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GRAND RAPIDS, MARCH 16, 1892.

NO. 443

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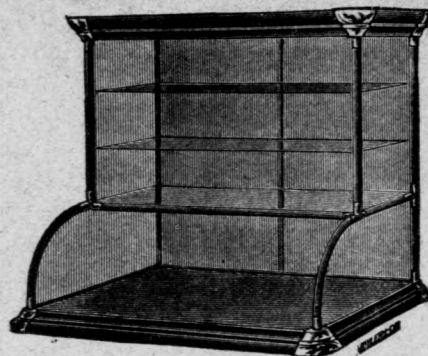
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MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, MARCH 16, 1892.

NO. 443.

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THE REACHING HAND.
Returning home after a long absence, one naturally expects surprises and changes; but I could not have ever imagined such as I found in my friend Philip Moreland. I had been gone twenty years and I am well aware how impressions will fade and memory become defective in that length of time; but he was so different from the promise of his early manhood that I at once felt the change to be more than a warping of my recollection. When we had parted, just after graduating from the same college—he to study law and I to take a promising business post in Australia—he was a healthy, stalwart young man, indomitable, buoyantly aggressive, uncompromisingly ambitious and blessed with talents insuring his success. Calling at his office, I found a shrunken man, old before his time, his hair and beard streaked with gray, and deep lines rudely cut across a waxen forehead. The first glance told me that I beheld a tragedy of noble gifts and aspirations.

Not until I had answered his questions as to my prosperity, and he had told me that his parents were dead, and that, not having married, he lived almost alone in the old homestead, did I speak of his appearance, and beseech him, in the name of our friendship, to tell me what calamity had come to him. He looked at me a few moments, unable to reply, the pupils of his sunken eyes dilating, and pallor forcing its way through the yellow skin. At last he replied, with shaking voice, and concealing the trembling of his hands by tightly pressing them upon the chair arms:
"Yes, John, I will tell you. But you will be the only mortal except myself who knows what has snapped the strings of my energy and purposes. I cannot tell you here, though."

Greatly wondering, I asked:
"Where can you tell me?"
"Come to the old home to-night at 8 o'clock."

Punctually to the appointed time, I sent solemn echoes of the old-fashioned brass knocker through the wide hall.

The house, dating from colonial days, unable to keep pace with modern improvement, and secluded from the street amid high poplars and elms, was gloomy enough at all times; but clouds had brought the October night earlier, and the rattle and rustle of the withered leaves, as the wind tore them from the boughs and scurried them across the dead grass, seemed to deepen the dismal quiet of the place; or, in my fancy, excited by apprehension, to be the whispering of the demons of fate and mystery. An aged colored servant, whose hearty voice, as I remembered it, had been lowered to a pitch of melancholy, opened the door and bade me go upstairs.

Philip welcomed me in the study with an air of relief. As he turned up the light, the evident pain in his eyes, and the chair before the grate fire showed me he had been brooding in the dark. An easy rocker, drawn close to his chair,

silently revealed his wish that we sit there. I accordingly asked him to turn down the light, which he gladly did, and we sat down before the fire place.

Anxiously interested in my friend's condition, I fell naturally to analyzing it as reflected by the expression of his face, and I now saw, even in the dim hearth-light, a spark of hope that this first revelation might lessen his grief.

"John," he began, "you have noticed that this is not the same study father used. He, you remember, preferred the room at the top of the house, which looked out over the slanting roof of the back building, and commanded the view we so often, as young men, admired in those happy days. Men of studious habits seem to take instinctively to the house-tops, as if nearness to the ground makes the mind earthy. I, too, liked its solitude, and, after father died, I kept it until—"

He stopped suddenly, and the spark in his eyes was quenched by despair. I said nothing, and he went on:

"But I will start at the beginning, and if you can suggest an escape for me, you will be more than a friend to me. I'm suffering, John—God help me, how I suffer! You know what prospects I had. I wrote you how I was elected Prosecuting Attorney. I was winning legal triumphs such as might have turned anyone's head, but you behold me now—a complete, a hopeless wreck.

"Yes, I triumphed until the case of the State versus Joel Harkton came to me. It was my first capital case. Harkton was a well-known man of the city, and an acquaintance of mine. His wife died suddenly, under circumstances sufficiently suspicious to warrant his arrest. They were only circumstances, but very, very strong against him, and I saw that a conviction would be a laurel worth trying for; especially as I knew success meant my certain nomination for State Senator. Briefly and horribly, John, my ambition rose to madness. It trampled down my scruples against conviction on circumstantial evidence, and even the sympathy I had for Harkton as a close acquaintance. You will not, you cannot, understand me when I tell you that my ambition became—bloodthirsty. It set a mark—Harkton's life. You shrink, my friend, and it is right you should; but, before high heaven, I swear it to be true that it was an external impulse—a determination which could have been formed only in the deepest heart of Lucifer himself.

"Through day, and night after night, not stopping to sleep, I studied the circumstances until I had weighed and pared and shaped and fitted them into a mosaic of conviction. If I thought of Harkton at all, it was only as the old high priest regarded the sacrificial lamb—as necessary to salvation. Triumph became my religion and my God.

"One night"—acute recollection silenced the trembling voice for a few minutes—"I sat up in the old study, stringing the facts, for the hundredth time, upon a thread of prosecution. I was in

a fever of elation. No possible defence could break down my theory of the wife-murderer. I already clutched the victory to my soul. I was oblivious to everything but the case; the hours tolled from the steeple yonder, struck upon my ear but did not reach my brain. I revelled in a realization of victory, of the attainment of my cherished heights, and of triumph over the counsel for the defendant, who was my bitterest political opponent. Suddenly I was disturbed in my ecstasy by a slight noise, and, looking around, there, within reach of my hand, quietly stood Joel Harkton.

"For a moment I was chilled by the fear that I was the victim of an hallucination, but the man's voice assured me of his material presence.

"You are working to convict me," was what he said, in mild reproach.

"How did you come here?" I demanded.

"I escaped from jail, and crawled up over the roof there, foolishly, perhaps, to ask you to aid me in escape, instead of seeking my life, as you are doing. We have been friends, Moreland, and, as surely as I talk to you now, I am innocent."

"Innocent!" I repeated in scorn. "You killed your wife in cold blood. The proof is incontrovertible."

"He shrank from me, holding up his hands in despairing realization of my bitterness and of his mistake in putting himself into my power. I was furious at the mere prospect of defeat, and he must have seen it in my face. Harkton had never been a strong man, and he was now further weakened by imprisonment. I could easily detain him, and I argued that, as a public officer, sworn to see that the laws were vindicated, it was my duty to do so. So far the act I now tell you of was justified, but"—he paused, turning to me in violent self-condemnation—"in so far as my aspirations sought to make a stepping-stone of this man's life, the act was diabolical.

"But you will surely let me go now, and give me the chance to escape," Harkton said, weakly.

"No," I hissed, rising; "I will return you to prison."

"I grasped him. He simply said, 'God help me,' weakly, submissively, and the sound of those words have never ceased. He did not resist, and I threw him to the floor and tied his hands with a towel. Heaven pity me! Those words, his piteous supplications—they cry in the wind to-night, and his eyes, in hopeless entreaty, glow yonder in the coals.

"I will not detail how he was carried back to jail; nor how I tried his case; nor the praise I received; all I need say is that I won, and Joel Harkton was—was hanged for the murder of his wife."

The fire had sunk low, but it still shed light enough to show the terror reflected in his face by the point yet to be told. His head had fallen upon his breast, so that his last words had been muffled, and he gripped the knobbed ends of the chair arms as a man suspended over an abyss would clutch a support.

"Two months later," he presently resumed, "there came to me indisputable proof that Harkton was innocent. That night I sat late in my study—a night like this, with the wind fretting in the boughs and the leaves whispering to each other before they died. I sat at the table, not studying, but fighting the remorse in my heart. I had received the nomination to the Senate, but my old as-

pirations were, like the leaves, whispering low in my soul of their death.

"Suddenly, by the indefinable perception of the nerves, I became aware of a presence in the room and, before my fright permitted me to look up, I caught the indistinct view one gets through the corner of the eye. Slowly, chilled by apprehension, I turned my head, and there, just where Joel Harkton had stood on the night of his escape, I saw a hand extended toward me. Only a hand. I looked for the wrist, the arm, the form, but my sight went clear to the wall. It was nothing but a hand, except that it protruded from a round disk of blackness, as if thrust through a sable cloth."

A shudder stopped him for a few moments: then, turning to me, he said:

"And that hand remained there, always reaching out to me. I braved it night after night, trying to study, to be my old self, to forget it when at my down-town office, but I could not. It became worse than the hand of a thief who steals worldly goods; it stole my ardor, my ambition. It drove me here to this room, but, my friend, God help me! that hand is still up there, reaching out—daylight or dark—it is always, always reaching. The years have fled, and I have gone up day and night fascinated, tortured by the hope that it has been withdrawn; but it has always been there, and heaven pity me!—it is up there now—now. It is stealing away my life. It has been reached out to stay me in my upward career. Look at me—a wreck! My God, it is the hand of Joel Harkton!"

He fell back in his chair overcome, and I sprang up, in fear that my friend was a victim of that terrible, almost incurable, mental disorder—an hallucination.

"Philip," I inquired, earnestly, "are you sure that it is not imagination?"

"Imagination!" he repeated, with increased terror; "you mean an hallucination. God help me if it is. I have thought of that. I believe an hallucination is incurable. Let me tell you that my grandfather was tortured to his death by the vision of a rat. It is the iron law of heredity. I would rejoice, my friend, if I could only believe that this hand is that of a spirit. Then it might be exorcised. I am still young enough to achieve something; but that hand grasps the very center of my life, and slowly, surely, it is compressing me to death. It attracts me to that room, often in the dead of the night. I feel it pulling me there, and I cannot resist. It is an hallucination, and it will kill me."

He reasoned thus more calmly than he had told the story, and I saw in this fact a hope for him. With sudden purpose I asked:

"Philip, have you ever taken anyone up there?"

"No," he replied, starting into perception of my purpose; "if others can see it, it is the hand of a spirit, and there may be found a way to drive it from me. Are you brave enough to go up there with me?"

"I am."

"Now?"

"At once."

"Come, then," he said, rising.

The old mansion being only partially occupied, it was a solemn expedition through it, our footsteps echoing emptily through the wide halls, and jolting and jarring the weakened beams, the wind torturing the loosened casements and

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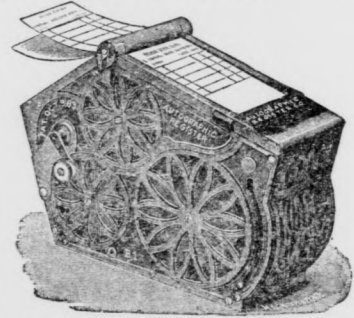
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William Connor will be at Sweet's Hotel, Grand Rapids, Mich., on Thursday and Friday, March 24 and 25, and merchants meeting him there will be allowed expenses.

growing its uncanny glee in the huge chimneys.

At the study door, before unlocking it, Philip turned to me, and, holding up the lamp, looked searchingly into my face. A frightful change had come over his own. His eyes were shiny and unsteady, and, for the first time, the chill of a thought far more terrible than of the ghostly hand flew over me—that my old friend was a madman. Realization of my position flashed upon me. I was in a lonely attic, beyond earshot, with a maniac. I firmly believed the reaching hand was a delusion. Should I tell him so? If I told him I did not see it, would he not turn upon me with the overpowering rage of a lunatic? Whatever his purpose in scrutinizing me, it seemed to be satisfied, and he said:

"John, you take the lamp, open the door and walk in. I will wait for you here until you tell me if you see it. If I go in, my eyes will be riveted upon it and you will know then where it appears. Have you courage?"

Without replying I took the lamp, while he inserted the key and shoved the bolt. I turned the knob slowly, tremblingly, afraid of him as much as of what I might see in the room, and pushed open the door. The close, damp smell of the unused apartment rushed out as I stepped over the sill.

It was a small room, with ceiling slanting with the roof. In a moment I saw that it remained precisely as in the long past—a somewhat gloomy place at any time, but now rendered weird by Moreland's tale. I knew that his two glaring eyes at the threshold followed my every movement, as, holding the lamp up, I looked about. There were the bookshelves, the globe, the bust of Horace, the writing table, but nowhere—keenly, eagerly, anxiously as I looked, in the center, in every corner—did I see a hand.

"Do you see it?" Philip called out.

I hesitated, but I instantly reflected that I could not deceive him. Before I could reply, however, he rushed excitedly, almost ferociously in, snatched the lamp from my hand, and, catching my arm, pulled me to the table. Then, holding the light toward the end, he pointed with his long forefinger. But I saw nothing. Slowly his head turned around, and his gaze, fierce now, fell upon me.

"Don't you see it?" he asked hoarsely.

"No, Philip," I answered, faintly; "I see nothing."

"There, there," he almost screamed; "right there—two inches from my finger, a hand reaching out from a black spot in the air. There, there—now you see it."

"No, Philip," I said, "I do not see it."

With a low moan he dropped the lamp upon the table and sunk upon his knees, crying:

"My God, my God! It is an hallucination."

I was myself so agitated that I cannot tell how I brought him down to his room. He was prostrated. His peculiarity, strengthened by the case of his grandfather, was to fear an hallucination more than a spirit hand, and I saw that the fear, now substantiated by my failure to see the vision, would soon torture him to death. In the desperate hope of saving him, I devoted myself to the study of apparitions, reading carefully the cases of Bernardotte, Earl Grey, Nicolai and many others. I was speedily convinced that Philip was the victim of a

phantasm, and, knowing that the mental derangement had come to him in the way he had related and by heredity, I saw little hope of a cure. There was one chance, however, and I resolved to try it. I read that apparitions are sometimes driven away by natural means; thus, if it seems to the victim that the apparition comes for some purpose and he is made to believe that the purpose has been accomplished, the imaginary visitant departs.

I did not have to look very deep to find a plausible object for the reaching out of the hand. It had appeared on the night after Philip had learned that Harkton was innocent. Remorse had struck deep into his heart. Naturally sensitive as I knew him to be, his wish, torturingly helpless under the circumstances, would be for forgiveness—a shake of the hand of the friend whose ignominious and innocent death he had accomplished. He already believed it to be the hand of Joel Harkton. If he could be convinced that it was held out to him for no revengeful purpose, but as a sign that the injured man was willing to forgive, my friend might be saved.

Full of this idea, I hastened again to the old house and found Philip in the study, brooding again over the fire. It was a clear November Sunday night; the city resting from its labor—one of those nights of oppressive quiet; the earth, the stars, and the thin crescent, low over the mountain, seeming to be calmly waiting.

With as calm and matter-of-fact a manner as I could force, I told Philip what I believed to be the purpose of the hand. He sat with his head wearily supported by his hand, and when I had ended, he turned his face, woefully haggard, toward me and answered, despairingly:

"What would you have me do?"

"Go up to the study, and accept the offer of forgiveness that has been held out to you for fifteen years."

I was surprised at the effect. I thought it would be gladly received, but it startled him; his face grew more livid and it set every nerve trembling. He looked at me for some time before his quivering lips would form the words.

"John, it is just fifteen years to-night since the hand appeared, but—but—"

"But what?"

"A fearful change has come over me. The hand attracted me before; but it is now horribly repulsive. Oh! I cannot go up now. It drew me there last night at 2 o'clock, and as I looked upon it, I shrank from it in new terror. It has grown old and withered, and it trembled as if the arm that held it were tired and it must soon drop. Oh, heaven pity me! What will come when it falls? I shall die."

I grasped his hands in my intense wish to calm and help him. I saw that his malady had almost run its course, and that when this phantasm assumed the form of a dropping hand, he might, indeed, die. I pleaded with him to go with me once again, and finally he yielded.

I took up the lamp, and when we reached the study door, Philip nervously unlocked it. The same musty closeness blew in my face. But it was not that which rooted me to the spot—it was an impression, not received by sight, but by the perception of some other sense, that there was, indeed, a presence in the gloomy apartment. Conquering it with

difficulty, I followed Philip in, and, holding the light forward, I was struck into speechless awe; for there, indeed, as he had described it, I saw a hand protruding from a black sphere of air—a withered hand, as of an old man reaching out to grasp another, and trembling with the effort.

Had my days and nights of study over Philip's case affected my brain? Had I caught the dreadful mental disorder from him? Was I, too, the victim of an hallucination?

Philip turned to me, a spasm of agony writhing on his face. He gave one wild glance at my face, then, clutching me with terrible strength and intensity, he said, hoarsely:

"You see it?"

"Yes," I answered, not above a whisper.

"A hand?"

"Yes, yes," I muttered; "a hand as you have described it."

"Merciful heaven!" he cried; "it is not an apparition; it is, indeed, the hand of Joel Harkton."

His words brought me partially back to myself, and, reason returning, told me that my theory of forgiveness would apply now as well as before; that if it were, indeed, a spirit hand, this course might give it rest.

"Philip," I said, in a voice forced into something like calmness, "the spirit of Joel Harkton wishes to forgive you. Reach forward and clasp the hand."

I saw a look of desperate determination fly across his face. For only a moment he hesitated; then, walking forward, he slowly reached out his hand, and I saw his fingers close with those of that reaching hand.

Instantly the stillness of the night was broken by fluttering of the air and a cry which seemed to recede rapidly into the distance and silence. My eyes, which had been riveted upon the reaching hand, now saw only empty space and pierced unobstructed to the wall. I turned to Philip, and found him lying dead upon the floor, but with an expression of relief and joy upon his face.—H. M. Hoke in San Francisco Argonaut.

Eaton Rapids—Brown Bros., the Char lotte clothiers, have opened a branch clothing store at this place.

IMPORTANT To Commercial Travelers and Merchants:

Notice is hereby given that the American Casualty Insurance and Security Co., of Baltimore City, Maryland, is furnishing the most liberal accident policy, affording more protection for the money than is given by any other company or association doing business in the United States. Its policy is short and simple, is free from all objectionable and unnecessary clauses and conditions, and is an absolute contract secured by a cash capital of \$1,000,000, with over \$500,000 surplus, hence there are no contingencies as to amount to be paid the insured or his beneficiary, as in all association certificates. Those wishing the best policy issued, should call up telephone 1003, or address

W. R. FREEMAN, Agent,
Grand Rapids, Mich.

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Pants, Shirts, and Overalls.

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GEO. F. OWEN, Traveling Salesman, 59 N. Union St., Grand Rapids.

Don't Buy

YOUR SPRING LINES OF

Hammocks, Base Ball Goods, & Fishing Tackle

Until you have seen our assortment. Our sales men are now on the way to call on you.

EATON, LYON & CO.,

GRAND RAPIDS.

Geo. H. Reeder & Co.,

JOBBERS OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



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To show you what an excellent paper for the home circle the New York Ledger is, we will send you

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The illustrations in the Ledger are beautiful. It is one of the best illustrated papers in the world.

These three numbers will contain the following interesting reading: Two complete novelettes, beautifully illustrated, one by Helen Marshall North, entitled "The Romance of Cynthia Nesbit," the other by Louis Harman Peet, entitled "At the Eleventh Hour;" also illustrated short stories by such authors as Amelia E. Barr, Mary Kyle Dallas, Anna Shields, W. Thomson and Col. Thomas W. Knox; numerous poems; three pages of the "Woman's World" department, full of information that will interest every mother and daughter; news from "The World's Four Corners;" and many short miscellaneous articles brimful of useful information; and the three opening installments of a most interesting serial story, entitled "Morris Julian's Wife;" also one installment in each number of "The Other Boud," Miss Dora Russell's most successful serial—all sent for only 10 cents. Address

NEW YORK LEDGER,

ROBERT BONNER'S SONS, 180 William St., N. Y.

AMONG THE TRADE.

AROUND THE STATE.

Albion—A. Ury, dry goods dealer, is moving to Mason.

Leroy—J. H. Williams, the "Slim Jim" grocer, has assigned.

Paris—A. E. Hovey has opened here in the jewelry business.

Shelby—Jas. L. Frank has opened a pool room at this place.

Reno—J. L. Covey succeeds Geo. M. Huntly in general trade.

Boone—J. Matevia succeeds Herkimer & Matevia in general trade.

Bay City—C. W. Hull succeeds Hull & Tilton in the drug business.

Otsego—Harmon & Co., general dealers, have removed to Freemont.

Jackson—B. Champlin & Co. succeed Ford and Co. in the grocery business.

Leslie—Wm. Birney succeeds J. J. Murphy & Co. in the grocery business.

Frankfort—Robert Lockhart succeeds Hugh M. Lockhart in the grocery business.

Kalamazoo—J. F. Farnam succeeds L. W. Coon & Co. in the wood and coal business.

Gaines Station—M. K. (Mrs. Chas.) Clark, general dealer, has removed to Corunna.

Coldwater—Stephen M. Teachout succeeds Watson & Holdridge in the meat business.

St. Joseph—Livingston & Gibbons succeed Warren Ballingee in the dry goods business.

Frankfort—M. E. McIntosh, dealer in boots, shoes and harness, has gone out of business.

Jonesville—Gilbert Bros. & Merchant succeed McEntee & Jaines in the dry goods business.

Saginaw—Martin & Fish succeed Weil, Martin & Fish in the produce and commission business.

St. Joseph—Hildebrand & Burkhard succeed E. N. Weber in the grocery and crockery business.

Mackinaw City and Freedom—J. Dingman, general dealer, also dealer in cedar wood, etc., has failed.

Bay City—Fred H. Newman succeeds Mary H. (Mrs. W. H.) Bell in the music and art goods business.

Alpena—O'Brien & Sleator, druggists and real estate dealers, have sold their drug business to Kinsell Bros.

Hillsdale—L. H. Frensdorff succeeds McCauly & Frensdorff, dealers in men's furnishing goods and hats and caps.

Homer—Byron Snyder has purchased the boot and shoe store of George E. Hartung and will continue the business.

Charlotte—D. F. Root has sold his book and stationery stock to Geo. W. Foote, who has consolidated it with his drug stock.

Lyons—C. M. Hatch, of the hardware firm of Hatch & Baker, was married a few days ago to Mrs. Crittenden, a highly esteemed lady of this place.

Carson City—Fred Orth has purchased the interest of M. J. Miner in the furniture stock of M. J. Miner & Co. The new firm will be known as Fred Orth & Co.

Brown City—Etherington & McLeod succeed Geo. Etherington in the agricultural implement business. They also succeed Wm. McLeod in the grain business.

Elmira—J. R. Combs' grocery stock and R. Craven's general stock were destroyed by fire last Friday. Craven was partially insured, but Combs carried no insurance.

Manton—The H. C. McFarlan general stock has been purchased by W. Elevier, late of Cass City, who will add to the stock in trade and run the business for all there is in it.

Stanton—H. E. Stevenson has formed a copartnership with his brother, M. W. Stevenson, of Reed City, and the two will embark in the dry goods business here under the style of Stevenson Bros.

Detroit—The Shipman Coal Mining Co. has filed articles of association. The capital stock is \$100,000, of which \$50,000 has been paid in by O. W. Shipman, W. C. Maybury, John B. Corliss, W. H. Ellis, estate of Francis Pains, F. A. Blades, J. B. Mulliken and W. C. Maybury, trustee.

Muskegon—E. C. McGregor has purchased of E. J. Cochran the feed store at 140 and 142 Beidler street, Mr. Cochran retiring on account of ill-health. The latter has nearly recovered from the effects of a second surgical operation, by which the complete removal of his tongue was effected.

Detroit—A certificate has been filed of a limited partnership in a business to be conducted under the firm name of Henry A. Newland & Co. The general partners are Henry A. Newland, Arba M. Seymour, Theodore N. Ripson and Frank L. Hyde. James F. Joy contributes \$51,421, Aurilla A. Burns, \$33,834 and Martha J. Newland, \$12,706 as special partners.

MANUFACTURING MATTERS.

Churchill—Daniel Benjam has built a shingle mill here.

Tawas—Misner & Boerner are building a planing mill here.

Thompson—The Delta Lumber Co. intends starting its mill about March 22.

Edenville—Gordon & Maxwell are building a shingle mill here, to have 40,000 capacity.

Sturgis—J. H. Whitmer succeeds Whitmer & Thompson in the manufacture of sash and blinds.

Holland—The Walsh-De Roo Milling Co. has received an order for 1,000 barrels of flour from Liverpool.

Lakeview—A. McAfee, who operates a stave mill here, has secured sufficient timber to manufacture 3,000,000 staves.

Snowflake—The track of the C. & W. M. Railway is laid to this place and will be extended further as soon as the snow is off.

Holland—The West Michigan Furniture Co. proposes to erect and equip another factory building, 120x160 feet in dimensions.

Tawas—W. M. Perry will build a band mill here this spring. He is putting in timber at Arn station, which will be railed to the new mill.

Gladwin—Ross Bros. have taken the contract to drive the Cedar River from Gladwin to its mouth. This firm has put in 60,000 pieces of cedar.

Bingham—Larkins & Co., who have been in the sawmill business here for some time, are succeeded by John M. Larkins, who will continue individually.

Flint—The Flint Revolving Hat Case Co. has been organized with a capital stock of \$5,000 to embark in the manufacture of the hat case invented by David H. Sanders.

West Branch—A company has been organized here under the name of Stewart & Co., and will engage in the manufacture of pail and tub bottoms out of pine and basswood.

Manistee—The State Lumber Co. has sold its cut of maple, about 2,000,000 feet, to the Eastern Lumber Co., of Tonawanda, N. Y., which has handled it for the last three years.

Snowflake—Anderson & Foster, of Greenville, are buying large quantities of hardwood logs this winter on the Intermediate lakes and will set up a hardwood mill at this point early in the spring, using the mill they now own at West Troy for this purpose.

Muskegon—Frank Alberts has bought one-half interest in the P. P. Leonard saw and shingle mill, at Laketon. The mills were recently bought by G. E. Rosenberg from C. T. Hills. The new firm will be styled Frank Alberts & Co., and the mills will be fitted up for an early start.

Beaverton—The Flint & Pere Marquette Railroad is considering the project of extending its branch road from the present terminus here to Gladwin, a distance of six miles, and it is likely the road will be put through the coming summer. This branch connects with the main line at Coleman.

Manistee—There has not been a time in the past ten years when lumber on docks at this point was sold up so closely at this time of year as it is now. At the present rate there will not be a foot unsold at the time navigation opens. One mill man has 4,000,000 feet of lumber on his dock, and has sold 5,000,000, to be delivered at the earliest possible moment after the opening of navigation.

Iron River—The F. S. Staples Lumber Co. lately started its mill, cutting 15,000 feet of lumber a day, and it is expected that it will cut 35,000 a day when the machinery gets warmed up. The Woodville Lumber Co. is cleaning up the creek, preparatory to putting in a dam and mill. The Iron River Lumber Co.'s mill, near by, is being pushed to completion. Hess & Hanten's machinery is being put in place. Tributary pine lands to the value of \$100,000 have been sold, and the probable cut at Iron River and vicinity, this year, will be 250,000,000 feet.

St. Ignace—Messrs. Jamieson, Hanson and Michelson, who recently purchased the Mackinaw Lumber Co.'s sawmill here will saw by the thousand a lot of logs which Salling, Hanson & Co. are putting in near Cheboygan, and which they can have towed across the lake for less money than it would cost to deliver them to the Cheboygan mills. There is quite a lot of timber that will come here to be sawed, especially from the Canadian side. As the course to the mill is nearly all behind the islands, the short stretch of about thirty-five miles of open lake offers little hindrance to towing.

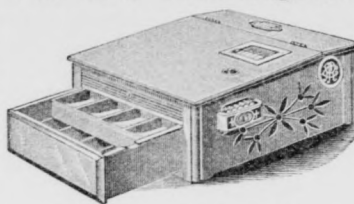
Some People Do.

Do what? Know a good thing when they see it. For those who use Gringhuis, Itemized Ledger certainly have a good thing, for they save time and labor and many disputes.

Would you like a short form of double entry? If so, we guarantee our Customers, or Itemized Ledger, with a general Ledger, and our columned Cash Book for retail business, not to take over 15 minutes' work each day, to keep posted up. Send for sample sheets and price list.

GRINGHUIS ITEMIZED LEDGER CO.,
403 West Bridge St.,
Grand Rapids, Mich.

The Peck Cash Register



LEADS THEM ALL.

FOR

Durability, Simplicity and Finish.

Over 500 sold each month. Won its own way to the front. We have over 1,000 unsolicited testimonials.

The only Cash Register made with a Patent Combination Lock.

The first cash register of the kind made, and still stands unequalled.

Quick to operate and sure to be correct.

It records each cash sale made.

It shows every time the drawer is opened.

It leaves an indisputable record of all money taken in and paid out each day.

It readily tells the amount of an error made in making change.

Cheap, neat, operation easy, durability assured. Fast taking the place of high priced key machines among merchants.

What People Think of It.

John Ten Hope, Carpets and Drapery,
134 Monroe street.

GRAND RAPIDS, March 12.

Lobdell & Geiger Gen. Agts. Peck Cash Register,
Grand Rapids, Mich.:

Gentlemen—Have been using the Peck Cash register for about one year and am pleased to say that I like it much better than any other machine and especially prefer it to the National, for with the National you have to keep your paid in on account by a system of checks entirely outside of the register and the money paid out by the same complicated and imperfect method and you will only get the general results of your cash sales while with my Peck's register I at night have a complete record of every transaction that has occurred during the day. In my opinion there could be no system devised that would be so simple and complete.

Yours Truly, JOHN TEN HOPE.

A. R. PECK, Syracuse, N. Y.

LOBDELL & GEIGER, Gen. Agents,
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Write for illustrated and descriptive catalogue.

Schilling Corset Co.'s

CORSETS

The
Model
Form.



No. 850.

Greatest Seller on Earth!



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

SCHILLING CORSET CO.,

Detroit, Mich. and Chicago, Ill.

GRAND RAPIDS GOSSIP.

K. De Haan has opened a grocery store on Thomas street. The stock was purchased in this market.

Edgar Campbell & Co. have removed their drug stock from 141 South Division street to Thompsonville.

Misner & McLeod have opened a grocery store at Sparta. The Olney & Judson Grocer Co. furnished the stock.

Miss S. A. McLellan, grocer at Denison, has added a line of dry goods. P. Steketee & Sons furnished the stock.

J. L. Covey has added a grocery stock to his dry goods line at Reno. Musselman & Widdicomb furnished the stock.

Fred L. Fallas has retired from the firm of E. Fallas & Son, manufacturers of mince meat and jobbers of butter, eggs, oranges and lemons at 219 Livingston street, and the business will be continued by the remaining partner under the style of Edwin Fallas.

J. W. McCrath succeeds the former firm of J. S. Walker & Co. in the pickle business. The purchase includes stock on hand, buildings and 46 acres of land on East street in Paris township. The purchaser announces his intention of pushing the business for all there is in it.

Purely Personal.

M. Minderhout, the Hanley general dealer, was in town Monday.

G. Hirschberg, the Bailey general dealer, was in town over Sunday.

R. W. Hare, Western Manager of the Nonotuck Silk Co., with headquarters at Chicago, was in town a few days ago and delivered a stirring address at a public meeting of the Y. M. C. A.

Frank Hamilton, the Traverse City clothier, was in town last Saturday on his way to New York, whither he went to look over summer goods in his line. He expects to return in about ten days.

I. F. Tucker, the Sumner hardware dealer, is in town for a few days for the purpose of exhibiting his patent wind mill, which is constructed entirely of iron and steel, and possesses marked elements of superiority. One of the mills is shown at the hay market, on upper Canal street.

Henry Smith writes THE TRADESMAN that the item in the issue of March 2, stating that he had retired from the wholesale tea business, is without foundation in fact. THE TRADESMAN gladly accords Mr. Smith an opportunity to correct the report and joins with his friends of the trade in wishing him success.

John E. Peck has returned from New York, where he spent a couple of weeks with his sister, who is likely to come into possession of an estate valued at \$300,000 as the heir of a deceased sister's husband. Mr. Peck came home by way of Chicago, where he inspected his large realty holding at Chicago Lawn.

E. R. D'Arbambal, who was formerly engaged in the drug business at Kalamazoo, has engaged to manage the drug department soon to be opened by C. H. Michell, the Detroit grocer. The movement is being opposed by local druggists, who fear that the new institution will seek to build up a trade by resorting to cut prices on patents. Some difficulty is likely to be experienced in securing stock, as some of the wholesale druggists at Detroit refuse to sell the new house goods.

H. N. Stanton, who has superintended

the operations of J. D. Crosby's sawmill and general store, at Hobart, for the past four years, was in town Saturday on his way to Lenoir City, Tenn., whither he follows the fortunes of Mr. Crosby, who is now Manager of the Crosby Lumber Co. at that place. The company owns 45,000 acres of land in the Great Smoky Mountains, in North Carolina, estimated to contain 400,000,000 feet of timber, which will run the mill at Lenoir City about ten years. Mr. Stanton has many friends among the jobbing trade of this market who regret to see him locate so far away, but wish him success in the new field.

The Grocery Market.

Sugar has advanced 3-16c during the past week and the market is strong, with higher prices in prospect. The Associated Press announces the sale of the Franklin refinery, at Philadelphia, to the trust, which leaves only two refiners out of the fold—Spreckles and Knight. Corn syrup has advanced 1c per gallon.

Florida oranges are getting scarce. The price is working up and will not be lower this season. Messinas are strong, in sympathy with Floridas, and prices are very firm at market quotations. Californias are unchanged, owing to the quality being inferior. Lemons are steady and unchanged. Nuts are without change. Candy is very firm, on account of the higher market on sugar.

Gripsack Brigade.

Will Jones is spending the week in Chicago. His route is being covered in the meantime by Geo. B. Caulfield, the Hero of Moline.

Will J. Jones, of the former firm of Kemink, Jones & Co., of this city, but more recently on the road for the Michigan Cigar Co., of Big Rapids, has engaged to travel for John Davis & Co., of Detroit. His territory includes Northern Illinois and Southern Wisconsin.

Respectfully Dedicated to Wm. T. Hess.

Breathes there a man with soul so dead,
Who never to himself hath said,
"Hail to the skunk, so fragrant and bland,
Grown in our own, our native land!"
If such there be, go mark him well,
From him no onion or garlic smell
Exhales, to give him fair renown;
And nerve to laugh down any frown;
He, doubly dying, shall be held
Unwept, unhonored and unsmelled!
ALBERT FECHT.

Attention is directed to the advertisement of Harvey & Heystek in another portion of this week's paper. This firm has built up a large business in the wall paper line and richly deserves the success it has achieved.

Do You Want Dyes

That satisfy your customers?
That net you a good profit?
That are in fact "Perfection?"

Cushing's Perfection Dyes.

All our goods will be delivered carriage paid, either by mail or express.

DEALERS' WHOLESALE PRICE LIST.

1 doz packages, \$ 80 6 doz packages, \$4 20
3 " " " " 2 25 12 " " " " 8 00
One gross in cabinet, with advertising matter, \$9
All goods delivered free. Send cash with order, and address all orders to

B. A. ALMY, Middleville, Mich.

Dissolution of Copartnership.

Notice is hereby given that the copartnership heretofore existing under the style of Edwin Fallas & Son, manufacturers of mince meat and jobbers of butter, eggs, oranges and lemons, 219 Livingston street, is this day dissolved by the retirement of Fred L. Fallas. The business will be continued at the same location by Edwin Fallas, who assumes the liabilities of the former firm, and who is alone authorized to collect the accounts due the old firm. EDWIN FALLAS.
Grand Rapids, March 9, 1892. FRED L. FALLAS.

No Bogus!

GENUINE Peninsular Button Fasteners in lots of 10 gt. gr. at 45c per gt. gr.
Heaton " " " " \$1 " " "
Fast Shank Buttons, best on the market at 40c " " "

HIRTH & KRAUSE, 12-14 Lyon St., G'd Rapids

Headquarters for Shoe Store Supplies.

For Bakings of All Kinds Use

Fleischmann & Co.'s

Unrivalled Compressed Yeast.

SUPPLIED
FRESH DAILY
To Grocers Everywhere.

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.

5000 Sold.

Patented 1887.

Why Wanted.

It's the original of its class. It's the favorite with Druggists, Clothiers, Shoe Stores, Hatters, Grocers, Hardware Dealers, General Merchants, Bakers, Butchers, Millers, Hotels, Bailymen, Laundries and in fact every retail dealer who wants correct methods.

Write us this day for description and prices. State and local agents wanted.



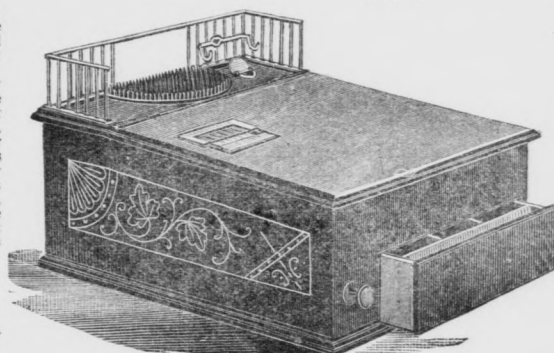
STOP

and investigate the American Cash Register before purchasing. YOU will probably say as this party does:

DEAR SIR: We will say that for our business we greatly prefer your "Desk Cashier" to the National, even at the same price, for every business selling bills of goods or old number sales your Desk Cashier is preferable to the National, not considering price. We are so well pleased with it that with our three Desks we consider our cash system almost complete.

Yours truly,

CHAS. RUEDEBUSCH CO.,
General Merchants
Mayville, Wis.



AMERICAN CASH REGISTER CO., 947 Royal Ins. Bldg. Chicago.

P AND B
OYSTERS
THE BEST.

TALKS WITH A LAWYER.

MERCANTILE AGENCIES.—(Continued.)

Written for THE TRADESMAN.

We have seen, in my three previous papers on the subject of Mercantile Agencies, that the law, as generally laid down in this country, is to the effect that reports of mercantile agencies are privileged communications—that is, such communications as exempt them from liability for statements otherwise libelous, when, and only when, such reports are made to subscribers to the agency having an interest in the information given. We have also found that this interest must be a specific interest, that is, not such an interest as subscribers have in all persons who are reported, but an interest in the particular concern or business concerning which the report is made; that the law in Canada would seem to be almost the reverse, or in other words, that no report by an agency is privileged, whether made to an interested subscriber or not. Frequently, agencies make contracts with their subscribers by which the latter assume the responsibility, risk and liability for negligence or incorrect statements on the part of the agency's employees in procuring, collecting and communicating the information. Such contracts have been upheld in two cases, which are the only ones we find, both in Pennsylvania, one against Dun and the other against Bradstreet. There are statutes in many of the states which provide that, in order to maintain an action against a person, for a representation concerning the character in trade of any other person, it is necessary that the representation be in writing and signed by the person sought to be charged. Where it has been sought to apply this statute to mercantile agencies in cases where their reports are not in writing, there has developed a difference of opinion on the part of courts, which leaves the question unsettled. One view is that the agency waives its right to take advantage of the statute by its original contract with the subscriber; another view is that the agency is liable, not upon the representation, but upon the contract, and that no statute requires the latter to be in writing. Statutes of this kind are found in Alabama, California, Indiana, Kentucky, Maine, Massachusetts, Michigan, Missouri, Oregon, South Carolina, Vermont, Virginia and Wyoming, and cases upon this subject are the following: Sprague vs. Dun, 12 Phila. (Pa.), 310; McLean vs. Dun, U. C., 399 Q. B., 551; Swan vs. Phillips, 8 A. and E., 457.

Sometimes a merchant, in order to gain credit, makes to the mercantile agencies a false statement as to his business character and ability. In such cases, one who has been defrauded by reason of his relying upon these representations may maintain an action of deceit against such merchant. A fraudulent intent upon the part of the merchant must be clearly shown, and the representation must be so nearly connected with the transaction in which the plaintiff alleges that he was deceived, as to make it plain that the defendant intended the representation to be relied upon in that transaction. It would, no doubt, be interesting to attorneys throughout the country to know how far they are protected in responding to requests made by mercantile agencies as to the responsibility of merchants. Very little has come before the courts to help in determining the

question. There is a case reported in the Albany Law Journal, first volume, page 323, tried in September, 1870, before a Circuit Court in New York, in which the attorney received a letter with printed questions from J. M. Bradstreet & Son's agency, enquiring as to the standing, character and financial ability of a party named Sherwood. This letter he answered. Sherwood sued the attorney for libel, because of matter contained in that answer. The judge charged the jury that the communication made by the attorney to the agency was not privileged, and it was laid down that the protection which is given to the proprietor of a mercantile agency in reporting the standing of a party to one of its subscribers is not given to the country correspondent of the agency. It would seem, however, that any ruling that would hold the agency irresponsible in the matter would also protect the country correspondent, who is nothing more or less than a clerk or agent of the agency for a particular purpose. Indeed, it is almost the sole and universal method employed by agencies to obtain the information which they furnish to their patrons, and it is hard to see where any justice lies in holding the one responsible and the other not; and we believe that, if the question ever comes before the higher courts, as, indeed, it would seem strange that it has not, the decision will be the reverse of that before quoted.

In our next we shall treat of the liability of mercantile agencies doing a collection business. WM. C. SPRAGUE.

Plymouth—H. J. Harrison, druggist, has been closed by creditors.

Chadwick's Thread.

Guaranteed Equal to any Thread on the Market.

40 CENTS PER DOZEN.

Carried in all Numbers, White and Black.

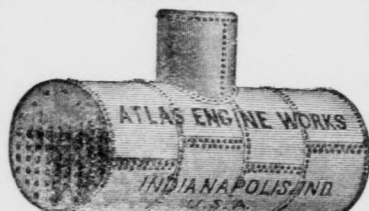
W. H. DOWNS,

SOLE AGENT

Grand Rapids, Mich.

HESTER & FOX,

AGENT FOR THE



MANUFACTURERS OF

Plain Slide Valve Engines with Throttling Governors.

Automatic Balanced Single Valve Engines.

Horizontal, Tubular and Locomotive BOILERS.

Upright Engines and Boilers for Light Power.

Prices on application.

44-46 S. Division St., Grand Rapids.

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	6
Atlanta A.A.	6 1/2
Atlantic A.	6 1/2
" H	6 1/2
" P	5 1/2
" D	6
" LL	5
Amory	6 1/2
Archery Bunting	4
Beaver Dam A.A.	5 1/2
Blackstone O.	32 5
Black Crow	6
Black Rock	6
Boat, A.L.	7
Capital A.	5 1/2
Cavanat V.	5 1/2
Chapman cheese cl.	3 1/2
Clifton C.R.	5 1/2
Comet	6 1/2
Dwight Star	6 1/2
Clifton C.C.C.	6 1/2
BLEACHED COTTONS.	
A.B.C.	8 1/2
Amazon	8
Amsburg	7
Art Cambric	10
Blackstone A.A.	8
Beats All	12 1/2
Boston	12
Cabot	7 1/2
Charter Oak	6 1/2
Conway W.	7 1/2
Cleveland	7
Dwight Anchor	8 1/2
" shorts	8
Edwards	6
Empire	7
Farwell	7 1/2
Fruit of the Loom	8 1/2
Fitchville	7 1/2
First Prize	7
Fruit of the Loom	7 1/2
Fairmount	4 1/2
Full Value	6 1/2
HALF BLEACHED COTTONS.	
Cabot	7
Farwell	8
UNBLEACHED CANTON FLANNEL.	
Tremont N.	5 1/2
Hamilton	5 1/2
" L	5 1/2
Middlesex A.T.	8
" X	9
" No. 25	9
BLEACHED CANTON FLANNEL.	
Hamilton N.	7 1/2
Middlesex P.T.	8
" A.T.	9
" X A.	10 1/2
" X P.	10 1/2
CARPET WARP.	
Peerless, white	17 1/2
" colored	19 1/2
Integrity	18 1/2
DRESS GOODS.	
Hamilton	9
" 9	10
G.G. Cashmere	16
Nameless	18
CORSETS.	
Coralline	\$9.50
Schilling's	9.00
Davis Waists	9.00
Grand Rapids	4.50
CORSET JEANS.	
Armory	6 1/2
Androsoggin	7 1/2
Biddeford	6
Brunswick	6 1/2
PRINTS.	
Allen turkey reds	5 1/2
" robes	5 1/2
" pink & purple	6 1/2
" buffs	6
" pink checks	5 1/2
" staples	5 1/2
" shirtings	4
American fancy	5 1/2
American indigo	5 1/2
American shirtings	4
Argentine Grays	6
Anchor Shirtings	4
Arnold	6 1/2
Arnold Merino	6
" long cloth B.	10 1/2
" C.	8 1/2
" century cloth	7
" gold seal	10 1/2
" green seal TR	10 1/2
" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballou solid black	5
" colors	5 1/2
Bengal blue, green, red and orange	5 1/2
Berlin solids	5 1/2
" oil blue	6 1/2
" green	6 1/2
" Poulards	5 1/2
" red	5 1/2
" 44	10
" 3-XXXX	12
Cocheco fancy	6
" madders	6 1/2
" XX twills	6 1/2
" solids	5 1/2
TICKINGS.	
Amoskeag A.C.A.	12 1/2
Hamilton N.	7 1/2
" D	8 1/2
" Awning	11
Farmer	11
First Prize	11 1/2
Lenox Mills	18
COTTON DRILL.	
Atlanta, D.	6 1/2
Boat	6 1/2
Clifton, K.	6 1/2
SATINES.	
Simpson	20
" 18	18
" 16	16
Coecheo	10 1/2
Dry Goods Price Current.	
Arrow Brand	5 1/2
World Wide	6 1/2
LL	4 1/2
Full Yard Wide	6 1/2
Georgia A.	6 1/2
Honest Width	6 1/2
Hartford A.	5
Indian Head	7
King A.	6 1/2
King E.C.	5 1/2
Lawrence L.	5 1/2
Madras cheese cloth	6 1/2
Newmarket G.	5 1/2
" B	5
" N	6 1/2
" DD	5 1/2
" X	6 1/2
No. 10	5 1/2
Oxford R.	6 1/2
Piquet	7
Top of the Heap	6 1/2
BLEACHED COTTONS.	
Geo. Washington	8
Glen Mills	7
Gold Medal	7 1/2
Green Ticket	8 1/2
Great Falls	8 1/2
Hope	7 1/2
Just Out	4 1/2 @ 5
King Phillip	7 1/2
Lonsdale Cambric	7 1/2
Lonsdale	@ 8 1/2
Middlesex	@ 5
No Name	7 1/2
Oak View	6
Our Own	5 1/2
Pride of the West	12
Rosalind	7 1/2
Sunlight	7 1/2
Utica Mills	8 1/2
" Nonpareil	10
Vinyard	8 1/2
White Horse	6
" Rock	6 1/2
Dwight Anchor	
Middlesex No. 1	10
" 2	11
" 3	12
" 7	18
" 8	19
BLEACHED CANTON FLANNEL.	
Middlesex A.A.	11
" 2	12
" A.O.	13 1/2
" A.	17 1/2
" 4	17 1/2
" 5	16
CANTON FLANNEL.	
Integrity colored	20
White Star	18
" colored	20
DRESS GOODS.	
Nameless	20
" 25	25
" 30	27 1/2
" 35	30
CORSETS.	
Wonderful	\$4.50
Brighton	4.75
Bortree's	9.00
Abdominal	15.00
CORSET JEANS.	
Namkeagsatteen	7
Rockport	6 1/2
Conestoga	6 1/2
Walworth	6 1/2
PRINTS.	
Berwick fancies	5 1/2
Clyde Robes	5 1/2
Charter Oak fancies	4 1/2
DelMarine cashm's	6
" mourn'g	6
Eddystone fancy	5 1/2
" chocolat	5 1/2
" robes	5 1/2
" satens	5 1/2
Hamilton fancy	5 1/2
" staple	5 1/2
Manchester fancy	5 1/2
" new era	5 1/2
Merrimack D fancy	5 1/2
Merrim'ck shirtings	4 1/2
" Reppfurn	8 1/2
Pacific fancy	5 1/2
" robes	6 1/2
Portsmouth robes	5 1/2
Simpson mourning	5 1/2
" solids	5 1/2
" grey	5 1/2
Washington indigo	5 1/2
" Turkey robes	7 1/2
" India robes	7 1/2
" plain T'ky X	8 1/2
" X	10
" Ottoman Tur	6
key red	6
Martha Washington	7 1/2
Turkey red	9 1/2
Martha Washington	9 1/2
Riverport robes	5
Windsor fancy	6 1/2
" gold ticket	6 1/2
Indigo blue	10 1/2
Harmony	4 1/2
TICKINGS.	
A.C.A.	12 1/2
Pemberton AAA	16
York	18 1/2
Swift River	7 1/2
Pearl River	12
Warren	13
COTTON DRILL.	
Stark A	8
No Name	7 1/2
Top of the Heap	10
SATINES.	
Imperial	10 1/2
Black	9 1/2 @ 10
" BC	@ 10

DEMINS.	
Amoskeag	12 1/2
" 9 oz.	13 1/2
" brown	13 1/2
Andover	11 1/2
Beaver Creek A.A.	10
" BB.	9
" CC	9
Boston Mfg Co. br.	7
" blue 8 1/2	8 1/2
" d & twist 10 1/2	10 1/2
Columbian XXX br.	10
" XXX bl.	10 1/2
GINGHAMS.	
Amoskeag	7
" Persian dress 8 1/2	8 1/2
" Canton	8 1/2
" AFC	10 1/2
" Teazle	10 1/2
" Angola	10 1/2
" Persian	8 1/2
Arlington staple	6 1/2
Arasapha fancy	4 1/2
Bates Warwick dress	8 1/2
" staples	6 1/2
Centennial	10 1/2
Criterion	10 1/2
Cumberland staple	5 1/2
Essex	5
Elfin	7 1/2
Everett classics	8 1/2
Exposition	7 1/2
Glenarie	6 1/2
Glenarven	6 1/2
Glenwood	7 1/2
Hampton	6 1/2
Johnson Chalou cl	5
" Indigo blue 8 1/2	8 1/2
" zephyrs	16 1/2
GRAIN BAGS.	
Amoskeag	16 1/2
Stark	19 1/2
American	16
THREADS.	
Clark's Mile End	45
Coats, J. & P.	45
Holyoke	22 1/2
KNITTING COTTON.	
No. 6	33
" 8	38
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
CAMBRICS.	
Slater	4
White Star	4
Kid Glove	4
Newmarket	4
RED FLANNEL.	
Fireman	32 1/2
Creedmore	27 1/2
Talbot XXX	30
Nameless	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R.	22 1/2
Windsor	18 1/2
6 oz Western	20
Union B.	22 1/2
DOMEST FLANNEL.	
Nameless	8 @ 9 1/2
" 8 1/2 @ 10	12 1/2
CANSAS AND PADDING.	
Slater	9 1/2
Brown	9 1/2
Black	9 1/2
Slater	13
Brown	13
Black	13
Severin, 8 oz.	10 1/2
Mayland, 8 oz.	10 1/2
Greenwood, 7 1/2 oz.	9 1/2
Greenwood, 8 oz.	11 1/2
Boston, 8 oz.	10 1/2
DUCKS.	
West Point, 8 oz.	10 1/2
Mayland, 8 oz.	10 1/2
Greenwood, 7 1/2 oz.	9 1/2
Greenwood, 8 oz.	11 1/2
Boston, 8 oz.	10 1/2
WADDINGS.	
White, doz.	25
Colored, doz.	20
SILKES.	
Slater, Iron Cross	8
" Red Cross	9
" Best AA	10 1/2
L.	7 1/2
G.	8 1/2
SEWING SILE.	
Corticeil, doz.	75
twist, doz.	37 1/2
50 yd, doz.	37 1/2
HOOKS AND EYES—PER GROSS.	
No 1 B'l'k & White	10
" 2	12
" 3	12
No 2—20, M.C.	45
" 3—18, S.C.	45
No 2 White & B'l'k	12
" 4	15
" 6	18
No 2	28
No 3	36
COTTON TAPE.	
A. James	1 40
Crowley's	1 35
Marshall's	1 00
TABLE OIL CLOTH.	
5-4	25
" 2-2	25
" 3-10	30
6-4	25
" 3-25	25
5-4	195
6-4	295
COTTON TWINES.	
Nashua	18
Crown	12
Domestic	12
Anchor	16
Bristol	13
Cherry Valley	15
1 X L	18 1/2
PLAID ORNABURGS.	
Alabama	6 1/2
Alamance	6 1/2
Augusta	7 1/2
Ar sapha	6 1/2
Georgia	6 1/2
Granite	6 1/2
Haw River	5
Haw J.	5
Mount Pleasant	6 1/2
Onelda	5
Prymont	5 1/2
Randelman	6
Riverside	6 1/2
Sibley A	6 1/2
Toledo	6

FOSTER STEVENS & CO.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

Published at

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— BY —

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When writing to any of our advertisers, please say that you saw their advertisement in THE MICHIGAN TRADESMAN.

E. A. STOWE, Editor.

WEDNESDAY, MARCH 16, 1892.

OBEY THE LAW.

The right of men to combine together for their mutual advantage, to agree to only work a certain time and on fixed conditions, is not, and cannot be denied. But when these men undertake to dictate to others what they shall do, to impose rules on those not willing, they violate the principles of personal liberty as clearly as to imprison a man without trial, or to deprive him of his property without compensation. There is no despotism so hateful as the despotism of the trade union of the present day, and nothing threatens our liberties so much as the utter disregard of right and justice exhibited by trade unionists in the attainment of their ends.

The power of the law, when it stretches forth its arm in the form of an officer of court or a policeman, should be regarded everywhere as absolutely irresistible. Men should no more think of resisting its mandates than they think of resisting the laws of nature. To attempt to thwart an order of court or an executive officer, by force, should be regarded as equally absurd as an attempt to fight an electric battery with the fist, or an attempt to stop an electric current by stamping on the wire. But in order that people should regard the law as irresistible, it should be irresistible. Men do not fight against the laws of nature, because it is universally recognized as absolutely futile. All matter attracts all other matter with a force proportioned to the mass and inversely as the square of the distance. There are no exceptions. The law is not suspended to relieve us from the effects of ignorance or carelessness. The innocent child is crushed by the rolling stone, loosened in its play, with as little remorse as would be a defiant fool. Nature makes no exceptions, and knows no mercy.

If an ignorant or careless workman touches a live electric wire of sufficient power, he is killed; if his hand slips under a trip hammer, it is crushed. No one thinks of blaming the electric current or the force of gravity. They are recognized as the agents or the manifestations of inexorable law. We cannot in all things follow nature's methods in the management of human affairs, but we

may, to some extent, in this; and it is really the dictate of humanity and of mercy. Ten-fold more suffering is caused in the end by a temporizing, hesitating policy, which encourages resistance, than by inexorable force. If the people were certain that resistance to law by mob violence would be met by the concentrated power of the whole nation, if necessary, and the destruction of all who put themselves in its way, mobs would be unheard of. There would be, in the end, vastly less suffering. Temporizing with a mob, yielding to a show of force, is the highest form of cruelty.

If the people were certain a street would be cleared of a mob with galling guns and musketry, if necessary, without regard to life, there would never be occasion to do so, for a street would never be obstructed under such conditions. If it were absolutely certain that a street railway company would be protected in its rights to carry on its business, though the gutters run with blood, we should never hear of a "tie up"; but differences would be settled as private parties are compelled to settle—by compromise or appeal to the courts. Arm executive authority with irresistible power, and hold it to a strict accountability for the enforcement of the law. This is the only rational plan of government. If things don't work to suit, change the law, but never permit resistance to its enforcement.

A PRACTICAL LESSON.

The recent reciprocity treaty negotiated by our government with Spain furnishes our farmers, millers and exporters with a practical lesson which they can easily comprehend. The good results of reciprocity are well illustrated by the effect of the treaty in the flour trade of Cuba. For a number of years past the exporters of flour from the United States have been carrying on a sharp competition with the Spanish exporters of flour to Cuba. Although there was a large discrimination in favor of Spanish flour imported into Cuba, the duty on which was 50 per cent. less than the duty charged on American flour, still our exporters were able to divide the market. Spanish flour was a product of Russian wheat imported to Spain and ground by the millers in Barcelona and other ports, and then re-shipped to Cuba as Spanish flour and admitted at the low rate of duty. The annual consumption of flour in Cuba has amounted to about 500,000 barrels of flour, of which about one-half, or 250,000 barrels, has been shipped from the United States. This was the state of trade up to July 1, 1890. At that date Spanish flour imported to Cuba was made entirely free, and 20 per cent. was added to the duty already charged upon American flour, making the duty on the latter \$5.64 per barrel. The result of this change in the tariff of Cuba gave the market almost exclusively to Spanish flour, and the imports from the United States decreased in the year ending July 1, 1891, to 114,000 barrels, which represents only a high grade of flour which was a necessity to bakers for pastry purposes. By the treaty negotiated in May last and recently put in operation, it was provided that, after the first of January, 1892, the duty on American flour should be reduced from \$5.64 to \$1 per hundred kilograms, or to about 90 cents per barrel. Notwithstanding Spanish flour is

admitted free into Cuba, the result of the treaty provision has been that Spanish flour is now entirely excluded from the market and the American product has been substituted in its place, so that hereafter the Cuban market will be exclusively under the control of the United States. A second result of this action will be to largely increase the consumption of flour in Cuba. Experienced importers of Havana now calculate that the consumption of flour in Cuba will reach 1,000,000 barrels, all of which will go from the United States.

The daily papers report a series of experiments by the Agricultural Department at Washington, which, if true, will revolutionize the tobacco industry. The report is probably a clever hoax, invented by some Washington correspondent who lacked material for a letter. It is so good an illustration, however, of the possibilities opened up by recent discoveries that it is worth repeating. The report says that an important part of the curing of tobacco is its fermentation, which occurs during the process known as "bulking." The leaves are packed closely together in large piles, after which the mass heats, the tobacco being said to "sweat" and the aromatic compounds which contribute to its taste and odor are formed. The phenomena of fermentation are caused by bacteria. Now each sort of tobacco has its own kind of bacteria, which gives its aroma and flavor incidentally to feeding upon it. Here comes a wonderful discovery, for it has been ascertained by experiment that poor tobacco, when inoculated with the bacteria naturally belonging to good tobacco, obtains the quality and taste of the latter. Thus, by a simple operation, it is easy to transform inferior leaves into first-class material for cigars, which the consumer may readily be lead to believe are from the Vuelta Abajo. Thus far the matter has not passed beyond the experimental stage. The trials were performed by propagating colonies of bacteria belonging to first quality tobacco in beef tea, and then sprinkling the latter upon the inferior leaves. After these leaves had been packed together and permitted to ferment, they were found to have all the bouquet and other desirable qualities of the fine brand. So complete were the results that expert judges were unable to tell the difference.

It is to be hoped that the proposed measure for mitigating the evils of cigarette smoking will become a law. The evil is to be combated by making the revenue tax \$10 a thousand. This would not deter adults from indulging in the deadly habit, but would afford a measure of protection to children, who are really the largest consumers of cigarettes and consequently the greatest sufferers. Let Congress tax the brain-destroying thing out of existence!

In consequence of the generous advertising patronage accorded to THE TRADESMAN of late, it has been deemed necessary to increase the size of the paper to twenty-four pages. THE TRADESMAN's many friends will join with the publishers in the hope that the enlargement may be of a permanent character.

Use Tradesman Coupon Books.

THE POTATO MARKET.

The short potato crop of 1890 can hardly be called an unmixed blessing. It gave higher prices to farmers who were fortunate enough to have potatoes, the price in New York, a year ago, being \$1.05 @ \$1.10 per bushel, as compared with a maximum price of 50 cents to-day. The result, of course, was that every farmer went into potatoes as a good paying crop, giving us a yield of 244,697,200 bushels for 1891 or fully 100 million bushels more than the year before. It was also unfortunate that potato crops in other parts of the world should have been heavier at the same time, thus preventing larger exports, even at the much lower values. Moreover, the Provincial crop, excluded from the United States by the tariff of 25 cents instead of 15 cents as previously, was largely shipped to markets which might have bought potatoes of us had the Canadian crop been a failure. As it was we exported only 462,278 bushels at 71 cents last year against 381,847 bushels at 87 cents the year previous.

A number of Detroit grocers have been hauled up before the United States Court there for disposing of packages of butterine wrapped up so that the label was concealed by the ends of the paper. This is a common violation of the law, and it behooves dealers who wish to avoid possible trouble to look out for such inadvertence.

Financial Notes.

A private bank has been located at Fowler by St. Johns business men under the name and style of D. H. Power & Co., the "Co." being John H. Corbit, a hardware dealer of St. Johns, and Otis Fuller, former publisher of the Clinton *Republican*, and at present deputy district revenue collector. They will open for business about the 20th of March. Mr. Power was formerly cashier of the State Bank of St. Johns, is a wide awake young man and enjoys a large circle of friends and acquaintances.

Country Callers.

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

Wilson & Fridley, Belding.
Wm. Hazen, Clarksville.
Pickett Bros., Wayland.
John Gunstra, Lamont.
Frank Hamilton, Traverse City.
Henry Auer, Cadillac.
I. F. Tucker, Sumner.
M. Minderhout, Hanley.
L. A. Scoville, Clarksville.

Books for Merchants

FOR SALE BY

The Tradesman Company.

HOW TO KEEP TÖRE, by Samuel H. Terry; embodying the conclusions of thirty years' experience in merchandizing. Price, \$1.50.

HOW TO DO BUSINESS, by Geo. N. McLean. The secret of success in retail merchandizing. Price, \$2.

COMPLETE BUSINESS REGISTER for 10 years. Practical and systematic form for keeping summary record by which the business of a day, week, month or year can be seen at a glance. Price, \$3.75.

LIQUOR AND POISON RECORD, combined for druggists. Can be used for liquor or poison sales or both. 100 pages. Price, \$1.

Any book pertaining to merchandizing can be furnished through this office at publisher's price.

THE TRADESMAN COMPANY,

Grand Rapids, Mich.

FIRE INSURANCE.

Its History and the Laws, Rules and Customs Which Govern It.

SECOND PAPER.

Written for THE TRADESMAN.

To state that the average business man is in the habit of "buying pigs in bags," or of aimlessly wandering about among the pitfalls of trade and finance, is to do violence to the truth. To insinuate that our merchants are accustomed to obligating themselves by becoming parties to contracts of whose stipulations and conditions they choose to remain in partial or absolute ignorance, is to cast a misleading reflection upon their intelligence. As a rule, in the ordinary transactions of business, they vigilantly look into all the terms and scrutinize the minutest conditions before they commit themselves to any contract.

There is one very common form of contract, however, which appears to be a marked exception to this rule: I refer to the contract of indemnity, or a policy of fire insurance. This contract—so common that a business man possessing an insurable property interest cannot be found who is not a contracting party to it—is so overburdened with finely-written terms and conditions that not more than one in ten of the insured contracting parties thereto ever reads them or has the least idea of their full import. A policy lying on my desk contains thirty-five express conditions, a violation of any one of which on the part of the insured would invalidate the policy. It also enumerates sixteen common household articles, and eight articles found in every store, which are not included in the general terms of "dwelling house and contents" and "stock of merchandise and store fixtures."

The recent Supreme Court decision referred to in a recent number of THE TRADESMAN will convince every reader of the importance of devoting a little time to the careful study of his insurance policies. If you have the patience and can spare the time to follow me, we will run over those conditions and endeavor to jot down a few notes by the way which may prove beneficial to us:

First, in regard to the clause, "In consideration of six dollars," etc. The contract of insurance being ordinarily without seal, must be upon sufficient consideration to render it valid. The consideration, in whatever form paid, is called the premium. This, according to the usual conditions, must be paid before the policy shall take effect. This condition is absolute in the policy before me, for it stipulates that a delivery of the policy without payment of the premium shall not be construed as a waiver of the condition, and no agent of the company is given authority to waive, modify or strike out any of the printed conditions. Previous to the insertion of this latter condition, it was generally held by the courts that, notwithstanding the condition, "This company shall not be liable," etc., "until the premium therefor be actually paid," the agent could waive the condition by special agreement with the insured. In most of the old cases involving mutual companies, however, the rulings have generally been in the opposite direction.

The policy and the premium note are independent contracts, and it has been held that insolvency of the company and inability to pay the full amount of the

policy, if there should be a loss, furnish no defence to an action on a premium note, for an insolvent party may enforce valid contracts in his favor.

Where the receipt of the premium or premium note is acknowledged in the policy, it constitutes *prima facie* evidence of the payment of the premium.

Second, in regard to the clause, "Do insure against all such immediate loss or damage, not exceeding the sum or sums insured," etc., "as shall happen by fire." Literally, this amounts to a covenant that the property shall not, during the term named, be injured by fire, but, practically, it means that, if the property shall be injured by fire during such term, the insured, conforming on his part to the terms and conditions of the contract, shall be paid his damages, not exceeding the amount of the policy.

The policy provides that, in case of loss, the cash value of the property destroyed or damaged shall, in no case, exceed what would be the cost to the assured, at the time of the fire, of replacing the same; and, in case of depreciation on account of age, wear and tear, location, etc., a suitable deduction shall be made. The insured waives all right he may have by virtue of any state or other law whereby he might be enabled to collect from the company, in case of loss, more than the true and actual cash value at the time of the loss. In case of damage by removal, said damage shall be borne by the company and the insured in such proportion as the whole sum insured bears to the whole value of the property insured.

The amount of the damage sustained by the assured, even when the facts are all agreed, is not always easily ascertained. A building insured stood upon leased ground, with condition in the lease of renewal, or, if that should be refused, removal of the building. A few days before the lease expired, it not having been renewed, the building was destroyed by fire. It was proved that the building was worth \$1,000 where it stood, but, if it were necessary to remove it, it was not worth more than \$200. The insurance was for \$800. The policy contained the usual condition stipulating to pay, in case of loss, the actual value, "if not exceeding," etc., at the time of the loss. It was held that the intrinsic value of the building, as it stood at the time of the fire, was the true criterion for determining the amount, not exceeding the sum insured, which the assured ought to recover, and that the nature of the lease had nothing whatever to do in adjusting or determining the loss or damage.

You will notice that your policy specifies the kind of loss or damage insured against. It is qualified by the word "immediate," and, therefore, the insurers do not undertake to insure against any other loss or damage. For instance, in an early case, where the property insured was "the interest of W. in the ship —," it was held that the insured could not recover for loss of custom or profits while the vessel was being repaired.

The general principle is clearly established, that the assurers are bound to adjust a loss upon the principle of replacing the assured, as near as may be, in the situation in which he was before the fire; but this has never been understood to extend to the profits or fruits which the latter was drawing, or might have received from, the subject insured.

Facts Talk Louder Than Words!

3,487,275 SOLD IN 1886.

3,509,575 SOLD IN 1887.

5,092,350 SOLD IN 1888.

5,690,025 SOLD IN 1889.

6,595,850 SOLD IN 1890.

6,983,207 Sold in 1891.

This is not an ordinary monument, but a TABLE of EXACT FIGURES, showing the monumental success of our celebrated

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(10c or 3 for 25c)

RECORD BREAKERS

(The Great 5c Cigar.)

These Cigars are by far the most popular in the market to-day. *MADE on HONOR.* Sold by leading dealers all over the United States. Ask for them.

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DETROIT and CHICAGO.

**WOOLSON SPICE CO'S
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**ROAST
COFFEE
OF
EVERY
DESCRIPTION**

WE ARE
VETERANS IN
THE COFFEE
BUSINESS
AND GIVE
PERSONAL
ATTENTION
TO THE
ROASTING
OF ALL
GRADES
OF COFFEE.

DRINK
LION
COFFEE

Write your Jobber for Prices or Address

L. WINTERNITZ, Resident Agent,

106 KENT STREET,

GRAND RAPIDS, MICH.

Insurance against fire does not cover consequential damages.

Where, by the terms of a policy, the company is liable for loss and damage as shall happen by fire, but not liable for same as shall happen by explosion, it has been held by the courts that the company is not liable for loss by fire resulting from an explosion; the modern policy, however, adds to the word "explosion" the redeeming clause, "unless fire ensues."

Third, as to the clause, "As shall happen by fire." This means damage caused by ignition or actual combustion, and not merely by excessive heat. Where the owners of a sugar house had insured their stock, and it was damaged by the intense heat of a chimney running through the various floors, although no portion of their building took fire, it was held not to be a loss within the terms of the policy, as there had been no ignition.

Fourth, From the 20th day of August, 1888, at 12 o'clock, noon, to the 20th day of August, 1891, at 12 o'clock noon." Questions sometimes arise, when a fire happens within a few minutes before or after the expiration of the time limited as the termination of the risk, whether the loss is covered by the policy. There are some very fine points connected with this division of my review upon which I am utterly unable, with the means at my command, to shed any light. I shall, therefore, content myself with propounding the following queries, trusting that, perchance, some mightier jurist than I will be able to enlighten us on the subject.

Suppose that the fire is first discovered from ten to thirty minutes after 12 o'clock, noon, on the 20th day of August, 1891. The insured claims that the fire has been burning longer than the few minutes which have elapsed since the expiration of the policy. This the insurer denies. In many cases positive evidence cannot be secured. A question of fact is then raised which must be decided by the jury upon such evidence as is brought before them. And suppose that the jury finds that the fire did actually commence ten minutes before 12 o'clock, noon, and that the building was totally destroyed by 4 o'clock in the afternoon. Suppose that, at the expiration of the policy, or at exactly 12 o'clock, the damage to the building was less than \$100, but, by a continuance of the same fire, the damage at 4 o'clock was \$20,000. Are the insurers liable for the whole amount, or is their liability limited to the \$100?

Again, suppose that, leaving out the fact of statutory, legalized standard time in this State, by the common time of a manufacturing village, the fire actually commenced at ten minutes past 12, noon. If the insured proves that, for the convenience of the manufacturing establishments of the village, a time was adopted, by mutual consent, which is actually twenty minutes faster than true solar time, and that the general time of the village, for the convenience of the public, has been made to conform to that standard, is the company liable? Does the time when a policy begins to run and expires conform to true solar time, or does the custom of the place and the time kept according to that custom govern? It would seem, *prima facie*, that the time of the place would govern the parties in such a contract, the same as that of labor and the other affairs of the place. So far as our own State is concerned,

however, these are but idle speculations, for standard time, central division, based on the ninetieth meridian of longitude west from Greenwich, has been made the legal time of Michigan.

The better way is never to experiment along the line, but see to it that no intervals are allowed to elapse between the expiration and the renewal of a policy.

E. A. OWEN.



JOHN McLEAN.

Brief Biography of a Successful Business Man.

John McLean, Manager of the Detroit Cigar Manufacturing Co., was born near Hamilton, Ont., Sept. 20, 1847. He was apprenticed to learn the blacksmith trade at Strathroy in 1860, and engaged in the carriage business at Ann Arbor, Mich., in 1867. Ten years later he sold out and removed to Detroit, where he embarked in the cigar business under the style of John McLean & Co. He was a novice in the business, having never smoked a cigar or seen one made until he watched the process in his own factory. Applying good horse sense and business experience to the cigar trade and believing that a good article must eventually win, he got out the "Green Seal" brand, which was an innovation at that time, being a small, hand-made, finely-flavored cigar, while all other brands of the kind were like base ball bats in size. The success of the brand was so marked that the business was merged into a stock company in 1880 under the style of the Detroit Cigar Manufacturing Co. Mr. McLean is Secretary, Treasurer and Manager of the corporation, and the success of the business is due almost entirely to his shrewdness and foresight.

Charge a Fair Profit.

A customer does not respect a trader any more by reason of his selling goods at cost or loss, than he does were the former to charge him a fair profit. People, as a rule, will quickly tell a dealer when goods have declined in price, and demand a reduction if his prices are above the market. They will not, however, apprise him when he is selling under market value. Independence in trade inspires confidence and respect and gains customers, besides it is more likely to retain them than the pursuance of a policy which subjects you to their beck and call. When it is generally understood that you sell goods at market value and keep what your customers need, you can hold your trade, as well as steadily increase it. Buyers, as a rule, prefer the honorable, high-minded merchant who sells goods at a fair profit, to one who claims that he sells lower than his competitors, and who looks solely to cheapness of price to attract trade.

The fire that is never quenched seems to be the fire of political ambition.

Do You Run a Store?

IF SO

TRADESMAN, SUPERIOR OR UNIVERSAL COUPON BOOKS

ARE EXACTLY WHAT YOU NEED!

**BETTER than any other Coupon System and FAR SUPERIOR to
PUNCH, BRASS OR PAPER CHECKS.**

We can refer you to Hundreds of Merchants who are using Our System, who would not run their stores without it. Write for particulars, prices and free samples to

THE TRADESMAN COMPANY,

Original and Largest Manufacturers of Coupon Books in the United States.

100 Louis Street, Grand Rapids, Mich.

RINDGE, KALMBACH & CO.

Spring Goods.

We have the best lines for style and service in factory and jobbing goods to be found anywhere. We solicit your inspection. We carry the Bay State Tennis Goods, double cemented this year, and they will give good satisfaction.

Men's Tennis Bats, 75, net
Boys' " " 72 "
Men's " Oxf. 57 "
Boys' " " 52 "

New prices on rubbers after April 1. Boston, 50 per cent. Bay State, 50& 10 per cent. Prices guaranteed until December 1. See us before placing fall orders.



BICYCLES!

We Control Territory on the Finest and Largest Line of Cheap, Medium and High Grade Machines in the State

WRITE US FOR
TERMS AND DIS-
COUNTS TO
AGENTS.



WE WANT
AGENTS IN EVERY
LIVE TOWN.

PERKINS & RICHMOND,

13 Fountain St., Grand Rapids, Mich.

CURES FOR BUSINESS DEPRESSION.

The Berlin rioters were ostensibly workmen out of employment, driven to desperation by want of food for themselves and their families. A striking incident of their proceedings was the pillaging of butchers' and bakers' shops, and the carrying away of their contents, one of the mob excusing himself by saying that his children had had nothing to eat for two days. The burden of their cries and of their placards was in accord with this representation of their case. What they professed to want was work, and the redress of the iniquitous state of things which prevents them from obtaining it. How their demonstrations were to help them they did not make clear, but they evidently assumed that the Emperor could do what they want done, if he were only sufficiently impressed by shouts and violence with the necessity of doing it.

That there has been, for many months, a great deal of distress among the German people, is, I suppose, a matter of no dispute. The country did not escape the revulsion which followed, throughout Europe, the Baring collapse of November, 1890, and the bad harvests of last summer have naturally delayed its recovery from it. Germany is not suffering alone from a partial failure of its own annual food production. Its neighbor, Russia, which usually furnishes it with a large amount of rye, the staple constituent of the bread which poorer citizens eat, has, this year, not raised enough of the grain to feed itself, and thus, besides failing to contribute to the necessities of Germany, it has been unable to buy the quantity of German commodities which it usually took in return for what it sent. Our new tariff, also, has either diminished the American consumption of German manufactured goods, or has compelled a reduction of the wages paid to the operators producing them.

It is quite possible, therefore, that some, and perhaps many, of the rioters who disturbed the peace of the city of Berlin were industrious workmen willing to earn their bread by honest labor, but prevented from doing so by circumstances over which they have no control. At the same time, I hope I may not be thought heartless if I express my suspicion that the mass of them was composed of idle, shiftless vagabonds, such as infest all great cities, who never have any regular vocation, but who live by their wits and by preying upon the more orderly members of the community. An opportunity for creating a riot, no matter upon what pretence, is always too good for these fellows to lose, and it seems to me that it is to them and not to the workingmen of whom they profess to form a part that the violence was owing. Or, if they were really workingmen, they belonged to that outer circle or fringe of them who are only one stage above the vagabond condition, and who, in the best of times, never have steady employment, because they do not deserve it. At the first appearance of a slackening market these men are thrown aside, while those of the better sort are retained, even at the cost of some pecuniary sacrifice to their employers. My own observation induces me to believe that when, by stress of financial weather, really industrious workmen are temporarily driven into enforced idleness, the last thing they think of is parading the streets and

shouting for relief. They are not used to that sort of behavior, and either suffer in uncomplaining silence, or else turn to legitimate agencies for help.

Whether justly or unjustly, however, the fact remains that the Berlin rioters put forward a claim to consideration by the ruling powers as unemployed workers that is admitted by most people to be sound if truthfully made. It is one among the many proofs to which I have from time to time called attention, of the prevalence in the civilized world of the doctrine of communism, or of the general responsibility of the whole community for the welfare of its individual members. It receives the sanction of religious teachers, as exemplified by the latest encyclical of the Pope, the essays of Cardinal Gibbons, re-enforced by eminent laymen like Andrew Carnegie, and it manifests itself in the political world in the frequent enactment by legislative bodies of laws designed, as their promoters avow, for the benefit of particular classes at the public expense. As illustrations, I may mention the imposition of prohibitory duties upon foreign manufactured goods for the protection of home industry, of the laws excluding the Chinese and forbidding the importation of contract laborers, in order that the labor market here may not be over-supplied, and, in general, all laws which have for their object the remedy of evils which afflict only certain portions of the community. On a wider scale, and with much more plausibility, the unlimited free coinage of the silver dollar is now advocated as a certain cure for the depression, from which, it is alleged, the business of the country is suffering.

I do not propose to discuss here the subject of free silver. With all deference to the judgment of my friend, Mr. Springer, who thinks that the people of the United States need further enlightenment on it, I think that they know pretty much all that can be said on both sides of the question, and that whenever they get an opportunity to express their views upon it they will do so intelligently. All that I wish to say now is that, in my opinion, business depression cannot be cured by legislation, either in regard to the currency or to anything else. Whenever it occurs it is due to causes beyond human control, and whenever it ceases it ceases as the result of a natural process. The Berliners who marched in procession to the Emperor's castle last week to force him to find work for them by an imperial edict, were not more deluded than are the theorists of this country who fancy that men may be compelled by law to buy more commodities than they feel inclined to.

This, really, is what most of the talk about legislation upon the subject of the currency means. The agriculturist finds that, owing to large crops and limited consumption, the price of his produce is low, as wheat was a year or two ago and as cotton is this year; the manufacturer discovers that he and his fellow manufacturers cannot sell as many goods as they have been selling heretofore; the merchant complains of a want of brisk demand for his wares, and the retail dealer's sales fall off in like manner. Naturally, this state of things is unpleasant, and the victims of it are disposed to welcome any proposition to change it for the better. If they would consult their own memories, and take counsel of their common sense, they would see that their ex-

ANNOUNCEMENT

We have removed our Manufacturing Department to the new building which we have erected solely for our own use at 330 and 332 Lafayette Avenue, on the same street, but seven blocks distant from the new Post Office building, and easily reached from our store by the Congress and Baker, or Fort street cars.

Our specialty in manufacturing will be a high grade of Ladies' Fine Shoes in Hand-Turned, also Men's and Women's Goodyear Welt and Machine Sewed, and Misses' and Children's in Machine Sewed.

In "Low Cuts," both Hand-Turned and Machine Sewed, we are showing one of the most desirable medium priced lines now offered to the trade. Sample orders will have prompt and personal attention.

H. S. ROBINSON AND COMPANY.

DETROIT, MICH.

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CANDEE RUBBER CO.

Every Bookkeeper Will Appreciate a Blank Book that Opens Flat.

The MULLINS FLAT OPENING SPRING BACK BOOK,

Made only in Michigan by the

Grand Rapids Book Binding Co.

Is the Best in the Market. Write for prices.

29-31 Canal St.,

Grand Rapids, Mich.



CHAMPION OXFORDS, Black and Check.

WALES Goodyear Tennis
Black and Check Bals.WALES Goodyear Tennis
Black and Check Oxfords.

MEN'S	BOYS'	YOUTHS'	WOMEN'S	MISSSES'	CHILDREN'S
.45	.42	.40	.42	.40	.37
.80	.74	.70	.74		
.61	.56	.51	.56	.51	.45

Send Your Fall Orders on Rubbers, 50 off. Seconds, 50 & 12 off. Thirds, 60 & 5 off.
Special prices on Woonsockets and Rhode Islands in fifty case lots.

G. R. MAYHEW, Grand Rapids.

THE

PUTNAM CANDY CO.,
Extensive Manufacturers.

perience is no unprecedented novelty, that it has occurred often before, and that it has been as often succeeded by one more agreeable.

In business, as in religion, politics and every other department of human activity, sentiment and imagination are more potent factors than is generally supposed. The ups and downs of the stock market exhibit their influence more clearly than the slower and less conspicuous fluctuations of general trade, but not more certainly. There are times when almost everybody feels like spending money liberally in new houses, new furniture, new clothing, social display and entertainments, books, pictures, travel and amusements, as well as in new commercial and manufacturing enterprises. When this is the case, business is good. After a while men get tired of this line of proceeding and begin to rest on their oars. Then prices, which had previously risen under an active demand, fall, trade languishes, profits diminish, and there is a general complaint of hard times. Very often the revulsion is occasioned, or at least precipitated, by natural causes, such as bad harvests, like that of last year in Europe; the breaking down of imprudent investments on a large scale, like that of the Barings and other bankers in Argentine enterprises, or by floods, fires and pestilences, which destroy property and life and thus diminish the wealth or the wealth-producing power of the world. But, as legislation cannot make good weather, impart prudence to business men or ward off disease, it is idle to appeal to it to remove the real causes of business depression. Human laws are equally im-

potent to rouse or to dampen men's spirits, and efforts to make them do it have always proved futile and always will.

It is true that the expansion of the currency and the inflation of prices consequent upon the adoption of the silver standard, which is what the enactment of a free silver coinage law amounts to, would generate a speculative demand for all kinds of property and thus give a temporary stimulus to trade. Against this must be offset the alarm and perplexity into which the owners of capital would be thrown by so radical a change in the measure of values, and, in any event, the stimulus would soon cease to act. Prices would speedily readjust themselves on the new basis, and the business world be again left to the action of the forces which controlled it before. Whatever may be its other merits, a free silver coinage law would be of little avail as a cure for business depression, and it is entitled to no favor on that ground.

MATTHEW MARSHALL.

Keep Posted on Your Business.

Keeping fully posted on all matters pertaining to your business is the fundamental principle on which to build successfully. The way to keep posted is to read. There are always some people who know a few things that others do not, and occasionally you will find one or two of them giving their views to the public through the press. Therefore, the way to keep posted is to read the trade journal. The merchant who cannot find time to read his trade paper will surely miss something that would be of value to him. He ought to read the advertisements as well as other matter. One of the most successful retail dealers in Illinois, who started a few years ago with \$500, and who is now rated at from \$10,000 to \$20,000, attributes his success

largely to the fact that he made it a point to study the advertisements in trade papers. In this way he never missed anything new, and was always prepared to furnish everything his customers called for. He kept up a constant correspondence with manufacturers and jobbers whose advertisements appeared in papers from time to time, obtained quotations on every article that might be wanted, and when a customer asked for a price on any article that was not usually carried in stock, he did not have to say, "I will write and find out." His letter files contained not only the price but information concerning the article as well, and he could talk up its merits and advantages almost as well as if a sample was before him. Children are sometimes overcharged with information, but there never was a merchant who knew too much about the business he followed.

There are some traveling salesmen (happily their number is small) who willfully misrepresent an article for the purpose of effecting a sale. There are others who promise all manner of things, verbally, but neglect to embody their promises in the written contract. Beware of these two classes. If you find that a traveler has deliberately lied to you, show him the door when he comes around again. If the house repudiates any promise made verbally by the salesman, see that the next contract covers it all in writing.

Rival dealers should never satisfy their animosity at the expense of their pocketbooks. Harmony is always desirable and invariably conducive to financial gain. When a friendly feeling prevails, two or more dealers may frequently join in buying a round order, thus getting the quantity discounts and reduced freight. Any legitimate dealer is entitled to courtesy from his competitor and should not be asked to give an excuse for living.

About Returning Goods.

If merchandise received is as ordered, and then found to be not what the re-

tailer wanted, the sender is under no obligation to receive it back, while the buyer is bound to keep it. Both buyer and seller should be held to strict accountability in this matter, and should stand the brunt of such faults, like business men, and not seek to creep out of them through the use of subterfuges. If the jobber takes the liberty of sending the retailer goods which he did not order, it is optional with the latter whether he keeps or returns the same. On the other hand, if a retail dealer gives a haphazard, ill-considered order for goods, leaving their selection in a great measure to the wholesale house, he should keep such goods, even if they were not exactly suitable to his wants. In other words, do your own buying, and not let the jobbers do it for you.

The Great Northwest.

The steady settlement of lands in Montana and Washington, the substantial growth of their cities and the constant increase of their railway mileage, have rendered these States a center of interest to business men, capitalists and settlers. The best explanation of this growth is found in a study of the capabilities and resources of the States, which are fully set forth in three folders entitled "Golden Montana," "Eastern Washington" and "Western Washington," just issued by the North Pacific Railroad.

District Passenger Agents of Northern Pacific Railroad will take pleasure in supplying Montana and Washington folders above referred to; also maps, time cards and any special information desired; or application can be made to Chas. S. Fee, G. P. & T. A., N. P. R. R., St. Paul, Minn.

Female Pharmacists in Belgium.

During the last ten years seventeen women have passed the qualifying examination at the University of Brussels and obtained the license to practice as pharmacists; sixteen of them are now actively engaged in the pursuit of that profession.

Merchants, Look at This!

GERMAN COFFEE **YOU WANT IT!**
IN ONE POUND PACKAGES.

You can get it of any Jobber in Michigan. A Combination of Old Dutch Java and the Finest Mocha.

Absolutely the Best Coffee in the Market!

Books for Your Library by
Prominent Authors of the day.

FREE

Elegant Parlor Pictures, Beautiful
Oleographs, Handsome Imported
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FOR PARTICULARS SEE CERTIFICATE IN EACH PACKAGE.

We control the entire crop of Dutch Java Coffee, and our representative selects the best for the justly celebrated German Coffee.

TRY IT!

Manufactured only by

THE TOLEDO SPICE CO., Toledo, Ohio.

Paramaribo, Dutch Guiana.

The Hardware Market.

Glass is firm at the late advance, jobbers now asking from 80 and 5 to 80 and 10 on window glass. Wire nails continue stationary at the last price quoted. There is no further change in sisal or manilla rope. Jobbers are finding great difficulty in filling orders for barbed wire, because every dealer wants his supply the first two weeks in March.

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 advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

ABOUT \$1,500 CASH WILL BUY ONE OF the best money making businesses in the city of Grand Rapids. Parties are obliged to leave the city. No grocery stocks. No trade. Address H. B. Huston, 499 South Division street, Grand Rapids, Mich. 432

FOR SALE—OUR ENTIRE STOCK OF GEN-eral merchandise at Chippewa Lake, consisting of hats, caps, boots and shoes, men's furnishing goods, hardware, crockery and groceries. Having finished our lumber operations, we offer the above stock for sale cheap for cash or on time with good security. Will sell this stock as a whole or any branch of it. Enquire of Chippewa Lumber Co., Chippewa Lake, Mich., or of H. P. Wyman, Sec'y, Grand Rapids, Mich. 439

A BARGAIN—CLEAN STOCK OF MUSE, drugs included; also store for sale or rent; reason for selling death of one of the firm. Address Mrs. L. Curtis, Stockbridge, Mich. 438

FOR SALE OR EXCHANGE—A LUMBER mill of 25,000 feet capacity in Michigan, with 800,000 feet of custom logs on the yard. Price, \$2,000. Also a farm of 80 acres with 30 acres cleared. Price, \$1,000. Would exchange for merchandise or hearse and undertaking goods. Address No. 446, care Michigan Tradesman. 451

FOR SALE OR EXCHANGE—FLOUR MILL machinery for nearly a complete mill, good as new. Some is new. Will sell dirt cheap or exchange for dry goods or most anything. A bargain for someone. H. S. Townner, 93 Fremont street, Grand Rapids. 437

FOR SALE—FIRST CLASS BREWERY BUS-iness and outfit. Location magnificent. Terms reasonable. Address August Leins, Alpena, Mich. 438

FOR SALE—ESTABLISHED JEWELRY BUS-iness, stock and fixtures at Evart, Mich. No opposition. Reasons for selling, owner deceased. Splendid opportunity. F. P. Atherton, Reed City, Mich. 429

THREE HOUSES AND LOTS IN DIFFERENT parts of town, \$1,100, \$1,500 and \$3,300 respectively. If you buy of me you are paying no commissions. W. A. Stowe, 100 Louis street. 444

FOR SALE OR EXCHANGE—A LUMBER mill of 25 M. feet capacity, in Michigan, with 800 M feet of custom logs on the yard. Price, \$2,000. Also a farm of 80 acres, with 30 acres cleared. Price, \$1,000. Would exchange for merchandise, or hearse and undertaking goods. Address No. 446, care Michigan Tradesman. 446

THIS IS NO FICTION. I HAVE FOR DIS-posal, if I can find the right persons with from \$1,000 to \$5,000, three excellent, long-established and good paying businesses—two clothing and gents' furnishing goods and one boot and shoe business. Two are situated in Southern and one in Northern Michigan. Easy terms of payment, if accommodation is required for part payment. None but principals treated with. Address in first instance, William Connor, Box 346, Marshall, Mich. 437

FOR SALE—A CLEAN GROCERY STOCK, doing a good business. Reason for selling, poor health. W. L. Read, Ionia, Mich. 395

FOR SALE—GOOD NEW STOCK OF BOOTS and shoes in best town in Michigan. Cause of selling, ill health. Address No. 383, care Michigan Tradesman. 383

FOR SALE—TWENTY-FIVE ACRE FARM in Putnam county, Florida. Ten acres under cultivation. Four acres in orange trees, lemons and limes, grape fruit, citron, pomegranates, guineas, peaches, pears, plums, grapes, figs, guavas, mulberries, strawberries, persimmons, dates, palms, olives, pecans, walnut, ornamental trees, etc. Two story cottage, barn, buggy house, horse, buggy, cart and farming tools. Place has been cultivated six years. Will sell for \$2,500 cash. A. H. McClellan, McMeekin, Fla.

FOR SALE OR WILL EXCHANGE FOR stock of clothing, dry goods, and boots and shoes, two-story brick block, which rents for \$475 annually. Best location in town. Address No. 412, care Michigan Tradesman. 412

WANTED—TO EXCHANGE GOOD PAYING city real estate or timbered lands for stock of merchandise. Address No. 402, care Michigan Tradesman. 402

FOR SALE—STOCK OF MERCHANDISE AND store furniture of the late George Keech, of Centerville, Mich. Stock consists of drugs, paints, oils, glass, lamps, clocks, silverware, books, stationery, wall paper and curtains. Will rent store for term of years. W. S. & R. E. Fletcher, Administrators. 442

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

FOR SALE CHEAP—WELL SELECTED drug stock—New and clean. Address F. A. Jones, M. D. Muskegon, Mich. 391

SITUATIONS WANTED.

WANTED—SITUATION BY REGISTERED assistant pharmacist of four years' practical experience. Best of references furnished. Address Pills, care Michigan Tradesman. 450

WANTED—POSITION AS REGISTERED assistant pharmacist. Three years' experience in a city store. Speak German. Eighteen years old. Address No. 454, care Michigan Tradesman. 454

WANTED—POSITION FOR A YOUNG MAN who has been in my employ as clothing and furnishing goods salesman for the past year. Can give him best of recommendation, and allow him to go only because of a necessary change in business. Any retailer needing his services should address "Merchant," care Michigan Tradesman and same will be forwarded to me his present employer. 453

WANTED—SITUATION BY REGISTERED pharmacist in a drug or drug and general store. Sixteen years' experience in pharmacy. Best of references. Address A. D. C., Box 37, North Muskegon, Mich. 445

MISCELLANEOUS.

WANTED—REGISTERED ASSISTANT pharmacist who is experienced not only in his profession but also in groceries and provisions. Must be a married man and able to speak German or Swede, in connection with English. Wages moderate, but steady employment to the right man. A. Mulholland, Jr., Astoria, Mich. 436

DO YOU USE COUPON BOOKS? IF SO, DO you buy of the largest manufacturers in the United States? If you do, you are customers of the Tradesman Company, Grand Rapids. 435

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

FOR SALE—ABOUT 100 POUNDS OF NON-pareil type, well assorted as to figures, fractions and leaders. Just the thing for a country paper for use in tax sales and general work. Laid in two cases. Will sell for 25 cents per pound and \$1 per pair for cases. Tradesman Company, Grand Rapids, Mich. 359

WE HAVE VERY FINE RED GUM TIM-ber and want to contract with consumer to saw and pile 100,000 to 1,000,000 feet. E. M. Ford Land & Timber Co., Gilmore, Ark. 401

FOR SALE—BEST RESIDENCE LOT IN Grand Rapids, 7x175 feet, beautifully shaded with native oaks, situated in good residence locality, only 200 feet from electric street car line. Will sell for \$2,500 cash, or part cash, payments to suit. E. A. Stowe, 100 Louis St. 354

WANTED—MAN FROM 20 TO 30 YEARS of age to canvass for wood working specialties. Must have had traveling or mechanical experience, both preferred. Address, stating reference and experience, B. B. care of Carrier No. 17, Grand Rapids. 421

FOR SALE—NEARLY NEW YOST TYPE-writer. Reason for selling, we use a Bar-Lock and consider it superior in every respect. Tradesman Company, 100 Louis street. 370

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

WANTED—TWO SALESMEN TO SELL soda for DeLand & Co., of Fairport, N. Y., in Kansas and Missouri. Good references required from parties who can sell goods. Apply to A. F. Penke, State Agent, Jackson, Mich. 455

Was It Blackmail or Bluff?

WHAT DID GOOSSEN WANT?

\$200 IN SPOT CASH OR BULK YEAST.

Was This Goossen's Reason for Keeping Up the Agitation of the Bulk Yeast Question?

He Was Willing to Cease the Agitation for a Cash Consideration.

Failing to Secure \$200, He Arranged to Handle Bulk Yeast

The following Affidavit is self-explanatory:

STATE OF ILLINOIS } ss.
County of Cook }

F. W. Schwartz, being duly sworn, deposes and says as follows: That he is the Manager of the Fermentum Compressed Yeast, doing business in the city of Chicago, county of Cook and State of Illinois aforesaid. That the character of his business compels him to make frequent visits to Grand Rapids, Michigan, and that on the occasion of one of said visits, he called upon Martin C. Goossen, doing business as a grocer at 149 Monroe street, on which occasion said Goossen importuned said deponent to pay him the sum of \$200 spot cash, in which case said Goossen promised said deponent he would cease agitating the matter of bulk yeast in the Grand Rapids market and agree to disband the association of retail grocers formed for the purpose of handling bulk yeast, which proposition was promptly declined. FRANK W. SCHWARTZ.

STATE OF ILLINOIS } ss.
County of Cook }

On this fourth day of February, in the year one thousand eight hundred and ninety-two, before me, the subscriber, a notary public in and for said county, personally appeared F. W. Schwartz, to me known to be the same person described in and who executed the above instrument, who acknowledged the same to be his free act and deed. OLIVER D. STEELE, Notary Public.

HARVEY & HEYSTEK,

JOBBER IN

Wall Paper, Window Shades and Picture Mouldings.

We are the only Jobbers in Western Michigan, and sell at Factory Prices.

We make a specialty of Store Shades.

75 & 77 Monroe St.—Warehouse, 81 & 83 Campau St., Grand Rapids.

HERCULES POWDER



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FOR

DESCRIPTIVE
PAMPHLET.

Stamp before a blast. 1 Fragment after a blast.

STRONGEST and SAFEST EXPLOSIVE

Known to the Arts.

POWDER, FUSE, CAPS,
Electric Mining Goods.HERCULES,
THE GREAT STUMP AND ROCK
ANNIHILATOR.AND ALL TOOLS FOR STUMP BLASTING,
FOR SALE BY THE
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Regular Meetings—First Wednesday evening of March, June, September and December.

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President, N. Miller; Secretary, A. T. Wheeler.

Syrup of Bromide of Iron.

The editor of the *American Druggist* calls attention to the danger of making this preparation. Suggesting a change in the present pharmacopoeial method, he states:

The main object is to keep down the violence of the reaction and to avoid loss of bromine. This is chiefly accomplished by properly cooling the flask during the operation. It is better, also, not to use too fine an iron wire, but a coarser wire, so that less surface is exposed to the bromine. Wire of about the size of knitting needles may thus be used. But if the fine piano wire be employed, great care must be taken to add the bromine in small portions at a time, and to allow the violence, if any, of the reaction to subside before adding more. A most useful feature is the insertion into the neck of the flask (in which the operation is carried on) of a long test tube, a little less in diameter than the neck of the flask, and the mouth of which is closed with a stopper carrying two tubes, one reaching to the bottom of the test tube, the other terminating directly under the stopper. A current of cold water is made to traverse the test tube, and this acts as an efficient condenser to prevent the escape of any, or at least of more than traces of, vapor of bromine.

The official directions should, therefore, be altered so as to read (U. S. Pharm., p. 322): Introduce the iron into a flask of thin glass of suitable capacity, add to it 200 parts of distilled water, and afterwards a small quantity (about 2 c.c.) of the bromine contained in a glass-stoppered funnel or burette. Insert a stopper closely into the mouth of the flask, and gently agitate the contents until the bromine has combined with the iron. Repeat the addition of bromine in small quantities at a time, agitating gently after each addition, and, if necessary, moderating the reaction by cooling the flask with cold water. After all the bromine has been added and no further spontaneous increase of temperature is observed, apply heat to the contents of the flask until they have lost the odor of bromine and acquired a greenish color. Then filter into the sugar, and continue as directed in the U. S. Pharm.

Medicated Syrups.

A few practical hints in regard to making medicated syrups may prove acceptable. Many of them are now made with fluid extracts. In the first place, get the best fluid extracts in the market, add the correct quantity to the water, or whatever menstruum may be used, then filter clear; in the filtrate dissolve the sugar, either by agitation or by means of a water-bath, and strain. A nice clear syrup is the result. In making syrup of ipecac or syrup of senega, it is a good plan to heat the simple syrup before adding the fluid extract, and to clarify with a little isinglass before the medicated syrup is strained.

The tendency of syrups to fermentation is a source of great annoyance. They should be properly made, with sufficient sugar to form a good body, and then kept in as cool a place as possible. The

process of fermentation can be prevented, or greatly retarded, by the addition of from one to two drachms of sulphate of lime to each gallon of syrup. Fermented or "changed" syrups should never be dispensed.

Impurities in Leaf-Silver.

The commercial leaf-silver is generally contaminated with tin, copper, lead, or bismuth, and it is advisable to test this article, even if claimed to be chemically pure, before using for silvering pills. The leaf-silver must be completely soluble in pure nitric acid. A white, insoluble sediment indicates tin; a bluish coloration, especially after addition of ammonia, indicates copper. If a white turbidity in the diluted solution is produced on addition of diluted sulphuric acid, lead is present, and a white turbidity produced by adding a slight excess of ammonia indicates bismuth.

The Drug Market.

Gum opium is lower. Morphia is unchanged. Ergot has declined. Alcohol is lower. German quinine has declined. Salicine is lower. Turpentine has declined.

The Farm as a Business Enterprise.

There never was a time in the history of agriculture when the application of strict business principles to farming operations was more necessary than it is to-day. In the earlier days of farming the investment was mainly in labor. The farming implements were few, crude and many of them home-made. Very little mechanical skill was necessary in conducting the work of the farm, and the man who had the best muscles and most endurance, as a rule, got the best results from his farm. It is quite different in this day of the sulky plow, the riding cultivator, self-binder, the steam thrasher, the cream separator and the many other ingenious and labor-saving appliances. Muscles are now at a discount and brains at a premium. The farm that is fully equipped with modern machinery is a manufactory, and it should be conducted on the same business principles that govern every well-conducted manufacturing enterprise. A manufacturer of plows, attempting to conduct his affairs in the haphazard way in which the average farmer manages the business affairs of his farm, would soon go to the wall. He must know to a cent the cost of everything that is used in the manufacture of his goods, and a reliable system of book-keeping is absolutely necessary. The farmer who desires to reach the highest possibilities in the results of his farm must be equally as business-like in his methods. Farm book-keeping in the future will be as important a department of accounts as bank book-keeping, and the farmer who is not a good business man will not be a good farmer. A. S. M.

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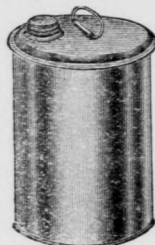
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Wholesale Price Current.

Declined—Gum opium, ergot, German quinine, salacine, turpentine, alcohol.

ACIDUM.		TINCTURES.		Soda, Potash, De. V. Oes.		Red Venetian.	
Aceticum	80 10	Aconitum Napellis R.	60	Co	22 00	Soda Boras, (po. 12)	12 35
Benzotium German.	60 10	" F.	50	Pepsin Liq. N. C., 1/2 gal	22 00	Soda et Potass Tart.	27 30
Boricum	20 30	Aloes	60	doz	22 00	Soda, Bl-Carb.	1 1/2 2
Carbolicum	20 30	" and myrrh.	60	Peps Liq., quarts	21 00	Soda, Ash	3 1/2 4
Citricum	50 10	Arnica	50	pints	21 00	Soda, Sulphas.	2 2
Hydrochlor	30 5	Asafetida	50	Pil Hydragr., (po. 80)	2 50	Spts. Ether Co	50 55
Nitrosum	10 12	Atrope Belladonna.	60	Piper Nigra, (po. 22)	2 50	" Myrcia Dom.	22 25
Oxalicum	10 12	Benzoin	60	Piper Alba, (po 55)	2 3	" Myrcia Imp.	23 00
Phosphoricum dil.	20	" Co.	50	Pix Burgun.	7	" Vinl Rect. bbl.	2 14 22 24
Salicylicum	1 30 10	Sanguinaria	50	Plumbi Ipecac.	14 15	Less 5c gal, cash ten days.	
Sulphuricum	1 10 10	Barosma	50	Pulvis Ipecac et opil.	10 21 30	Strychnia Crystal.	21 30
Tannicum	1 40 10	Cantharides	75	Pyrethrum, boxes H	21 25	Sulphur, Subl.	3 2 4
Tartaricum	30 35	Capicum	50	& P. D. Co., doz	21 25	" Roll	2 1/2 3 1/2
AMMONIA.		Ca damon.	75	Pyrethrum, pv.	30 35	Tamarinds	80 10
Aqua, 16 deg.	3 1/2 5	" Co.	75	Quassia	80 10	Terebenth Venice	25 30
" 20 deg.	5 1/2 7	Castor	1 00	Quinia, S. P. & W.	31 35	Theobromae	38 2 43
Carbonas	13 14	Catechu	50	" S. German.	22 30	Vanilla.	9 00 16 00
Chloridum	13 14	Cinchona	50	Rubia Tincturum	12 14	Zinc Sulph.	7 8
ANILINE.		" Co.	60	Saccharum Lactis pv.	28	OILS.	
Black	2 00 25	Columbia	50	Salacin	1 00 22 00	Whale, winter	Bbl. Gal
Brown	80 60 10	Conium	50	Sanguis Draconis	40 50	Lard, extra	70 70
Red	45 50	Cubeba	50	Sapo, W	12 14	Lard, No. 1	45 50
Yellow	2 50 30 00	Digitalis	50	" M	10 12	Linseed, pure raw	38 41
BACCÆ.		Ergot	50	" G	15	VARNISHES.	
Cubæa (po. 90)	90 10 10	Gentian	50			No. 1 Turp Coach	1 10 21 20
Juniperus	80 10	Guaiaca	50			Extra Turp.	160 1 70
Xanthoxylum	25 30	" ammon.	60			Coach Body	2 75 3 00
BALSAMUM.		Zingiber	50			No. 1 Turp Furn	1 00 21 10
Copaiba	50 55	Hyoscyamus	50			Eutra Turk Damar	1 55 21 60
Peru	21 30	Iodine	75			Japan Dryer, No. 1	70 75
Terabin, Canada	35 40	" Colorless	75				
Tolutan	35 50	Ferri Chloridum	35				
CORTEX.		Kino	50				
Abies, Canadian	18	Lobelia	50				
Cassia	11	Myrrh	50				
Cinchona Flava	18	Nux Vomica	50				
Euonymus atropurp.	30	Opil	85				
Myrica Cerifera, po.	20	" Camphorated	50				
Prunus Virgin.	12	" Deodor.	2 00				
Quillaja, grd.	14	Aurant Cortex	50				
Sassafras	14	Quassia	50				
Ulmus Po (Ground 12)	10	Rhatany	50				
EXTRACTUM.		Rhei	50				
Glycyrrhiza Glabra	24 25	Cassia Acutifol.	50				
" po.	33 35	" Co.	50				
Haematox, 15 lb. box	11 12	Serpentaria	50				
" 18	13 14	Stromonium	60				
" 1/4 lb.	14 15	Tolutan	60				
" 1/2 lb.	16 17	Valerian	50				
FERRUM.		Veratrum Veride	50				
Carbonate Precip.	15	MISCELLANEOUS.					
Citrate and Quinia	23 50	Ether, Spts Nit, 3 F.	20 28				
Citrate Soluble	80	" 4 F.	30 32				
Ferrocyanidum Sol.	50	Alumen	24 30				
Solut Chloride	15	" ground, (po.	30 40				
Sulphate, com'l	1 1/2 2 7	Annatto	55 60				
" pure.	7	Antimoni, po.	40 5				
FLORA.		" et Potass T.	55 60				
Arnica	32 25	Antipyrin	1 40				
Anthemides	25 30	Antifebrin	25				
Matricaria	25 30	Argent Nitras, ounce	64				
FOLIA.		Arsenicum	50 7				
Barosma	20 75	Balm Gilead Bud.	38 40				
Cassia Acutifol, Tin-	25 28	Bismuth S. N.	2 10 20				
nively	35 50	Calcium Chlor, 18, (1/4	9				
" Aiz.	35 50	11; 1/2, 12)	9				
Salvia officinalis, 1/2	12 15	Cantharides Russian,	10 20				
and 1/4	80 10	po	21 20				
Ura Ursi	80 10	Capelci Fructus, af.	20				
GUMMI.		" po.	25				
Acacia, 1st picked	80	" B po.	20				
" 2d	55	Caryophyllus, (po. 15)	12 13				
" 3d	40	Carmine, No. 40	23 75				
" sifted sorts.	25	Cera Alba, S. & F.	50 55				
" po.	60 80	Cera Flava	35 40				
Aloe, Barb, (po. 60)	50 60	Coccus	40				
" Cape, (po. 30)	12	Cassia Fructus	22				
Socotri, (po. 60)	50	Centaria	10				
Catechu, 18, (1/4, 14 1/4,	1	Cetaceum	40				
16)	1	Chloroform	60 63				
Ammoniac	55 60	" squibbs	1 25				
Assafetida, (po. 35)	35 40	Chloral Hyd Crst.	1 25 1 50				
Benzolium	50 53	Chondrus	20 25				
Camphora	50 53	Cinchonidine, P. & W	15 20				
Emphoribum po	35 40	" German	3 12				
Galbanum	23 50	Corks, list, dis. per	60				
Gamboge, po.	72 75	cent	20				
Guaiacum, (po. 30)	25	Crota (bbl. 75)	2				
Kino, (po. 25)	20	" prep.	50 55				
Mastic	80	" precp.	90 11				
Myrrh, (po. 45)	40	" Rubra	8				
Opil, (po. 3 00)	1 85 1 95	Crocus	30 35				
Shellac	25 35	Cudbear	24				
" bleached	30 35	Cupri Sulph	5 6				
Tragacanth	30 35	Dextrine	10 12				
HERBA—In ounce packages.		Ether Sulph	68 70				
Absinthium	25	Emery, all numbers	6				
Eupatorium	20	Ergota, (po.) 85	70 75				
Lobelia	25	Flake White	12 15				
Majorum	25	Galla	23				
Mentha Piperita	23	Gambler	7 8				
" Vir.	25	Gelatn, Cooper	70				
Rue	30	" French	40 60				
Tanacetum, V.	22	Glassware flint, 75 and 2 1/2	15				
Thymus, V.	25	by box 70	15				
MAGNESIA.		Glue, Brown	90 15				
Calcined, Pat.	55 60	" White	130 25				
Carbonate, Pat.	20 22	Glycerina	15 20				
Carbonate, E. & M.	20 25	Grana Paradisi	22				
Carbonate, Jennings	35 36	Humulus	25 35				
OLEUM.		Hydrag Chlor Mite	90				
Absinthium	3 50 4 00	" Cor	80				
Amygdalae, Dulc.	45 75	" Ox Rubrum	21 10				
Amygdalae, Amarae	8 00 25 25	" Ammoniat.	21 10				
Anisi	1 75 1 80	" Unguentum	45 55				
Aurant Cortex	3 00 25 25	Hydragrum	70				
Bergamit	3 75 4 00	Ichthyobolla, Am.	1 25 1 50				
Capitum	65 75	Indigo	75 100				
Caryophylli	75 80	Iodine, Resubi.	3 75 3 85				
Cedar	35 40	Iodoform	24 70				
Chenopodi	60 65	Lupulin	35 40				
Cinnamoni	1 20 21 25	Lycopodium	55 60				
Citronella	45	Macle	75 80				
Conium Mac.	35 65	Liquor Arsen et Hy	27				
Copaiba	1 10 21 20	drag Iod.	27				
		Liquor Potass Arsenitis	10 12				
		Magnesia, Sulph (bbl	20 3				
		1 1/4)	35				
		Manna, S. F.	32 35				

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Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

Morphia, S. P. & W.	1 80 2 05	Selditz Mixture	24
S. N. Y. Q. &	1 70 1 85	Sinapis	18
C. Co	1 70 1 85	" opt.	30
Moechus Canton	40	Snuff, Maccaboy, De	35
Myristica, No. 1	70 75	Voes	35
Nux Vomica, (po. 20)	10	Snuff Scotch, De. Voes	35
Os. Sepia	18 20	Soda Boras, (po. 12)	11 12
Pepsin Saac, H. & P. D.	18 20	Soda et Potass Tart.	27 30
Co	22 00	Soda Carb.	1 1/2 2
Picis Liq. N. C., 1/2 gal	22 00	Soda, Bi Carb.	2
doz	22 00	Soda, Ash	3 1/2 4
Picis Liq., quarts	21 00	Soda, Sulphas.	2
" pints	21 00	Spts. Ether Co	50 55
Pil Hydrag, (po. 80)	21 00	" Myrcia Dom.	22 25
Piper Nigra, (po. 22)	21 00	" Myrcia Imp.	23 00
Piper Alba, (po. 65)	21 00	" Vin Rect. bbl.	2 14 2 24
Pix Burgun	7	Less 50 gal, cash ten days	21 30
Plumbi Acet	14 15	Strychnia Crystal	21 30
Pulvis Ipecac et opil.	1 10 21 20	Sulphur, Subl.	3 4
Pyrethrum, boxes H	21 25	" Roll	2 1/2 3 1/2
" P. D. Co., doz	30 35	Tamarinds	80 10
Pyrethrum, pv.	80 10	Quassia	28 30
Quassia	31 35	Theobromae	38 43
Quinia, S. P. & W.	22 30	Vanilla	9 00 16 00
Rosa, S. German	12 14	Zinc Sulph.	7 8
Rubia Tincturum	12 14	OILS.	
Saccharum Lactis pv.	1 00 21 20	Whale, winter	Bbl. Gal
Salacin	40 50	Lard, extra	55 60
Sanguis Draconis	12 14	Lard, No. 1	45 50
Sapo, W.	12 14	Linseed, pure raw	38 41
" M	10 12		
" G	15		

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GRAND RAPIDS, MICH.

Grocery Price Current.

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

APPLE BUTTER		Salmon.		CHEESE.	
40 lb. pails	5	Columbia River, flat	1 85	Amboy	@
20 lb. pails	5 1/2	" " tall	1 75	Herkimer	@ 13
Mason's, 10, 20 or 30 lbs	6	Alaska, 1 lb.	1 45	Riverside	@
" 5 lb.	7	" 2 lb.	2 10	Allegan	@
AXLE GREASE.		Sardines.		Skim	@ 10
Graphite		American 1/2	4 1/2 @ 5	Edam	@ 10
1/2 gr. cases, per gr.	88 50	Imported 1/2	6 1/2 @ 7	Limburger	@ 10
12 1/2 lb. pails, per doz	7 50	" 1/2	11 @ 12	Pineapple	@ 25
25 lb.	12 00	Mustard 1/2	13 @ 14	Roquefort	@ 35
100 lb. kegs, per lb.	4	Boneless	7 @ 9	Sap Sago	@ 22
250 lb. 1/2 bbls., per lb.	3 1/2	Brook, 3 lb.	2 50	Schwitzer, imported	@ 30
400 lb. bbls., per lb.	3 1/2	FRUITS.		" domestic	@ 15
Badger.		Apples.		CATSUP.	
gr. cases, per gr.	86 50	Live oak	2 25	Half pint, common	80
1/2 lb. pails, per doz	7 40	Santa Cruz	2 00	Pint	1 40
1 lb.	10 50	Lusk's	2 50	Quart	1 50
100 lb. kegs, per lb.	3 1/2	Overland	1 90	Half pint, fancy	1 50
50 lb. 1/2 bbls., per lb.	3 1/2	B. & W.	90	Pint	2 00
400 lb. bbls., per lb.	3 1/2	Blackberries	90	Quart	3 00
BAKING POWDER.		Cherries	1 20	CLOTHES PINS.	
Acme		Red	1 20	5 gross boxes	40
1/2 lb. cans, 3 doz	45	Pitted Hamburg	1 75	COCOA SHELLS.	
1 lb.	85	White	1 20	3 1/2 bags	@ 3
Bulk	1 00	Erie	1 20	Less quantity	@ 3 1/2
Artic.		Damsons, Egg Plums and Green	1 20	Pound packages	6 1/2 @ 7
1/2 lb. cans	60	Gages	@ 1 25	COFFEE.	
1 lb.	1 20	California	1 70	Green	
5 lb.	9 60	Gooseberries	1 10	Rio	
Cook's Favorite.		Common	1 10	Fair	16
100 1/2 lb. cans	12 00	Peaches	1 10	Good	17
(31 pieces colored glass)		Pie	1 10	Prime	18
100 1/2 lb. cans	12 00	Maxwell	1 50	Peaberry	20
(11 pieces of crystal glass)		Shepard's	1 30	Mexican and Guatemala.	
100 1/2 lb. cans	12 00	California	2 25	Fair	20
(106 hdl cups and saucers)		Monitor	1 35	Good	21
2 doz 1 lb. cans	9 60	Oxford	1 25	Fancy	23
(tandard pitcher with each can)		Pears.		Maracaibo.	
Dr. Price's		Domestic	1 25	Prime	19
per doz		Riverside	2 10	Milled	20
Dime cans	90	Pineapples.		Java.	
4-oz	1 33	Common	1 30	Interior	25
5-oz	1 90	Johnson's sliced	2 50	Private Growth	27
8-oz	2 47	" grated	2 75	Mandehling	28
12-oz	3 75	Quinces	1 10	Mocha.	
16-oz	4 75	Common	1 10	Imitation	23
2 1/2 lb.	11 40	Raspberries	1 30	Arabian	26
4 lb.	18 25	Red	1 30	ROASTED.	
5 lb.	21 60	Black Hamburg	1 50	To ascertain cost of roasted	
10 lb.	41 80	Erie black	1 40	coffee, add 1/2 c. per lb. for roasting	
6 oz cans, 4 doz		Lawrence	1	and 15 per cent. for shrinkage.	
9 "	1 20	Hamburg	2 25	PACKAGE.	
16 " 2 doz	2 00	Erie	1 35	Arbuckle's Ariosa	19 80
2 dozen in case.		Terrapin	1 35	McLaughlin's XXXX	19 80
English	90	Whortleberries.		German	19 80
Bristol	70	Common	1 20	Lion, 60 or 100 lb. case	19 80
Domestic	60	F. & W.	1 25	Cabinets	
BLUING.		Blueberries	1 20	containing	
Arctic, 4 oz ovals	4 40	MEATS.		120 1-lb.	
" 8 oz	7 60	Corned beef, Libby's	1 80	packages	
" pints, round	10 50	Roast beef, Armour's	1 75	sold at case	
" No. 2, sifting box	2 75	Potted ham 1/2 lb	1 50	price, with	
" No. 3	4 40	" 1 lb.	1 00	additional	
" No. 5	8 00	" tongue 1/2 lb	1 10	charge of	
" 1 oz ball	4 5	" chicken 1/2 lb	95	90 cents for	
BROOMS.		VEGETABLES.		cabinet.	
No. 2 Hurl	2 00	Beans		EXTRACT.	
No. 1	2 25	Hamburg stringless	1 35	Valley City	75
No. 2 Carpet	2 50	French style	2 25	Felix	1 15
No. 1	2 75	Limas	1 40	Hummel's foil	1 50
Parlor Gem	3 00	Lima, green	1 30	" tin	2 50
Common Whisk	1 00	" soaked	80	CHICORY.	
Fancy	1 20	Lewis Boston Baked	1 35	Bulk	4 1/2
Mill	2 25	Bay State Baked	1 35	Red	7
Warehouse	3 00	World's Fair	1 35	CLOTHES LINES.	
BRUSHES.		Corn.		Cotton, 40 ft.	per doz. 1 25
Stave, No. 1	1 25	Hamburg	1 25	" 50 ft.	1 40
" 10	1 50	Livingston	1 25	" 60 ft.	1 60
" 15	1 75	Purity	1 40	" 80 ft.	1 75
Rice Root Scrub, 2 row	85	Honey Dew	1 50	" 90 ft.	1 90
Rice Root Scrub, 3 row	1 25	Morning Glory	1 10	Jute	60 ft. 20
Palmetto, goose	1 50	Pees		" 72 ft.	1 00
BUCKWHEAT FLOUR.		Hamburg marofat	1 35	COUPON BOOKS.	
Rising Sun	5 0	Champion Eng.	1 50	"Trademan."	
Self Rising, case	5 10	Hamburg petit pois	1 75	No. 1, per hundred	2 00
CANDLES.		" fancy sifted	1 90	No. 2, " "	2 50
Hotel, 40 lb. boxes	10	Soaked	65	No. 3, " "	3 00
Star, 40	9	Harris standard	75	No. 4, " "	3 00
Paraffine	10 1/2	Van Camp's Marofat	1 10	No. 5, " "	4 00
Wicking	25	Early June	1 30	No. 6, " "	5 00
CANNED GOODS.		Archer's Early Blossom	1 35	"Superior."	
FISH.		French	1 80	No. 1, per hundred	2 50
Clams		Mushrooms.		No. 2, " "	3 00
Little Neck, 1 lb.	1 10	French	162 18	No. 3, " "	3 50
" 2 lb.	1 90	Pumpkin	95	No. 4, " "	4 00
Clam Chowder.		Squash.		No. 5, " "	5 00
Standard, 3 lb.	2 00	Hubbard	1 20	COUPON BOOKS.	
Cove Oysters.		Succotash.		"Trademan."	
Standard, 1 lb.	90	Hamburg	1 40	No. 1, per hundred	2 00
" 2 lb.	1 70	Soaked	80	No. 2, " "	2 50
Lobsters.		Honey Dew	1 60	No. 3, " "	3 00
Star, 1 lb.	2 50	Tomatoes.		No. 4, " "	3 00
" 2 lb.	3 50	Excelsior	1 00	No. 5, " "	4 00
Picnic, 1 lb.	2 00	Eclipse	1 10	No. 6, " "	5 00
" 2 lb.	3 00	Hamburg	1 30	COUPON BOOKS.	
Mackerel.		Gallon	2 50	"Superior."	
Standard, 1 lb.	1 30	CHOCOLATE-BAKER'S.		No. 1, per hundred	2 50
" 2 lb.	2 25	German Sweet	35	No. 2, " "	3 00
Mustard, 3 lb.	3 00	Premium	35	No. 3, " "	3 50
Tomato Sauce, 3 lb.	3 00	Pure	35	No. 4, " "	4 00
Soused, 3 lb.	3 00	Breakfast Cocoa	40	No. 5, " "	5 00



"Universal."

\$1. per hundred. \$3 00
\$2. " " 3 50
\$3. " " 4 00
\$4. " " 4 50
\$5. " " 5 00
\$6. " " 5 50
\$7. " " 6 00
\$8. " " 6 50
\$9. " " 7 00
\$10. " " 7 50

Above prices on coupon books are subject to the following quantity discounts:
200 or over. 5 per cent.
500 " 10 " " 1000 " 20 " "

COUPON PASS BOOKS.
(Can be made to represent any denomination from \$10 down.)
20 books. \$1 00
50 " 2 00
100 " 3 00
250 " 6 25
500 " 10 00
1000 " 17 50

CONDENSED MILK.
4 doz. in case.
Eagle 7 40
Crown 6 25
Genuine Swiss 8 00
American Swiss 7 00

CRACKERS.
Butter.
Seymour XXX, cartoon 6
Seymour XXX, cartoon 6 1/2
Family XXX 6
Family XXX, cartoon 6 1/2
Salted XXX 6
Salted XXX, cartoon 6 1/2
Kenosha 7 1/2
Boston 8
Butter biscuit 6 1/2

Soda.
Soda, XXX 6
Soda, City 7 1/2
Soda, Duchess 8 1/2
Crystal Wafer 10
Reception Flakes 10
Oyster.
S. Oyster XXX 6
City Oyster, XXX 6
Farina Oyster 6
CREAM TARTAR.
Strictly pure 30
Telfer's Absolute 35
Grocers' 10 @ 15

DRIED FRUITS.
Domestic.
APPLES.
Sundried, sliced in bbls. 5
" quartered " 5
Evaporated, 50 lb. boxes @ 7
APRICOTS.
California in bags 8
Evaporated in boxes. 8 1/2
BLACKBERRIES.
In boxes 4 1/2

NECTARINES.
70 lb. bags 7 1/2
25 lb. boxes @ 9 1/2
PEACHES.
Peeled, in boxes 12
Cal. evap. 8
" in bags @ 7 1/2
California in bags @ 7
PITTED CHERRIES.
Barrels 11
50 lb. boxes 11 1/2
25 " 12

PRUNELLES.
30 lb. boxes 12 1/2
RASPBERRIES.
In barrels 17
50 lb. boxes 17 1/2
25 lb. 18

Foreign.
Currants.
Patras, in barrels @ 4
" in 1/2-bbls @ 4 1/2
" in less quantity @ 4 1/2
PEEL.
Citron, Leghorn, 25 lb. boxes 21
Lemon " 25 " 10
Orange " 25 " 11

RAISINS.
Domestic.
London layers, 2 crown 1 40
" 5 " 1 65
" fancy 1 85
Loose Muscatels, boxes 1 25
70 lb bags @ 5 1/2
Foreign.
Ondura, 29 lb. boxes 7 1/2 @ 7 1/2
Sultana, 20 " 11 @ 12
Valencia, 20 " 6 1/2 @ 6 1/2

PRUNES.
Bosnia 8
California, 90x100 25 lb. bxs. 8
" 80x90 " 8 1/2
" 70x80 " 9
" 60x70 " 9 1/2
Turkey 6 @ 6 1/2
Silver 11

ENVELOPES.
XX rag, white.
No. 1, 6 1/2 \$1 75
No. 2, 6 1/2 1 60
No. 1, 6 1/2 1 65
No. 2, 6 1/2 1 50
No. 1, 6 1/2 1 35
No. 2, 6 1/2 1 25
6 1/2 Manilla, white. 1 00
6 1/2 " 95
Coin. 1 00
Mill No. 4. 1 00

FARINACEOUS GOODS.

Farina.
100 lb. kegs. 4
Hominy.
Barrels 3 75
Grits 4 25
Lima Beans.
Dried 4
Maccaroni and Vermicelli.
Domestic, 12 lb. box 55
Imported 10 1/2 @ 11 1/2
Pearl Barley.
Kegs. 3 @ 4

Peas.
Green, bu. 1 10
Split, bbl 5 00
Sago.
German 4 1/2
East India 5 1/2
Wheat.
Cracked 5
FISH-SALT.
Bloaters.
Yarmouth. 1 10
Cod.
Pollock 3 1/2
Whole, Grand Bank 6 @ 6 1/2
Boneless, bricks 7 1/2 @ 8
Boneless, strips 7 1/2 @ 8
Halibut.
Smoked 12

Herring.
Scaled 18 @ 20
Holland, bbls. 11 00
" kegs 85
Round shore, 1/2 bbl. 3 25
" 1/4 bbl. 1 35
Mackerel.
No. 1, 1/2 bbls, 90 lbs. 11 00
No. 1, kits, 10 lbs. 1 25
Family, 1/2 bbls, 100 lbs. 5 50
" kits, 10 lbs. 75
Russian, kegs. 45
Trout.
No. 1, 1/2 bbls, 100 lbs. 6 50
No. 1, kits, 10 lbs. 90
Whitefish.
No. 1, 1/2 bbls, 100 lbs. 8 00
No. 1, kits, 10 lbs. 1 10
Family, 1/2 bbls, 100 lbs. 3 30
" kits 10 lbs. 50

PLAYORING EXTRACTS.
Jennings' D. C.
Lemon, Vanilla
2 oz folding box 75 1 25
3 oz " 1 00 1 50
4 oz " 1 50 2 00
6 oz " 2 00 3 00
8 oz " 3 00 4 00
GUN POWDER.
Kegs 5 50
Half kegs 3 00
HERBS.
Sage 15
Hops 25
INDIGO.
Madras, 5 lb. boxes 55
S. F., 2, 3 and 5 lb. boxes. 50
JELLY.
Chicago goods @ 3
Mason's, 10, 20 and 30 lbs. 6
" 5 lb. 7
LICORICE.
Pure 30
Calabria 25
Sicily 18
LYE.
Condensed, 2 doz. 1 25
4 doz. 2 25
MATCHES.
No. 9 sulphur 1 25
Anchor parlor 1 70
No. 2 home 1 10
Export parlor 4 00
MINCE MEAT

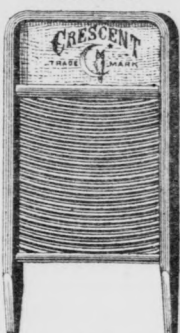
ROLLED OATS.
Barrels 180. @ 4 40
Half bbls 90. @ 2 30
PICKLES.
Medium.
Barrels, 1,300 count. \$3 50
Half barrels, 600 count. 2 60
Small.
Barrels, 2,400 count. 4 50
Half barrels, 1,200 count. 2 50
PIPES.
Clay, No. 216. 1 75
" T. D. full count. 75
Cob, No. 3. 1 25
POTASH.
48 cans in case.
Babbitt's 4 00
Penna Salt Co.'s. 3 25
ROOT BEER.
Williams, per doz. 1 75
" 3 doz. case. 5 00
RICE.
Domestic.
Carolina head. 7
No. 1. 6
" No. 2. @ 5
Broken.
Imported.
Japan, No. 1. 6
" No. 2. 5 1/2
Java. 5
Patna. 5
SAUERKRAUT.
Silver Thread, bbl. \$4 00
" 1/2 bbl. 2 50

SPICES.
Whole Sifted.
Allspice 10
Cassia, China in mats. 8
" Batavia in bund. 15
" Saigon in rolls. 35
Cloves, Amboy. 25
Zanzibar. 13
Mace Batavia. 80
Nutmegs, fancy. 80
" No. 1. 75
" No. 2. 65
Pepper, Singapore, black. 15
" white. 25
" shot. 19
Pure Ground in Bulk.
Allspice 15
Cassia, Batavia. 20
" " and Saigon. 25
" Saigon. 35
Cloves, Amboy. 30
Zanzibar. 20
Ginger, African. 15
" Cochin. 18
" Jamaica. 30
Mace Batavia. 80
Mustard, Eng. and Trieste. 25
" Trieste. 27
Nutmegs, No. 2. 65
Pepper, Singapore, black. 20
" white. 30
" Cayenne. 25
Sage. 20
" Absolute" in Packages.

SEEDS.
Anise @ 12 1/2
Canary, Smyrna. 3 1/2
Caraway 8
Cardamon, Malabar. 90
Hemp, Russian. 4 1/2
Mixed Bird 4 1/2 @ 5 1/2
Mustard, white 6
Poppy 9
Rape 6
Cuttle bone 30
STARCH.
Corn.
20-lb boxes 6 1/2
40-lb " 6 1/2
Gloss.
1-lb packages 6
3-lb " 6
6-lb " 6 1/2
40 and 50 lb. boxes. 4 1/2
Barrels 1 1/2
SNUFF.
Scotch, in bladders. 37
Maccaboy, in jars. 35
French Rappee, in Jars. 43
SODA.
Boxes 5 1/2
Kegs, English. 4 1/2
SAL SODA.
Kegs 1 1/2
Granulated, boxes 1 1/2
SALT
100 3-lb. sacks. \$2 25
60 5-lb. " 2 00
25 10-lb. sacks. 1 85
20 14-lb. " 2 25
24 3-lb. cases 1 50
56 lb. dairy in linen bags. 50
28 lb. " drill " 18
Warsaw.
56 lb. dairy in drill bags. 35
28 lb. " " 18
Ashton.
Higgins.
56 lb. dairy in linen sacks. 75

NEW ENGLAND
MINCE MEAT
T. E. DOUGHERTY,
CHICAGO, ILL. & PORT ST. LUCIA

3 or 6 doz. in case per doz. 1 00
MEASURES.
Tin, per dozen. \$1 75
1 gallon. 1 40
Half gallon. 70
Quart. 45
Pint. 40
Half pint. 40
Wooden, for vinegar, per doz.
1 gallon 7 00
Half gallon 4 75
Quart 3 75
Pint 2 25
MOLASSES.
Blackstrap. 13 1/2
Sugar house. 13 1/2
Cuba Baking.
Ordinary 16
Porto Rico.
Prime 16
Fancy 20
New Orleans.
Fair 14
Good 17
Extra good. 22
Choice 27
Fancy. 35
One-half barrels, 3c extra
OATMEAL.
Barrels 200. @ 4 40
Half barrels 100. @ 2 30

Solar Rock.		SWEET GOODS.		Scotten's Brands.		WASHEBOARDS.		OYSTERS—Bulk.		DEERSKINS—Per pound	
56 lb. sacks.....	25	Ginger Snaps.....	8	Zeno.....	22			Mediums, per gal.....	\$1 00	Thin and green.....	10
Saginaw and Manistee.		Sugar Creams.....	8	Hiawatha.....	37			Selects.....	1 60	Long gray.....	2 1/2
Common Fine per bbl.....	90	Frosted Creams.....	9	Valley City.....	34			Clams.....	1 25	Gray.....	25
SALERATUS.		Graham Crackers.....	8 1/4	Finzer's Brands.				Shrimps.....	1 15	Red and blue.....	35
Packed 60 lbs. in box.		Oatmeal Crackers.....	8 1/4	Old Honesty.....	4			Scallops.....	1 75		
Church's.....	\$3 30	TEAS.		Jolly Tar.....	32			OYSTERS—Cans.			
DeLand's.....	3 30	Fair.....	@.17	Middleton's Brands.	28			Fairhaven Counts.....	@.35	The Standard Oil Co. quotes	
Dwight's.....	3 30	Good.....	@.20	Here It Is.....	31			F. J. D. Selects.....	@.30	as follows, in barrels, f. o. b.	
Taylor's.....	3 00	Choice.....	@.24	Old Style.....	31			Selects.....	@.23	Grand Rapids:	
SOAP.		Choicest.....	@.32	Jas. G. Butler & Co.'s Brands.				F. J. D.....	@.20	W. W. Headlight, 150	
LAUNDRY.		Dust.....	@.10	Something Good.....	38			Anchor.....	@.18	fire test (old test).....	@.8
Thompson & Chute Brands.		SUN CURED.		Toss Up.....	26			Standards.....	@.16	Water White.....	@.7 1/2
Silver, 100 12 oz.....	\$3 65	Fair.....	@.17	Out of Sight.....	25			Favorites.....	@.14	Naptha.....	@.7
Snow, 100 10 oz.....	5 00	Good.....	@.20	Private Brands.				SHELL GOODS.		Gasoline.....	@.8 1/4
Mono, 100 12 oz.....	3 35	Choice.....	@.24	Sweet Maple.....	30			Oysters, per 100.....	1 2 @.15	Cylinder.....	@.76
German Family, 60 1 lb.....	2 55	Choicest.....	@.32	L. & W.....	25			Clams.....	75 @.10	Engine.....	@.13
" 75 1 lb.....	3 10	Dust.....	@.10	Smoking.						Black, 25 to 30 deg.....	@.7 1/4
Laundry Castle, 75 1 lb.....	3 05	BASKET FIRED.		Bo.....	12 1/2			HIDES, FELTS and FURS		POULTRY.	
Marbled, 75 1 lb.....	3 05	Fair.....	@.18	Colonel's Choice.....	13 1/2			Perkins & Hess pay as fol		Local dealers pay as follows	
Savon Improved, 60 1 lb.....	2 50	Choice.....	@.24	Warpath.....	13			lows:		for dressed fowls:	
Sunflower, 100 10 oz.....	2 75	Choicest.....	@.32	Banner.....	15			Green.....	3 @.4	Spring chickens.....	12 @.13
Olive, 100 10 oz.....	2 50	Dust.....	@.10	King Bee.....	20			Part Cured.....	@.44	Fowl.....	11 @.12
Golden, 80 1 lb.....	3 25	GUNPOWDER.		Kiln Dried.....	17			Full.....	@.5	Turkeys.....	14 @.15
Economical, 30 2 lb.....	2 25	Fair.....	@.18	Nigger Head.....	23			Dry.....	5 @.6	Ducks.....	13 @.14
Standard, 30 2 lb.....	2 35	Choice.....	@.25	Honey Dew.....	24			Kips, green.....	3 @.4	Geese.....	12 @.11
Allen B. Wisley's Brands.		Choicest.....	@.35	Peerless.....	24			" cured.....	@.5	Live Broilers 1 1/2 to 2 lbs	
Old Country, 80 1 lb.....	3 30	Extra choice, wire leaf	@.40	Hob Roy.....	24			Calfskins, green.....	4 @.5	each.....	@.25
Good Cheer, 60 1 lb.....	3 30	UNPOWDER.		Uncle Sam.....	28			Deacon skins.....	10 @.30		
White Borax, 100 1/4 lb.....	3 60	Common to fair.....	@.25	Tom and Jerry.....	30			No. 2 hides 1/2 off.		PAPER & WOODENWARE	
Proctor & Gamble.		Extra fine to finest.....	@.50	Brier.....	30			Shearlings.....	10 @.25	PAPER.	
Concord.....	2 80	Choicest fancy.....	@.75	Yum Yum.....	32			Lambs.....	50 @.15	Straw.....	1 1/4
Ivory, 10 oz.....	6 75	OO LONG.		Red Clover.....	32			Wool.....	20 @.25	Rockfalls.....	2
" 6 oz.....	6 75	Common to fair.....	@.23	Navy.....	32			Unwashed.....	10 @.20	Rag sugar.....	2
Lenox.....	3 65	Superior to fine.....	@.30	Handmade.....	40			MISCELLANEOUS.		Hardware.....	2 1/2
Mottled German.....	3 15	IMPERIAL.		Frog.....	33			Tallow.....	3 1/4 @.4	Bakers.....	2 1/2
Town Talk.....	3 00	Common to fair.....	@.23	GRAINS and FEEDSTUFFS				Grease butter.....	1 @.2	Dry Goods.....	5 1/4 @.25
TOILET.		Superior to fine.....	@.30	WHEAT.				Switches.....	1 1/4 @.2	Jute Manila.....	@.6 1/4
Snow, 100 6 oz.....	3 75	ENGLISH BREAKFAST.		No. 1 White (58 lb. test)	87			Ginseng.....	2 @.02 1/2	Red Express.....	5 1/4
Cocoa Castle, 24 lb.....	3 00	Fair.....	@.18	No. 1 Red (60 lb. test)	87			FURS.		No. 2.....	4 1/4
SCOURING AND POLISHING.		Choice.....	@.24	MEAL.				Outside prices for No. 1 only.		48 Cotton.....	22
Silverine, 100 12 oz.....	3 50	Best.....	@.40	Boiled.....	1 50			Badger.....	50 @.100	Cotton, No. 1.....	18
" 50 12 oz.....	1 40	TOBACCOS.		Granulated.....	1 60			Bear.....	15 @.025	" No. 2.....	16
Sapallo, kitchen, 3 doz.....	2 50	Fine Cut.		FLOUR.				Beaver.....	3 @.007	Pails, No. 1, two-hoop.....	1 35
" hand, 3 doz.....	2 40	Pails unless otherwise noted.		Straight, in sacks.....	4 50			Cat, wild.....	4 @.50	" No. 1, three-hoop.....	1 60
Potash Flakes, 74 10 oz.....	5 00			Patent " sacks.....	5 50			" house.....	10 @.25	Clothespins, 5 gr. boxes.....	50
SUGAR.				Graham " barrels.....	5 60			Fisher.....	4 @.006	Bowls, 11 inch.....	1 00
Cut Leaf.....	@.54			Rye " sacks.....	2 15			Fox, red.....	1 @.001	" 13 ".....	1 25
Cubes.....	@.48			MILLSTUFFS.				" cross.....	3 @.0075	" 15 ".....	2 00
Powdered.....	@.41			Bran.....	16 00			" grey.....	2 @.003	" 17 ".....	2 75
Granulated.....	@.45			Screenings.....	12 00			Lynx.....	2 @.003	assorted.....	2 50
Confectioners' A.....	@.44			Middlings.....	16 00			Martin, dark.....	1 @.003	" 15s, 17s and 19s	2 75
Soft A.....	@.40			Mixed Feed.....	17 00			" pale & yellow.....	5 @.001	Baskets, market.....	35
White Extra C.....	@.48			Coarse meal.....	16 25			Mink, dark.....	4 @.001	" shipping bushel.....	1 25
Extra C.....	@.40			CORN.				Muskat.....	6 @.0015	" full hoop.....	1 30
C.....	@.36			Car lots.....	44			Opposum.....	15 @.003	" bushel.....	1 50
Yellow.....	@.34			Less than car lots.....	46			Otter, dark.....	5 @.0008	" willow cl'ns, No. 1.....	5 75
Less than bbls. 1/4 advance	@.34			OATS.				Raccoon.....	25 @.0075	" " No. 2.....	6 25
STRUPS.				Car lots.....	34			Skunk.....	1 @.0012	" " No. 3.....	7 25
Corn.....				Less than car lots.....	37			Wolf.....	1 @.0023	" splint.....	No. 1 3 50
Barrels.....	23			HAY.				Beaver castors, lb.....	2 @.0025	" " No. 2.....	4 25
Half bbls.....	25			No. 1 Timothy, car lots.....	13 00					" " No. 3.....	5 00
Pure Cane.				No. 1 " ton lots.....	14 00						
Fair.....	19										
Good.....	25										
Choice.....	30										

We Affirm That
Good Goods Make
Business.

HILLSIDE JAVA!

And Poor Goods
Mar
Business.

Grocerymen: Are you entirely satisfied with your sales of **High Grade Coffees?**

Are you sure that you are selling the best to be obtained? **Hillside Java** is a scientific combination of Private Plantation Coffees, selected by an expert, and from which it is possible to make a beverage that **will please you.**

Cup qualities always uniform, and is **a trade winner** wherever introduced. Do **you** sell it?

Roasted and Packed only by

THE J. M. BOUR CO.,
140 Summit St., Toledo, O., also Detroit & New York.

We are represented in Michigan as follows: Eastern Michigan, P. V. HECHLER; Southern Michigan and Northern Indiana, M. H. GASSER; Western Michigan, Thos. FERGUSON ["Old Fergy"].

TWENTY YEARS ON THE ROAD. CHAPTER II.

At the age of fifteen I could curb my impatience no longer, and one day a lucky accident put me in a position where, as I thought, my dream was to be realized. My mother had by accident broken a very valuable vase, an heirloom that money could not replace. I had noticed in a newspaper a recipe for making a good cement for mending all kinds of broken wood, earthenware, leather, etc., and, to mend my mother's sorrow at the same time, I obtained her consent and the necessary cash for the materials for making a small batch of this useful article. In a short time it was decocted, and the next day the vase was mended, and looked as good as new. For several days to come I employed myself in mending up all the broken crockery to be found about the house, and I visited several neighbors and mended broken articles of utility, they all pronouncing it a wonderful discovery (mind you, I was not giving away the recipe), and several requested me to sell them a bottle for their own use. Suddenly, a thought struck me. Eureka! I would make a lot of this wonderful cement and go off on the road with it; I would be not only a drummer, but a manufacturer, selling my own production.

I confided my plan to my parents, who laughed at the idea but consented to the scheme; I heard my father say to my mother, "It would be the best way to cure him of this foolishness." My toy savings bank contained about \$4 in small change, the savings of several years, and a sudden run on that bank took place that very day, the proceeds being invested in the various ingredients necessary for the cement, the druggist who sold me the materials kindly giving me a line of credit to the extent of \$2.00 for one hundred bottles. In less than forty-eight hours I was ready for the road, with samples of mended china, straps, pieces of wood, etc., all put together with this wonderful cement, of which I had a stock of one hundred bottles, ready to deliver at 30 cents per bottle, and one bright wintry morning, with grip in hand, I started forth on my initial trip. Proud? Well I should say so; I was great—in my own estimation.

I had gained a little experience while experimenting among the neighbors with my cement, and I was not going to waste my valuable time on people I knew in our town. Oh, no! I was going to travel and see the world, and, consequently, I did not stop until I had reached the nearest town, some five miles distant, where I was a total stranger and had a good chance to test my new article, and make sales of the same on its own merits.

"Fortune favors those who have cheek." Selecting one of the finest residences in town, and summoning up all my courage, I rang the bell and was shown in and presented by the servant to the lady of the house. "Madam," said I, "I am just introducing a new article of great value to every lady, a cement for mending broken china, glass, earthenware, wood, leather, etc., an article I manufacture myself and have used very successfully for some time. It is guaranteed to be fire and waterproof and costs but a trifle, and, to convince you of its merits, I will mend, gratuitously, any article you may bring me."

"Why," said she, "I broke a very nice

preserve dish only yesterday, and if you choose to try it you can do so." No sooner said than done, and in five minutes the dish was mended, with the advice that it must not be used for twenty-four hours. Five minutes later I was departing, having made my first sale—two bottles, 60 cents. To repeat in detail all of my calls would be tiresome, but the result was that, before three days had elapsed, I had visited every prominent house in the village, and had sold my entire stock, and was \$30 ahead, having paid my board at the country hotel by mending a miscellaneous lot of crockery during the evening, which the obliging proprietor furnished to assist me. Being now on the road to fortune, I paid 30 cents on the third day for stage fare, arriving home in the evening as proud as the wealthiest merchant in the State. The demonstration I made on my arrival home to greet my parents was hilarious in the extreme.

My next move was in the wholesale line. The very next day I bought the materials and bottles, and had labels printed for five hundred bottles more, and at the end of two days I had one hundred bottles in my case, and four hundred more in four boxes carefully packed in sawdust and sent by stage to four different near-by towns. Again I started on trip number two. My entire outlay for the second wholesale batch was less than \$20, leaving me a surplus of over \$10 on the first trip and \$150 worth of stock to sell at retail. In two weeks I again returned home, this time with \$140 in cash and ideas and plans larger than a mountain. I had also a new preparation, for which I had bought the recipe, giving two bottles of cement in payment. The new discovery was a silver plating fluid for re-plating all kinds of brass and metal ware, watches, jewelry, etc., and I concluded that now, being so independent, I would go in on a still larger scale. I obtained my father's permission to fit up a laboratory in one of the outhouses, and the next move was the production of one thousand bottles each of the cement and silver-plating fluid. About this time I received an order from the local druggist in the first town for two dozen bottles of cement, saying that as he had so many calls for the article, he would have to put it in stock. I fixed the price at \$2.50 per dozen, and forwarded his order by stage, without further delay. My parents had at this time become very much interested in my speculation and gave me all the assistance possible. After finishing my last batch of one thousand bottles of each preparation, I proceeded to issue a business card.

The next trip lasted five weeks, and I returned to my home and laboratory with \$556 in cash, besides a pocketful of trinkets of various kinds which I had taken in trade.

I now began to lay my plans for an extensive business, and I laid out enough trips to last a life time. I figured my prospective profits, and I made out that I would become a millionaire in from three to five years, beyond all question. In my mind I built a fifteen-story laboratory and employed several thousand hands in the production of my article.

Alas, how few who are really doing well can let well enough alone! I was no exception to this rule. On my return from this trip I was interviewed by a

PRODUCE MARKET.

Apples—In good demand and firm at present quotations. Russets command \$2.25 per bbl and Baldwins and Greenings easily bring \$2.50.
Beans—"Dead dull," as a local handler characterizes the situation. Dealers pay about \$1.30 for unpecked and country picked and hold at \$1.60 for city picked pea or medium.
Butter—Choice dairy is in moderate demand at 18¢@20¢. Factory creamery is held at 15¢.
Celery—25¢ per doz.
Cabbages—50¢@60¢ per doz.
Cranberries—Repacked Cape Cod are in fair demand at \$6 50 per bbl.
Dried Apples—Sun-dried is held at 4¢@5¢ and evaporated at 6¢@7¢.
Eggs—Jobbers pay 12¢ and sell at 14¢. The market is likely to remain steady for several days.
Honey—14¢ per lb.
Lettuce—Grand Rapids Forcing is now on the market, finding a ready sale at 25¢ per lb.
Onions—Green are in fair demand at 50¢ per dozen bunches. Dry stock is in small demand and supply, commanding 60¢@80¢ per bu.
Pieplant—12¢ per lb.
Potatoes—No change in the market, producers having come to the conclusion that no higher prices may be looked for this season.
Radishes—60¢ per doz. bunches.
Squash—Hubbard, 14¢ per lb.
Sweet Potatoes—The market is a little higher, choice stock now readily commanding \$3.50 per bbl.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new.	12 50
Short cut	11 75
Extra clear pig, short cut.	14 00
Extra clear, heavy.	14 00
Clear, fat back.	13 50
Boston clear, short cut.	13 50
Clear back, short cut.	14 00
Standard clear, short cut, best.	14 00

SAUSAGE—Fresh and Smoked.	
Pork Sausage.	7 1/2
Ham Sausage.	9
Tongue Sausage.	9
Frankfort Sausage.	7 1/2
Blood Sausage.	5
Bologna, straight.	5
Bologna, thick.	5
Head Cheese.	5

LARD—Kettle Rendered	
Tierces.	8
Tubs.	8 1/4
50 lb. Tins.	8 1/4

GRAND RAPIDS.	
Tierces.	7 1/2
50 lb cases.	7 1/2
20 "	7 1/2
10 "	7 1/2
5 "	8 1/2
3 "	8 1/4

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

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	6 50
Extra Mess, Chicago packing.	6 50
Boneless, rump butts.	9 50

SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.	9 1/2
" " 16 lbs.	9 1/2
" " 12 to 14 lbs.	10
" picnic.	6 1/2
" best boneless.	8 1/2
Shoulders.	6 1/2
Breakfast Bacon, boneless.	8 1/2
Dried beef, ham prices.	8 1/2
Long Cuts, heavy.	6 1/2
Briskets, medium.	7
" light.	7

FRESH MEATS.

Swift & Company quote as follows:	
Beef, carcass.	5 @ 6 1/2
" hind quarters.	6 @ 7 1/2
" fore.	4 @ 4 1/2
" loins, No. 3.	9
" ribs.	8 @ 8 1/2
" tongues.	5
Bologna.	4 1/2
Pork loins.	8
" shoulders.	5 1/2
Sausage, blood or head.	4 1/2
" liver.	4 1/2
" Frankfort.	7
Mutton.	8
Veal.	7 @ 8

ENGRAVING

It pays to illustrate your business. Portraits, Cuts of Business Blocks, Hotels, Factories, Machinery, etc., made to order from photographs.

THE TRADESMAN COMPANY,
Grand Rapids, Mich.

PARENTS—Give your children a knowledge of Book-keeping, Shorthand, Typewriting, etc.
IT WILL BE MUCH Better FOR THEM THAN MONEY.

Educate them at the Grand Rapids, Mich., Business College, Ledyard Block, corner Pearl and Ottawa-sts. Visit us. For catalogue address A. S. Parish, successor to C. G. Swensberg. Mention this paper.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Full Weight.	Bbls. Palls.
Standard, per lb.	6 7
" " H. H.	6 7
" Twist	6 7
Boston Cream	30 lb. cases 8 1/2
Cut Loaf.	7 8
Extra H. H.	cases 7 8

MIXED CANDY.	
Full Weight.	Bbls. Palls.
Standard.	6 7
Leader.	6 7
Royal.	6 1/2 7 1/2
Nobby.	7 8
English Rock.	7 8
Conserves.	7 8
Broken Taffy.	8 8
Peanut Squares.	" 8 9
French Creams.	10
Valley Creams.	13
Midget, 30 lb. baskets.	8
Modern, 10 lb.	8

FANCY—in bulk.	
Full Weight.	Palls.
Lozenges, plain.	11
" printed.	11 1/2
Chocolate Drops.	13
Chocolate Monumentals.	13
Gum Drops.	5 1/2
Moss Drops.	8
Sour Drops.	8 1/2
Imperial.	10

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

CARAMELS.	
No. 1, wrapped, 2 lb. boxes.	34
No. 1, " 3 " "	51
No. 2, " 2 " "	28
No. 3, " 3 " "	42
Stand up, 5 lb. boxes.	90

ORANGES.	
Floridas, fancy.	@ 3 50
" choice.	@ 2 75
" russets.	@ 2 50
" Tangerines.	@ 2 50
Californias, Riverside.	2 25 @ 2 50
" Navals.	1 50
Messinas, choice 200.	@ 3 50
" " 150.	@ 3 25

LEMONS.	
Messina, choice, 300.	@ 3 50
" fancy, 300.	@ 4 00
" choice 300.	@ 3 75
" fancy 300.	@ 4 00

OTHER FOREIGN FRUITS.	
Figs, fancy layers, 6 lb.	@ 14
" " 10 lb.	@ 15
" extra " 14 lb.	@ 16
" " 20 lb.	@ 17 1/2
Dates, Fard, 10-lb. box.	@ 9
" " 50-lb. box.	@ 8
" Persian, 50-lb. box.	4 1/2 @ 5

NUTS.	
Almonds, Tarragona.	@ 16
" Ivaca.	@ 15
" California.	@ 16
Brazils, new.	@ 7 1/2
Filberts.	@ 12
Walnuts, Grenoble.	@ 14
" Marbot.	@ 10
" Chili.	@ 10
Table Nuts, fancy.	@ 12 1/2
" choice.	@ 11 1/2
Pecans, Texas, H. P.	11
Cocoanuts, full sacks.	@ 4 00

PEANUTS.	
Fancy, H. P., Suns.	@ 5 1/2
" " Roasted.	@ 7 1/2
Fancy, H. P., Flags.	@ 5 1/2
" " Roasted.	@ 7 1/2
Choice, H. P., Extras.	@ 4 1/2
" " Roasted.	@ 6

BEANS

If you have any beans and want to sell, we want them, will give you full market price. Send them to us in any quantity up to car loads, we want 1000 bushels daily.

W. T. LAMOREAUX & CO.,

128, 130, 132 W. Bridge St.,

GRAND RAPIDS, MICH.

former schoolmate who was anxious to buy a half interest in my new business. The great and only inducement which he could offer was a horse and wagon, which he assured me would enable us to do double the business with one-half the labor. He also had \$75 in cash which he had saved from his last year's work on a neighboring farm, and this, with his horse, harness and wagon, he offered for a half interest. To tell the truth, I had become somewhat foot-sore during my last few weeks, experience, and the idea struck me as a good one. I took the bait and the partner at the same time. An investment of \$50 or \$60 put our wagon in fair order, besides a much needed coat of paint and varnish, and a peddler box top in which to carry our stock. After preparing a liberal supply of our preparations, we were offered by the druggist from whom we bought our materials a consignment of druggists' sundries, in the shape of perfumery, hair oil, peppermint, paregoric and other like articles usually required and bought by all well-regulated families, which we accepted, and, to make room for this stock in our traveling store, we shipped about one-half of our own preparations to a city about one hundred miles distant, with a view of working and selling the trade in the territory between our home and this city.

"It's a poor doctor who refuses his own medicine," so, to make ourselves solid on this old maxim, we carefully dissected our harness and put it together again with our cement. Traces, reins, halter and all were joined together and shown with pride, as a proof of the great strength of our main article. With these preliminaries we were ready to start.

The first four days of this trip were as great a success as could be desired. Our arguments were conclusive and our sales easily made, and we were coining money, as it were, and on the high road to prosperity.

On the morning of the fifth day, we met with a reverse—a temporary embarrassment. The day had opened with a wet, drizzling rain that cast a cloud upon our enthusiasm. We had entered the town of X—, and had tied our horse to the post in front of the main hotel of the place. The street at this point being the summit of a small hill, we had opened up our wares to an admiring crowd on the veranda of the hotel, and, when we struck a disbeliever, as we frequently did among the farmers of that section, we pointed to our harness and offered liberal wagers as to the strength of our cement. Our harness also showed, in the metal work, the brilliancy of our silver plating fluid.

On this occasion, our horse (which was sadly afflicted with the heaves, which the dampness did not improve,) suddenly began to cough, when suddenly, to our horror, the cemented harness, wet with the rain, gave way, and our wagon, standing on the incline, took a start down the hill, not stopping until brought to a sudden standstill by striking against a tree, which upset our stock and left us suddenly and unexpectedly on the verge of bankruptcy. Cement, plating fluid, hair oil, perfumery and drugs were a conglomerated mass, part of which was in the bottom of our wagon and part scattered over the street. Our late customers, who had been converted on the strength of our harness, began to clamor to have their money returned, and our horse, be-

coming frightened at the uproar, took a start, severed the halter and began to take his liveliest speed toward home.

After collecting the unbroken remains of our stock in trade, we pulled our wagon to the nearest shop for repairs, my partner engaging a horse from the liveryman and starting back in search of our own beast, which had disappeared from view. After driving for six or seven miles, he found the animal, which, becoming weary, had gone to sleep against a tree by the roadside. All our profits and some extra capital was next expended in purchasing a harness that would stand the heaves in wet weather as well as dry, and, settling for damages to date, we started to drive beyond the talk which our accident had created. In our haste to reach a more profitable and unsuspecting territory, we unconsciously crossed the state line and into the State of Pennsylvania, where all traveling men at this time were required to have a license to sell. Lacking the necessary documents for business in that community, we were, to our sorrow, immediately arrested by the sheriff. After passing a night in the town jail, we concluded that we had better pay the fine and license fee, which was \$25 each, and the cost, \$11.50. We finally succeeded in compromising the whole for \$55, on the promise that we would leave the country, and, getting out of the clutches of the law, we immediately took our departure, sadder and wiser boys.

As soon as we arrived at a place of safety, I immediately demanded a dissolution of partnership, which we finally settled by taking the remaining cash, something less than \$100, and one hundred bottles of cement, my partner taking the stock, horse and outfit and I taking the first express train for home. We had, however, agreed that neither should expose the fact of our recent disgrace or our losses.

All the News from Lamont.

LAMONT, March 10—Your paper, which reaches us every Wednesday, is a welcome caller. It is the first thing in our mail that we read. We look over it for different items of interest, and always refer to it as a market reporter, which we find sometimes very much to our benefit; it also has been of value to us in regard to hints on business. We very much respect the news column as a means of informing ourselves how business is prospering in different localities. We thought it would be a grand thing to see our name in print once, as that so rarely happens, and tell you a little about things down here. The past year our business has been very satisfactory, that is, we had our share of the trade. We have been here ten years. During that time have had a good deal of competition. Have seen one come and the other go. Just now we are having some new and different competition. They came here last fall, taking the old stand of Walling Bros., and doing business under the style of Hawkins & Company. We understand that they are also doing a wholesale business in your city.

We are very much pleased to think that we are going to have a daily boat on Grand River, as that will be a great accommodation to us. It is very hard to get freight down here sometimes, especially in the spring and fall when the roads are bad.

You will probably hear from us again in the near future, as we want to keep you posted. Yours very truly,

JOHN GUNSTRA.

Ask for no favor which you cannot return. Ask no man to endorse you if your endorsement would not be of equal value to him.

Do You Want a Cut of Your Store Building?

For use on your Letter Heads, Bill Heads, Cards, Etc.?



We can furnish you a double column cut, similar to above, for \$10; or a single column cut, like those below, for \$6.



In either case, we should have clear photograph to work from.

THE TRADESMAN COMPANY,

ENGRAVERS AND PRINTERS,

GRAND RAPIDS, MICH.

Coupon Books

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

SEEDS

PLANTS,
TOOLS,
ETC.

NEW CROP.

EVERYTHING
FOR THE GARDEN.

Send for our beautiful illustrated Catalogue
MAILED FREE.

Clover and Grass Seeds, Seed Corn, Onion Sets, and
Seed Potatoes. All the Standard Sorts and Novelties in
Vegetable Seeds.

BROWN'S SEED STORE,

24 AND 26 NORTH DIVISION STREET. GRAND RAPIDS, MICH.

ONE HUNDRED STRONG.

List of Grand Rapids Boys Who Represent Outside Houses.

[The following is believed to be a nearly complete list of the traveling men who reside in this city, but represent outside houses. If any errors have crept in or any omissions been made, correction of same will gladly be recorded in subsequent issues.]

F. G. Aldworth, John Wyeth & Co., Philadelphia.

Geo. W. Alden, Petoskey Woodenware Co., Petoskey.

Frank C. Adams, Adams & Ford, Cleveland.

Will Adams, Cerealine Co., Columbus, Ind.

Wm. Boughton, H. S. Robinson & Co., Detroit.

Chas. Barton, Walter A. Wood Mowing and Reaping Machine Co., Hoosick Falls, N. Y.

B. A. Beneke, Claflin, Larabee & Co., Boston.

Mr. Benscoter, Nonatuck Silk Co., Chicago.

Chas. W. Baxter, Stein, Bloch & Co., Rochester.

Frank Conlon, Price Baking Powder Co., Chicago.

F. A. Caldwell, Childs, Lee & Dunlap, Toledo.

F. E. Chase, A. C. McGraw & Co., Detroit.

Herbert T. Chase, Chase & Sanborn, Boston.

P. J. Coppens, Chicago Stove Works, Chicago.

L. M. Cary, Cary Safe Co., Buffalo.

N. B. Carpenter, F. Strauss & Co., Cincinnati.

A. B. Cole, E. B. Preston & Co., Chicago.

P. H. Carroll, Selz, Schwab & Co., Chicago.

E. P. Dana, Phelps, Brace & Co., Detroit.

J. J. Dooley, H. E. Bucklen & Co., Chicago.

Patrick Delahunt, Burnham, Stoepel & Co., Detroit.

M. S. DeLano, A. H. Pratt & Co., Ithaca, N. Y.

Geo. W. Feldner, Gray Bros. Mfg. Co., Syracuse.

J. T. Flaherty, Pacific Mutual Insurance Co., San Francisco.

Wallace W. Franklin, Westinghouse Electric Co., Pittsburgh.

W. R. Foster, N. Y. Underwriters' Agency, N. Y.

F. E. Francisco, L. Kahner & Co., New York.

Eugene C. Goodrich, Rockford Furniture Co., Rockford, Ill.

Ed. Groesbeck, Sisson & Lilley Lumber Co., Lilley.

Harry T. Goodrich, Stronach Lumber Co., Manistee.

F. H. Goodspeed, Thomas & Hayden, Chicago.

W. H. Goodspeed, Woolson Spice Co., Toledo.

E. I. Goodrich, Roe & Co., Troy.

J. A. Gonzalez, Owl Cigar Co., N. Y.

L. H. Hascall, Wheeler, Blodgett & Co., Boston.

Robert Hannibal, Standard Watch Co., New York.

W. G. Hawkins, Detroit Soap Co., Detroit.

Will Hubbard, C. P. Kellogg & Co., Chicago.

R. B. Hyman, G. W. Van Slyke & Co., Albany.

C. W. Jacoy, Peter Schneider's Sons & Co., New York.

J. B. Josselyn, Ellis Lubricator Co., Boston.

Frank L. Kelly, Carson, Pirie, Scott & Co., Chicago.

W. K. Kathan, Owosso Casket Co., Owosso.

Ed. Pike, Schloss, Adler & Co., Detroit.

E. E. Goetichins, Cincinnati Safe & Lock Co., Cincinnati.

W. R. Freeman, American Security Co., Baltimore.

A. C. Bauer, Acme White Lead & Color Works, Detroit.

Wm. B. Edmunds, Thorp, Hawley & Co., Detroit.

Chas. E. Watson, Burrows Bros. Co., Cleveland.

R. Rosenthal, R. Brand, Toledo.

Ed. C. Lockwood, Pacific Mutual Life Insurance Co., San Francisco.

A. M. Love, Standard Watch Co., New York.

Chas. L. Love, Ashton Distillery Co., Louisville, Ky.

W. W. McKean, J. V. Farwell & Co., Chicago.

Jas. W. Moore, Burnham, Stoepel & Co., Detroit.

Chas. G. McIntyre, Hutchens & Potter, Johnstown, N. Y.

Wm. McWilliams, Berry Bros., Detroit.

C. S. Menhennick, Jas. S. Kirk & Co., Chicago.

J. H. McKelvey, F. W. Devoe & Co., Chicago.

M. M. Mallory, P. J. Sorg Co., Middletown, Ohio.

A. L. Osborn, Kinney, Levan & Co., Cleveland.

Geo. F. Owen, Stanton, Morey & Co., Detroit.

Nelson Patterson, Standard Accident Association, Detroit.

John Pryne, Poker Mfg. Co., Chicago.

C. B. Quigley, Rosenberg & Sons, New York.

M. H. N. Raymond, Connecticut Fire Insurance Co., Hartford.

Graham Roys, L. H. Beals & Son, Westfield, Mass.

J. H. Roseman, Pitkin & Brooks, Chicago.

H. R. Savage, H. C. & C. Durand, Chicago.

H. J. Snell, Brookings Lumber Co., Brookings.

Ira Smith, Edson, Moore & Co., Detroit.

W. H. H. Smith, M. Koch & Co., Cleveland.

D. E. Stearns, Jamestown Woolen Spinning Co., Jamestown, N. Y.

Thos. Taylor, Maine Mutual Life Insurance Co., Portland.

J. V. Tooker, Chase, Isherwood & Co., Toledo.

E. T. Thorne, Marshall Field & Co., Chicago.

R. Van Ness, White Sewing Machine Co., Cleveland.

E. E. Wooley, Root & McBride Bros., Cleveland.

Algernon E. White, Rolla Thomas, New York.

M. K. Walton, Felix & Marston, Chicago.

C. F. Young, Newman & Son, Fairport, N. Y.

S. G. Young, Newman & Son, Fairport, N. Y.

Judd E. Houghton, B. Leidersdorf & Co., Milwaukee.

Chas. J. Clark, American Cash Register Co., Chicago.

Benj. Van Leuven, J. G. Butler Tobacco Co., St. Louis, Mo.

John Fell, C. M. Henderson & Co., Chicago.

Parke Mathewson, Jr., B. T. Babbitt, N. Y.

Thos. Ferguson, J. M. Bour Co., Toledo.

Geo. W. Stowits, Western Suspender Co., Mansfield, Ohio.

J. P. Visner, E. J. Gillies & Co., N. Y.

M. B. Draper, Queen City Varnish Co., Cincinnati.

J. L. Wheeler, Simeon Howes, Silver Creek, N. Y.

Geo. R. Merrill, B. T. Babbitt, N. Y.

Martin B. Millpaugh, Billings, Clapp & Co., Boston.

\$100 Reward \$100.

The readers of this paper will be pleased to learn that there is at least one dreaded disease that science has been able to cure in all its stages, and that is catarrh. Hall's Catarrh Cure is the only positive cure known to the medical fraternity. Catarrh being a constitutional disease, requires a constitutional treatment. Hall's Catarrh Cure is taken internally, acting directly upon the blood and mucous surfaces of the system, thereby destroying the foundation of the disease, and giving the patient strength by building up the constitution and assisting nature in doing its work. The proprietors have so much faith in its curative powers that they offer one hundred dollars for any case that it fails to cure. Send for list of testimonials. Address F. J. CHENEY & CO., Sold by druggists, 75c. Toledo, O.

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 F. J. Gillies & Co., New York City.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.

S. F. ASPINWALL, Vice-President.

Wm. H. ANDERSON, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business

Makes Specialty of Collections, Accounts of Country Merchants Solicited.

Crockery & Glassware

LAMP BURNERS.

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

LAMP CHIMNEYS.—Per box.

No. 0 Sun	1 75
No. 1 " "	1 88
No. 2 " "	2 70

First quality.

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

XXX Flint.

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

Pearl top.

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

La Bastille.

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

LAMP WICKS.

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

STONEWARE.—AKRON.

Butter Crock, 1 and 6 gal.	06 1/4
Jugs, 1/2 gal., per doz.	75
" 1 " "	90
" 2 " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c)	60
" 1 " "	78

Grand Rapids & Indiana.

Schedule in effect January 10, 1902.

TRAINS GOING NORTH.

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

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

TRAINS GOING SOUTH.

For	North.	South.
For Cincinnati	5:15 a. m.	7:05 a. m.
For Kalamazoo and Chicago	6:30 a. m.	10:30 a. m.
For Fort Wayne and the East	11:50 a. m.	2:00 p. m.
For Cincinnati	5:30 p. m.	6:00 p. m.
For Chicago	10:40 p. m.	11:05 p. m.

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

Muskegon, Grand Rapids & Indiana.

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

SLEEPING & PARLOR CAR SERVICE.

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

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

Lv. Grand Rapids	10:30 a. m.	2:00 p. m.	11:05 p. m.
Arr. Chicago	3:35 p. m.	9:00 p. m.	6:50 a. m.
Lv. Chicago	10:30 a. m.	2:00 p. m.	11:05 p. m.
Arr. Grand Rapids	7:05 a. m.	3:10 p. m.	10:10 p. m.
Lv. Chicago	7:05 a. m.	3:10 p. m.	10:10 p. m.
Arr. Grand Rapids	10:30 a. m.	2:00 p. m.	11:05 p. m.

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

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

Toledo, Ann Arbor & North Michigan Railway.

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

Lv. Grand Rapids	7:25 a. m.	and 6:25 p. m.
Ar. Toledo	1:10 p. m.	and 11:00 p. m.
Lv. Grand Rapids	6:50 a. m.	and 3:45 p. m.
Ar. Toledo	1:10 p. m.	and 11:00 p. m.

Return connections equally as good.

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

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.

Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a. m., returning leave Detroit 4:45 p. m. arrive in Grand Rapids 10 p. m.

Field M. Briggs, Gen'l Agent, 85 Monroe St. A. Almquist, Ticket Agent, Union Depot.

Geo. W. Munson, Union Ticket Office, 67 Monroe St. O. W. Ruggles G. P. & T. Agent, Chicago.

DETROIT GRAND RAPIDS MILWAUKEE RAILWAY TIME TABLE NOW IN EFFECT.

EASTWARD.			
Trains Leave	+No. 14	+No. 16	+No. 18
G'd Rapids, Lv	6:50 a. m.	1:20 a. m.	3:25 p. m.
Ionia, Ar	7:45 a. m.	11:25 a. m.	4:27 p. m.
St. Johns, Ar	8:25 a. m.	12:17 p. m.	5:20 p. m.
Owosso, Ar	9:03 a. m.	1:00 p. m.	6:05 p. m.
E. Saginaw, Ar	10:45 a. m.	3:05 p. m.	8:00 p. m.
Bay City, Ar	11:30 a. m.	3:45 p. m.	8:45 p. m.
Pt. Huron, Ar	11:55 a. m.	4:00 p. m.	9:00 p. m.
Pontiac, Ar	10:53 a. m.	3:03 p. m.	8:50 p. m.
Detroit, Ar	11:50 a. m.	4:05 p. m.	9:25 p. m.

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

*Daily. +Daily except Sunday.

Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:30 p. m. and 10:00 p. m. Trains arrive from the west, 10:10 a. m., 3:15 p. m. and 9:50 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.

Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffet car.

JOHN W. LOUD, Traffic Manager. BEN FLETCHER, Trav. Pass. Agent. JAS. CAMPBELL, City Ticket Agent. 23 Monroe Street.

CHICAGO JAN'Y 3, 1902. AND WEST MICHIGAN R.V.

GOING TO CHICAGO. Lv. G'd RAPIDS.....9:00 a. m. 12:05 p. m. *11:35 p. m. Ar. CHICAGO.....3:05 p. m. 5:15 p. m. *7:05 a. m.

RETURNING FROM CHICAGO. Lv. CHICAGO.....9:00 a. m. 4:15 p. m. *11:15 p. m. Ar. G'd RAPIDS.....3:55 p. m. 10:10 p. m. *6:10 a. m.

TO AND FROM BENTON HARBOR, ST. JOSEPH AND INDIANAPOLIS. Lv. Grand Rapids.....9:00 a. m. 12:05 p. m. *11:35 p. m. Ar. Grand Rapids.....9:00 a. m. 12:05 p. m. *11:35 p. m.

For Indianapolis 12:05 p. m. only. TO AND FROM MUSKEGON. Lv. G. R.....10:00 a. m. 12:05 p. m. 5:30 p. m. Ar. G. R.....10:55 a. m. 3:55 p. m. 5:25 p. m.

TO AND FROM MANISTEE, TRAVERSE CITY AND ELK RAPIDS. Lv. Grand Rapids.....7:25 a. m. 5:17 p. m. Ar. Grand Rapids.....11:45 a. m. 9:40 p. m.

THROUGH CAR SERVICE. Between Grand Rapids and Chicago—Wagner Sleepers—Leave Grand Rapids *11:35 p. m.; leave Chicago 11:15 p. m. Drawing Room Cars—Leave Grand Rapids 12:05 p. m.; leave Chicago 4:45 p. m. Free Chair Cars—Leave Grand Rapids 9:00 a. m.; leave Chicago 9:00 a. m.

Between Grand Rapids and Manistee—Free Chair Car—Leaves Grand Rapids 5:17 p. m.; leaves Manistee 6:50 a. m.

DETROIT, JAN'Y 3, 1902. LANSING & NORTHERN R. R.

GOING TO DETROIT. Lv. G'd RAPIDS.....7:15 a. m. *1:00 p. m. 5:40 p. m. Ar. DETROIT.....12:00 p. m. *5:10 p. m. 10:40 p. m.

RETURNING FROM DETROIT. Lv. DETROIT.....7:00 a. m. *1:15 p. m. 5:40 p. m. Ar. G'd RAPIDS.....11:50 a. m. *5:25 p. m. 10:15 p. m.

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
PETOSKEY,

CADILLAC,
LUDINGTON.

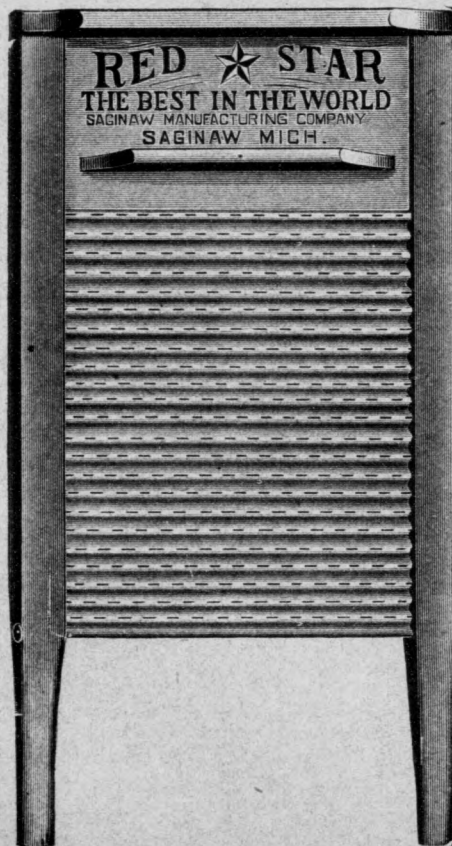
HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

SAGINAW MANUFACTURING CO.,

SAGINAW, MICH.

Manufacturers of the Following List of Washboards.



Crescent
Red Star
Shamrock
Ivy Leaf

DOUBLE
SURFACE
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Saginaw
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Double Zinc
Surface.

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Saginaw
Defiance
Rival

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The above are all superior Washboards, in the class to which they belong. Send for cuts and price-list before ordering.

T. S. FREEMAN, Agt, Grand Rapids, Mich.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham,
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We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

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Dry Goods, Carpets and Cloaks

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

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OVERALLS OF OUR OWN MANUFACTURE.

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P. STEKETEE & SONS

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DRY GOODS & NOTIONS

GRAND RAPIDS, MICH.

Grand Rapids Storage & Transfer Co., Limited.

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

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General Warehousemen and Transfer Agents.

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

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

Telephone No. 945.

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

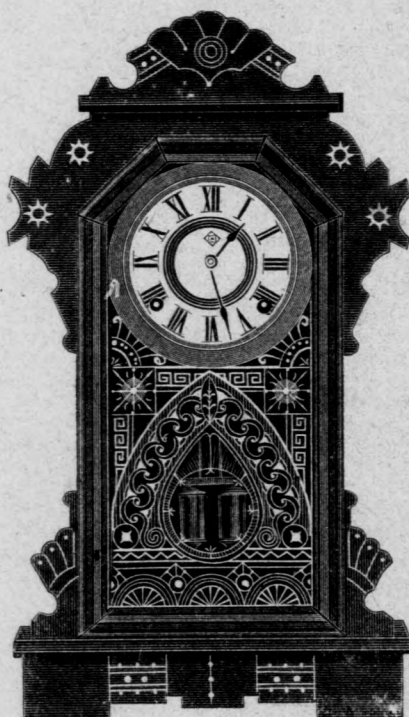
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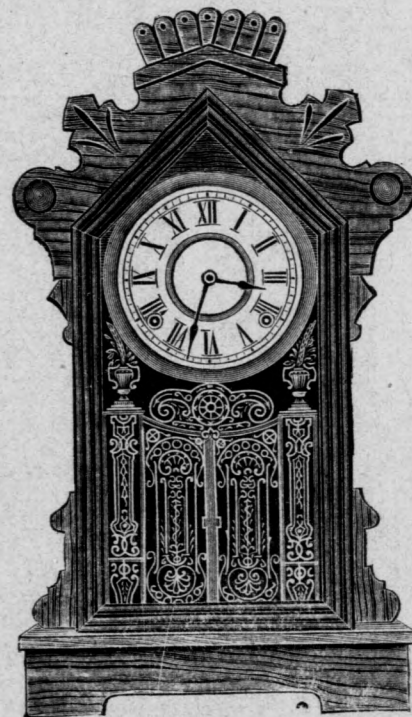
Special Offer For an assorted package Ansonia Clocks. All are half-hour, slow strike, back action, with or without alarm



AUSTRIA. Oak finish, eight day strike.
Dial 6 inches, height 20 inches.



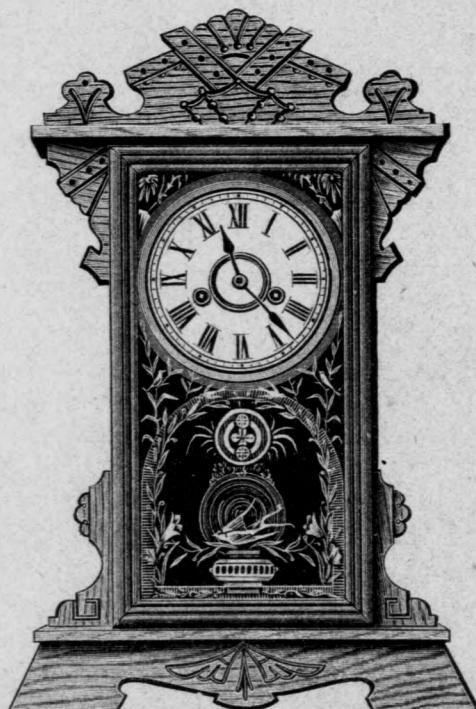
ALASKA. Black walnut, eight day strike.
Dial 6 inches, height 21 inches.



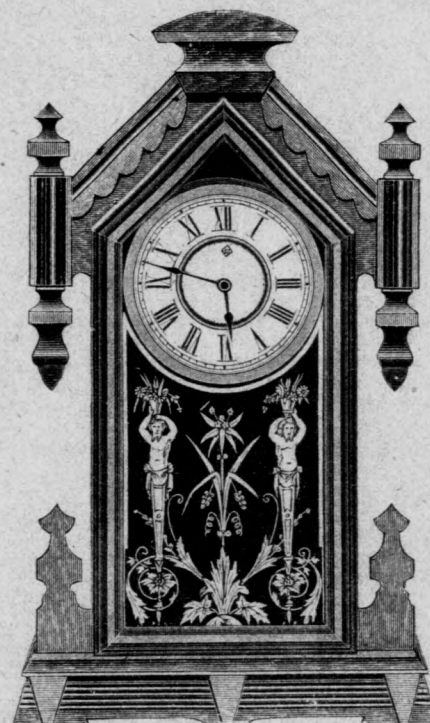
ADEN. Black walnut, eight day strike.
Dial 6 inches. Height 20 inches.



AMERICA. Black walnut, eight day strike.
Dial 6 inches, height 21 inches.



AMAZON. Oak finish, eight day strike.
Dial 6 inches, height 20 1/4 inches.



AFRICA. Oak finish, eight day strike.
Dial 6 inches, height 21 inches.

No Charge for Box.

No. 20, 6 Clocks, 1 each as above without alarm for \$12.90 net. No. 30, 6 clocks, 1 each as above with alarm for \$14.25 net.

Send us your order! Sold by the case only.