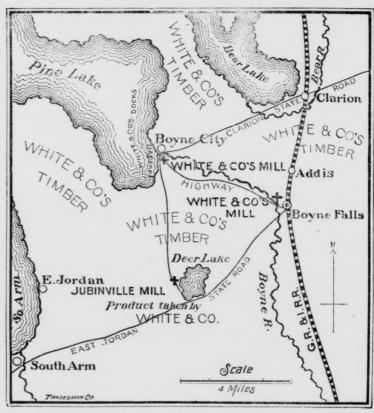
Pleased with the Cash Plan.

South Arm, Dec. 29-We have been doing a strictly cash business since last September, and are much pleased with the result. We only issue coupon books when parties have labor, logs, wood, bark, etc., to their credit. We shall continue to sell for cash only, as we have abandoned the credit business forever. We have compared our cash sales for the last three months with our cash and credit sales of the three months one year ago, and find we have made a net increase in our sales of over 10 per cent. We are correspondingly happy.

PARKES LUMBER 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.

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating



NAPTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS, BIG RAPIDS, ALLEGAN,

MUSKEGON. HOWARD CITY.

MANISTEE, IONIA, PETOSKEY.

CADILLAC LUDINGTON.

HIGHEST PRICE PAID FOR

EMPTY GARBON & GASOLINE BARRELS.

KNIGHTS OF THE GRIP.

Fourth Annual Convention of the Organization at Jackson.

The fourth annual convention of the Michigan Knights of the Grip convened at Jackson Tuesday morning, Dec. 29. The meeting was called to order by President Bardeen, when Mayor Weatherwax delivered an addess of welcome and presented the visitors with the keys and presented the visitors with the keys to the front and back doors of the city. The address was gracefully responded to by the President, when A. F. Peake, in behalf of Jackson Post, presented the President with a handsomely embroidered

Secretary McCauley presented his annual report as follows:

MEMBERSHIP.
Old members paying 1891 dues 373 New members during 1891 269
Total
Total 641 Loss by death 2 Loss by resignation 3
Present membership
RECEIPTS.
Amount on hand \$ 53 48
Dues on 589 certificates 441 7.
Dues from delinquents
Total receipts
DISBURSEMENTS.
Postage, printing and stationery 233 00
Miscerlaneous 58 25
Express, telegrams and exchange 5 00
Secretary's allowance
Total disbursements 456 fc
Balance on hand 57 78
DEATH FUND.
One dollar assessment from 442 members 442 00
Advance assessments paid 7 00
Total amount in fund \$449 00

Two members have died during the past year-Walter B. Carey, of Muske gon, and T. J. Holmes, of Camden.

The report was accepted.

The report of the Treasurer showed receipts and disbursements correspond-ing with those of the Secretary. The report was accepted.

A. F. Peake presented a proposed amendment to the constitution, combin-ing the offices of Secretary and Treasurer in one office, the incumbent to furnish

one office, the incument to turnish bonds in the sum of \$3,000.

After the adoption of several minor motions and the discussion of several subjects of passing interest, the meeting adjourned until afternoon.

AFTERNOON SESSION.

At the afternoon session reports from the Vice-Presidents of the various congressional districts were received, also reports from the chairmen of the several regular committees, all of which were accepted.

A. Gonzales, of Grand Rapids, presented an explanation of his resignation from the Hotel Committee, giving as his reason the interference of the chairman of the Board of Directors.

A. F. Peake moved that hereafter the

Board desist from interfering in the work of any regularly-appointed committee. On motion of N. B. Jones, of Lansing, the motion was referred to the special Committee on Constitution.

J. D. Aldrich, of Detroit, was intro-duced by the President and addressed the convention in support of a commer-cial travelers' home, which it is proposed to erect and maintain at some convenient

to erect and maintain at some convenient point in New York.

J. W. Ailes, of Detroit, suggested that an affiliated organization be constituted for the wives and sweethearts of members, to be known as the Ladies' Home

Jno. J. Bush, of Lansing, observed that if all the sweethearts of the members be included in the proposed organization, it would be necessary to secure an audi-torium in which to hold the meetings. [Laughter.]

G. H. Russell, of Jackson, presented the report of the special Committee on Constitution and By-Laws, embodying a draft much more complete than the old form. The report was taken up, section by section, and adopted, with minor amendments.

Election of officers was next in order,

W. V. Gawley, Chas. Ballard, J. A. Gon- keeping with parliamentary usage, but zales, Myron D. Wright.

The President subsequently announced The President subsequently announced the Vice-Presidents for the various congressional districts, as follows:

1. P. F. Wilson, Detroit.

2. J. W. Dean, Adrian.

3. J. H. Russell, Jr., Jackson.

4. Geo. E. Bardeen, Kalamazoo.

5. J. Hammell, Ionia.

J. J. Bush, Lansing. A. R. Rummage, Port Huron.

R. P. Bigelow, Owosso. D. G. Crotty, Muskegon. J. W. Califf, West Bay City.

10.

11. Bert Peck, Petoskey.
12. V. B. Cochran, Marquette.
N. B. Jones moved that wherever the next meeting be held, the local committee of arrangements be prohibited from levying an assessment on the hotels of

the State.

A. F. Peake denied that the Jackson committee had levied any assessment on the hotels. The circular letter sent out by the committee was in the form of a request and was originated and authorized by a trio of local hotel men.

As the introduction of the subject threatened to lead to bad blood, a mo-tion to lay the matter on the table was carried by a small majority. It would not down, however, and a little later one of the proprietors of the Hibbard House re-introduced the subject by announcing that he wrote the circular referred to and advised its adoption by the local post. He bombastically paraded his love for the traveling man, announcing his readiness to contribute \$25 to the cause at any time, when he was called down by a number of members who intimated that charity should begin at home and that instead of bestowing charity on the fraternity he had better furnish some-thing better than \$1.50 accommodations for a \$2.50 rate.

The usual resolutions of thanks were presented and adopted, when the convention adjourned.

THE BANQUET.

About 8 o'clock the visitors, hosts and invited guests sat down to a banquet at Weatherwax formally welcomed the strangers, which was responded to by President Bardeen. After the feast was over, the following program was ob-

The Wolverine State: Its Industries and Institutions"—Governor Winans.
"Hotels: Past, Present and Future"-

J. M. Ryan, Detroit.

Whistling solo-Miss Mary Robinson, Jackson.

"Our Association"-J. L. McCauley.

"The Ladies"—Ex-Governor Luce. Recitation—Miss McCauley, Detroit.
'Michigan: The wealth of her resour-

es is surpassed only by the patriotism and intelligence of her people"—Rev. Washington Gardner, Albion.
"The Commercial Traveler: His Ups

and Downs"-John J. Bush, Lansing. Musical selection-Miss Lizzie Gregg,

Jackson. "The Buyer"-Hon. T. E. Barkworth Jackson.

After the silent toast, "Our Departed After the silent toast, "Our Departed Members," the guests wended their way to the reception hall, where Governor Winans, Ex-Governor Luce, Mayor Weatherwax and ohters received, after which dancing was indulged in until a late hour.

CONVENTION NOTES.

The following pertinent tribute to the traveler appeared on the blackboard in the rear of the speaker's desk: "The commercial traveler is the whisk broom of business, and his duty is to brush the cobwebs from the corners and enliven the conservatism of both his customers and his employers."

At 1 o'clock the travelers assembled in front of the Hibbard House and marched to the hall to the tune of music by the band, led by W. J. Richards as drum major.

resulting as follows:

President—A. C. Northrup, Jackson.
Secretary—J. L. McCauley, Detroit.
Treasurer—Geo. C. Cooper, Lansing.
Board of Directors—J. B. Heydlauff, ruling regarding proxies was hardly in

apparently justified under the circumstances

President-elect Northrup made two good speeches during the day, one as chairman of the local committee of arrangements and the other in accepting the presidential chair. The former was exceedingly witty and the latter was modest and thoughtful—admirable in every way.

A. F. Peake and J. Will Ailes were ap-

parently entered in a contest to determine which could gain the floor the oftenest and speak the most times. They both

A. Coryell was not heard until late in the day, but he managed to bring or-der out of chaos on more than one occader out of chaos on more than one occa-sion during the prolonged discussion over the adoption of the new constitu-tion. His speeches were short, sharp and always to the point. Albert C. Antrim, the veteran member in point of years of actual service on the road, was not heard on the floor, much

to the disappointment of many members who would have been glad of an opportunity to have heard the "Silver Tongued." tunity

Tongued."

The meeting place was an unusually pleasant one and the entertainment provided by the hosts was complete in nearly every respect, showing painstaking attention on the part of the committee on arrangements. As hosts, the Jackson boys are certainly a success.

Outside of Legisco Legislava the success.

Outside of Jackson, Lansing was the best represented city in the State. The Capitol City sent a remarkably clean cut set of fellows, bent on capturing the secretaryship and preventing the organization from hereafter appearing before the hotel men of the State in the light of a mendicant. Mr. Mott made a strong run for the office referred to, but was outgeneraled by the superior campaign tac-tics of Mr. McCauley, who came prepared with printed ballots. Although definite action in the other matter was obstructed, the expression on that subject was so energetic that no committee will ever undertake so reprehensible a measure again.

again.

Several cities propose to bid for the next meeting, including Detroit, Lansing and Grand Rapids. The small representation from the latter city at the convention will probably militate against its success in securing the honor.

He Couldn't Get Her Trade.

"It's funny," said the young man who woman's trade. I've gone out of my way to be pleasent to her, and she won't even look in here any more."
"Wasn't she ever in here?" asked the

customer.
"Once," replied the young man, "and I treated her the best I knew how. She had her little boy with her and he was tickled to death with the little white mouse I have in the cage on the front ounter.

'And she?,

"O, she liked it, too. She said it was a pretty little thing, and seemed to enjoy his pleasure in watching its antics. st thought I'd clinch matters and I took it out of the cage and put it on the floor. It's tame, you know. was perfectly delighted." The boy

"And the mother!"

said it was one of the cutest things she ever saw, but she sat right things she ever saw, but she sat right down on a stool and pulled her dress close about her ankles, and pretty soon she had got hold of the boy and backed out of the door with him. She said she was ever so much obliged to me, but she looked sort of pale, and hasn't been in here since. Funny, isn't it, when I tried to be so nice to her?"? to be so nice to her?"

Notice to Stockholders.

The annual meeting of the stockholders of the Grand Rapids & Indiana Railroad Company will be held at the General Office, in the City of Grand Rapids, Miehigan, on Wednesday, March 2d, 1882, at 1 o'clock p. m., for the election of thirteen directors to serve for the ensuing year, and for the transaction of such other business as may be presented at the meeting. and for the trained at the meeting as may be presented at the meeting J. H. P. HUGHART, Sec'y.

Use Tradesman Coupon Books.

Geo. H. Reeder & Co.,

BOOTS & SHOES

Felt Boots and Alaska Socks.

158 & 160 Fulton St., Grand Rapids

STANTON, MOREY & CO.,

DETROIT, MICH.

PENINSULAR Pants, Shirts, and Overalls.

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



THIS IS WHAT EVERY SUCCESSFUL PER-SON MUST DO. IT IS THE CONDITION OF CONDITIONS

The Industrial School of Bustness 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.

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.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. DGETT, Vice-President. H. W. NASH. Cashier

- - - \$300,000. CAPITAL,

Transacts a general banking business.

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

A TYPICAL CUSTOMER.

Written for THE TRADESMAN.

"Whaddy yez taihk me fer?" screamed Mrs. O'Finnegan, as she banged the door after her wet the other day, and whacked underwear. "Whaddy yez think Oi'm after lookin' loike, annyhow? Is it the fore quarther of a Egyptian moomy or the left hoind fut av the dhivil's donkey yez think Oi am?"

"Why, Mrs. O'Finnegan," chimed in the dude clerk, as he dodged behind the cheese safe to escape a threatened assault from the umbrella, "I'm sure none of us thought anything of the kind. We consider you a very lovely creature, I declaw." But he was not allowed to proceed further with his complimentary harangue, for Mrs. O'Finnegan aimed a blow with her umbrella at his leather head, and, since he was so fortunate Oi'll thrade another cint in yer undacent as to avoid the weapon, it knocked three candy jars into smithereens.

"My!" gasped the aforesaid gentleman, neighborhood of the back room. "I-I-Ah, didn't know you were loaded."

But during this episode Mrs. O'Finnegan had not been silent. She had with wild Irish anathemas, and had called upon all the saints in the calendar to witness that she was a poor, abused "crayther, wid niver a frind in the wide, wide worrld to take pity on her."

Of course, all this was very entertaining to outsiders, and very likely was quite agreeable to Mrs. O'Finnegan, but to the proprietor of the store, the affair wore an entirely different aspect.

"Pray, Mrs. O'Finnegan," he ventured, as he cautiously advanced toward the scene of the recent hostilities, "what is the trouble?"

"Oi'm Bridget O'Finnegan," announced that person, with a wild gesticulation of her right hand, and a florish of the umbrella with the left. "Oi'm Biddy O'Finnegan, Oi sayh, an' I allow no counther joomper to insoolt me name. If yez have the dacency av a spavined woodchuck, come affen the perch there, an' take a look at me shoes. Yis, me shoes. The same blissed wans yez wuz afther sellin' me sivin wakes ago come a Chuseday, an' me goin' barefut half the toime in the bargain. If yez'll have the politeness to taihk a shquint at thim shoes, Misther McMichæl, yez'll obloige me to a great extint."

"I'm truly sorry that the shoes did not give you satisfaction," began the merchant, but he was quickly interrupted.

"Sorry is it," said the lady, as she braced herself for an afternoon's seige. "Sure an' sorry won't make the shoes well. Oi c'u'd take a noos papier an' the full av a thimble av paste, an' make leddy, an' knows her place, an' if yez a betther pair wid me two oyes shut, an' me roight hand toid behoind me in a harrud knot, jist."

The shoes were indeed an appalling sight. They had been made from a very fair piece of Dongola kid, in fact, good for the price, which had been low, but their erstwhile beauty and symmetry of form had forever vanished. And they showed unmistakable signs of abuse in many ways.

They had tramped through the woods in nightly search for "the cows," and briars. They had waded the barnyard and promenaded the hog pen. Had as- mation."

sisted in the fall plowing and weaned the sucking calf. They had kicked the dog, and perchance the "childer," had chased the neighbors' cattle from the clearing, and hustled the chickens out the proprietor, "and it has ever been the her umbrella twice, with unbecoming of the garden patch. They had walked violence, across the display of winter to town a score of fimes, and attended half a dozen country hops. Yet they hung together on this day, in the year of our Lord, 1891, while Mrs. O'Finnegan tramped to the village store through the worst rain storm of the season, and they still retained the semblance of a pair of shoes!

"O, it's the dhivil av a foine toime yez have here all be yerselves a sellin' snoide | time ago." thruck to the loikes av me," continued the lady, "but Oi'll tell yez wan thing, an' Oi tells it widout fear av favor, that if yez don't maihk it roight wid me about thim shoes, Oi'll see yez all enj'yin' the pleasures av Purgathory befoor iver

"Well, Mrs. O'Finnegan," said the proprietor, when Bridget finally stopped as he retreated to a safer position in the talking for want of breath, "you are probably right in thinking that we should do something toward making this deal satisfactory. If, however, I should tell you just what I think about the matshowered the head of the establishment ter, I should say that those shoes had worn uncommonly well-"

"Whist, now Misther McMichael, yez knows better than-"

"I should say, I repeat, that they had worn uncommonly well, considering the usuage you have given them, but as you seem to feel differently about it, and we make it a point to satisfy customers in all reasonable matters, I will allow you an even dollar on those shoes, which is more by considerable, than our profit amounted to."

"Ah, now, Mr. McMichæl, yez begin to talk loike a Christian. Yez are a gintleman an' a scholar, an' yez knows how to use people roight, if Oi do sayh it to the face av yez. An' what Oi say to yer face, Misther McMichæel, Oi niver deny behoind yer back. Oi've towld Misthriss McGinnis an' Misthress O'Lolly more toimes than Oi'm days ould, that Mr. McMichæl was the dacentest shtore kaper this soide av the town av Inniskillen in ould Oireland, where me bruder Mike has an illegant foine shop av his own. an' sells all koinds av nate shtuff be the dhrink or bottle, jist, an' a foine thrade he dhroives."

"I was sure that you could find no fault with my proposition, Mrs. O'Finnegan, but I would not have made the of fer, even to you, had I not been sure that under similar circumstances, you would have been equally liberal with me."

"To be sure, Mr. McMichæl. What an illigant judge av character! Yez can resht aisy that Bridget O'Finnegan is a should come to me wid a pair av shoes an' say to me, 'here Misthress O'Finnegan, is thim shoes yez sould me, an' they is bushted all to blazes,' Oi'd sayh, 'here, Misther McMichæl, t'row thim ould t'ings away,' sez Oi, 'take these two pairs, an' say no more."

"Thanks, Mrs. O'Finnegan. sure that I had not misjudged you. And now there is a matter to which I desire to call your attention. It is something which I dislike very much to mention. but as you are so good natured and have their uppers had been torn on sticks and urged the matter upon me, I presume that you will be thankful for the infor-

Mrs. O'Finnegan began to look uneasily toward the door.

"We have done considerable business together, Mrs. O'Finnegan," continued intention of the house to make things pleasant for you in all matters. have bought your produce, and have always paid you the highest prices that we could afford. We have on occasions made you allowances for goods which you considered not worth the prices paid. But what I wished to speak about to-day, is a matter relating to some butter and eggs which you sold us a short

Mrs. O'Finnegan here moved away and said that she was in something of a hurry, and that if Mr. McMichael would give her the dollar which he had so kindly promised, she would have to be going.

"Certainly. I am coming to that in a moment. Of the three dozen eggs which we bought from you last Saturday, fifteen turned out to be very, very bad, and the but-don't be in a hurry, wait for your dollar, I am sorry if-"

"Well, the old lady's gone," mused McMichæl, after a time. "I'm sorry, though, that she didn't wait a little longer. I was laying for her with a big load. I have a crock of her butter in the cellar from which have been extracted at different times, a raw potato, a lock from her auburn tresses, a child's rattle, a small carriage bolt, four brass pants buttons and a loud smell. I also bought some maple sugar of her last spring, which turned out to be a mixture of black strap molasses and Northern Michigan sand. We took a few fresh spring chickens from her about the same time, which were old both in flavor and texture. The only good point about them was their lasting quality. They were the most durable chickens I ever saw. But now she's gone and (with a glance at the broken glassware) to adapt from Byron,

'Where Bridget's umberell hath went The candy jars got badly bent.'" GEO. L. THURSTON

Grand Rapids & Indiana

chedule in effect December 13, 1891.

ale in effect December 20, ...

TRAINS GOING NORTH.

Arrive from Leave going South.

South.

North.

North.

10 Arrive from 11:30 a m

11:30 a m

Cincinnati. 6:20 a 10:30 a Kalamazoo and Chicago . 10:30 a 2:00 p m Fort Wayne and the East. 11:50 a m 2:00 p m Cincinnati. 5:20 p m 11:05 p m 10:40 p m 10:05 p m Saginaw . 10:40 p m 10:05 p m m Saginaw . 10:40 p m and 11:05 p m run daily;

Muskegon, Grand Rapids & Indiana, r Muskegon—Leave. 7:00 a m 11:25 a m 5:35 p m From Muske

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

--7:00 am train.
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.

CHICEGO VIA G. R. CC 1. R. K. 1.

Lv Grand Rapids 10:30 a m 2:00 p m 11:05 p m
Arr Chicago 8:35 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 7:06 a m 3:10 p m 10:10 p m
Arr Grand Rapids 2:00 p m 8:35 p m 6:15 a m
3:10 p m through Wagner Sleeping Car.

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

Through tickets and full information can be had by alling upon A. Almquist, ticket agent at Union Sta-ion, or George W. Munson, Union Ticket Agent, 67 fonroe street, Grand Rapids, Mich.

General Passenger and Ticket Agent

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"The Niagara Falls Route.

	DEPART. ARRIVE
Detroit Express	7:00 a m 10:00 p m
HARU	7:05 a m 4:30 n m
ay Express	1.90 n m 10.00 a m
Atlantic & Pacific Express	10:30 p m 6:00 a m
ew York Express	5:40 p m 12:40 p m
*Daily.	

l other dally except Sunday. seping cars run on Atlantic and Pacific Express ns to and from Detroit.

ains to and from Detroit.

Elegant parior cars leave Grand Rapids on Detroit typess at 7 a. m., returning leave Detroit 4:45 p. m. rive in Grand Rapids 10 p. m. 85 Monroe St. A. Alaquiss, Ticket Agent, Union Depot. A. Almquist, Ticket Agent, Union Depot. Gro. W. Musson, Union Ticket Office, 67 Monroe St. O. W. Ruggles G. P. & T. Agent., Chicago.



TIME

NOW IN EFFECT.

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

WESTWARD.

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

*Daily. +Daily except Sunday.

*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 Parler Buffet
car. No. 18 Chair Car. No. 82 Wagner Sleeper.
Westward—No. 81 Wagner Sleeper. No. 11
Chair Car. No. 15 Wagner Parler Buffetcar,
JOHN W. LOUD, Traffic Manager.
BEN FLETCHEN, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

NOV. 15, 1891 CHICAGO & WEST MICHIGAN RY.

DEPART FOR	A. M.	P. M.	P. M.	P.M.
Chicago	9:00	12:05	*11:35	
Indianapolis	9.00	12:05	*11.95	
St. Joseph	9:00	12:05	*11:35	
Traverse City Muskegon	7:25 9:00	5:17	5:30	0.90
Manistee	7:25	5:17		
Ludington	7:25	5:17		

Daily. §Except Saturday. Other trains week

9:00 A. M. has through chair car to Chica-go. 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.

	DE	L	α.	I.	r		4	v.	27	•									A. M.	P. M.	
Detroit																			7:15	*1:00	5:45
Lansing.																			7:15	*1:00	5:45
Howell	• •											-							7:15	*1:00	
Lowell	•••										•								7:15	*1:00	
St. Louis				*											*				7:05	4:15	
Saginaw	C	it	y .											•					7:05	4:15	
		_	_	_	_	_	_	_	-	-		-	-	-		-	-	_			

7:15 A. M. runs through to Detroit with par-1:00 P. M. Has through Parlor car to Detroit. Seats, 25 cents.

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

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

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 u Grand Rapids and Toledo.

VIA D., L. & N.

VIA D., G. H. & M.

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

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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

Roll Edge

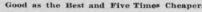
line of lumberman's in Hurons and Trojans.

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

The Tradesman Conpon Book

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

LATEST! VERY





THE "SIMPLEX"

Price, \$35.00 Simple and Durable!

Warranted Ten Years.

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

Manufacturers of Boots & Shoes. P. STEKETEE & SONS

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

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Dress Goods, Shawls, Cloaks, Notions, Ribbons, Hosierv. Gloves, Underwear, Woolens, Flannels, Blankets, Ginghams, Prints and Domestic Cottons.

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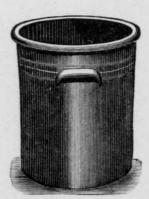
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Wait for our agent to call on you, before placing your order for **Best Akron Stone ware** as there is a great advantage to be gained by ordering early to secure carload rates, by so doing you can get the ware delivered to your railroad station, free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

H. LEONARD & SONS, Grand Rapids.



Butter 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.



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!