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NO. 445

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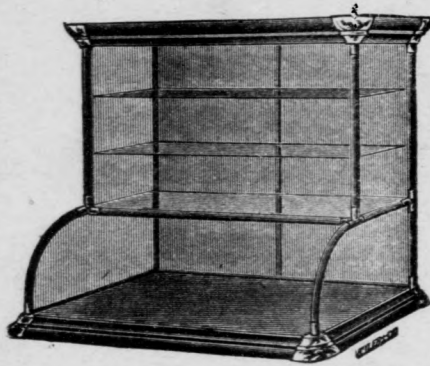
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VOL. 9.

GRAND RAPIDS, WEDNESDAY, MARCH 30, 1892.

NO. 445

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THE MINER'S DREAM.

In the bonanza days of the Comstock Lode, Virginia City, Nevada, harbored two populations, in many ways distinct from one another. During the week, the steep streets of the little town were thronged by crowds of eager speculators, mine-owners, brokers and business men, who watched the bulletin-board for the latest quotations of the San Francisco Stock Exchange, and in offices, saloons and hotel lobbies, discussed the market and exchanged reports and rumors concerning the condition of this or that mine. On Saturday evening, the scene changed. Thousands of brawny miners then came up from the deep workings for their one breath of fresh air and day of leisure, and, as the greater number of these were Cornishmen, they gave quite a new and foreign aspect to the place.

Miners, whatever their nationality, are superstitious. They live close to nature in her mysterious moods, and they acquire a peculiar tendency to belief in the supernatural. Mines are, at best, uncanny places, full of deep shadows and corners of impenetrable obscurity, full of queer echoes, the creaking and cracking of heavy timbers and the rush or drip of water, while in the deep workings, from one to three thousand feet beneath the surface of the earth, there is an ever-present sense of danger—danger from the immense pressure of the superincumbent mass of rock, and from fire, which, once started in those labyrinths of wood-lined passages, spreads with such appalling rapidity as to baffle and defeat even the utmost precaution and preparation.

So it is that the Comstock miners were given to superstition. They had many legends and traditions of fearful things seen in the deep workings, of spectral appearances, of mysterious voices and, more than all else, of supernatural warnings and premonitions prefacing disasters in the mines. An interesting volume could have been compiled by anyone frequenting the favorite saloons of these honest, old-fashioned miners, for, on Saturday nights, they were in the habit of "swapping yarns," and the story to be told here is one which was many a time told over pipes and glasses on these festive occasions.

John Treloar and James Pennart were employed in the Yellow Jacket Mine, and, being close friends, they had arranged so as to be in the same "shift," a term nearly equivalent to the sailor's "watch" at sea. Treloar was the elder of the two—a sturdy, powerful, handsome man of thirty, known and liked for his constant readiness to befriend his comrades. He was brave and gentle, modest yet resolute; a man of action, yet, at the same time, a man of sentiment. His chum, Jim Pennart, was five years his junior, and was a contrast to Treloar in many ways. He was physically robust but of lighter frame, good-looking, honest, frank, but possessing less decision and a timidity that was almost morbid. Pennart had an intellect above the merely bodily toil by which he

gained a living. He had managed to educate himself partially, and knew enough to be dissatisfied with his position in life.

He was not considered selfish, but his was one of the natures which were formed to absorb rather than to dispense trust and affection. John Treloar's loving friendship was poured out upon him, and he accepted it as a perfectly matter-of-course manifestation. Had the opportunity occurred, he might have proved capable of self-sacrifice; as it was, he seemed merely to let himself be loved.

Now, these two friends did what has severed many friendships—they fell in love with the same woman. Alice Minton was not a Cornish girl but of American parentage and born in California. Left an orphan without means in her sixteenth year, she had quite naturally taken to teaching, and had presently obtained a position in one of the public schools of Virginia City, through the interest of an old mining friend of her father. She had met the comrades, Treloar and Pennart, at a ball, where both had danced with her, and whence both had walked to their lodgings in unaccustomed silence. The truth was that Jack and Jim were equally hard hit, although neither thought, for a moment, that the other had been impressed by the pretty and engaging young teacher. Before the mutual discovery occurred, moreover, both had become still more deeply entangled, and when, at last, the truth came to light, dismay fell upon each as they looked at each other. Treloar was the first to recover from the shock. His face was white and his mouth drawn and set, as he slowly said:

"Jim, lad, do'st'ee care for her greatly?"

Jim, with pained eyes and trembling lips, made answer:

"Jack! She's just all there is to me!"

Then silence fell again, and the two brooded, shielding their faces with their hands, no longer looking at each other.

Treloar's voice, low and strained, at last almost whispered:

"Jim, lad, count me out of the running!" Then a pause, and evidently with difficulty: "Stand thou up to the rack, boy! I'll do all I can for thee!"

There was no more talk on the subject. Pennart accepted the sacrifice, after his manner, perhaps cheapening it for the quieting of his conscience, with the assumption that his friend really did not care much for the girl. Treloar did not appear to feel the renunciation deeply, although he knew in his heart of hearts that he had missed the best that life could hold for him, and through even his modesty could hardly have failed to realize that Alice looked upon him with special kindness. But he kept his word loyally, and, when he found that, by continuing to visit Alice, although with the single-minded purpose of advancing the wooing of his friend, he was only complicating matters by developing the girl's liking for himself, he determined to keep away and thenceforth did so. Still, Jim Pennart's suit did not prosper. Alice Minton was no coquette but a very can-

did and ingenuous girl. She did not dislike Jim, and she did not realize that her feeling toward Treloar was more than one of strong friendliness. It was only as his absence became more marked that she caught herself pondering upon its possible cause to an extent that surprised her when she reflected upon it. Still, the full truth remained unsuspected by her, and, as Pennart's visits became more frequent, a sense of habitude commended him to her, and she was in a fair way to be prepared for his offer of marriage, when something occurred which changed the situation tragically and definitely.

All the workings on the Comstock Lode are lined and roofed with heavy framed timbers, from a foot to eighteen inches square. Even these massive beams often have proved unequal to the tremendous strain upon them and, when they do not give way, it is found necessary to replace them at intervals, their fiber being destroyed by the pressure. The great heat of the lower workings also dries these timbers, so that they become dangerously inflammable; and when, as sometimes has happened, the rock itself is at a very high temperature, mere contact with it may set the wood on fire.

How the great fire in the Yellow Jacket Mine started will never be known, for those who were alone likely to know the truth perished in that disaster. The foulest rumors were afterward spread to injure the superintendent of the mine, notwithstanding that he had risked his life in attempting to rescue the imprisoned men.

It was the night before this disaster that John Treloar dreamed a dream. He thought he was down in the mine on the twelve-hundred-foot level, and that some serious accident—but he could not make out what—had happened. Whatever its nature, he found himself, with his mate, Jim, struggling to reach the shaft. As they labored through the passage, there was the sound of a heavy fall, and lo! the way was blocked before them by the collapse of the roof. And he dreamed that he and Jim set to work to dig themselves, out, but that his own strength failed under the heat and foul air, and that Pennart had to drag him through the opening they had made. Toward the end, the dream became less distinct, and the last he remembered was a slowly broadening gleam of light, which, he thought, represented their approach to the shaft.

Then he awoke. At breakfast he told his dream. His comrades did not like it at all but shook their heads, and one or two of them determined then and there that they would "lay off" and not venture to go down into the Yellow Jacket.

Now, the strangest part of this strange story is that, on this same night, Alice Minton dreamed almost the counterpart of John Treloar's dream, but with a difference which can hardly be regarded as fortuitous. She, too, found herself in the mine and looking on in great agitation. At first, she saw only a crowd of excited miners, shouting and running this way and that. Then she seemed to float away from the crowd and into a comparatively silent working, where two men were frantically digging at a heap of rock and earth that filled the passage in front of them. She looked and recognized the two friends, but she could not speak or make herself known to them. Presently, a narrow opening was made between the roof and the top of the

fallen mass, and then the men seemed to be talking, but she could not hear what was said. After a pause, one of the men sank back upon the ground, and the other climbed the obstruction and made his way through the opening. At this moment, an intense longing to know which of them had escaped and which was left behind overcame her, but she was now unable to distinguish their faces. As she seemed to strain forward in order to see, a cloud as of vapor or smoke rolled along the dimly-lighted passage, obscuring the scene completely, and the girl awoke with a shudder, and the name of John Treloar upon her lips. Then she knew for the first time that the feeling in her heart toward this man was stronger than that of friendship. At the breakfast-table next morning she, too, told her dream, and those who heard it recalled and marveled at the story afterward.

For within twelve hours the great fire in the Yellow Jacket Mine broke out, and all Virginia City was thronging to the hoisting works, where the massive engine was being worked at dangerous speed, and the cage was being almost hurled up and down the deep shaft, and the clanging of the signal-bells, the shouting of orders, the excitement of the miners and the piteous moans and cries of the women who had husbands, fathers, brothers below, combined to make a memorable and tragic scene. And now the smoke grew thicker in the shaft, and those who looked saw red points far down, showing that the fire was no longer confined to one level but had made its way in the dry timbers far and wide. So prompt and well-judged had been the action of the superintendent that three-fourths of the shift on duty below had been brought up, for the most part uninjured, although in some cases near to suffocation from the smoke and heat. But there were still twenty-seven men unaccounted for, and it was known that most of them had been in the workings fartherest from the shaft. So long as these miners were below, it was necessary to continue forcing air down the mine, even with the certainty of increasing the fire. And now volunteers were called for to go down, at deadly risk, and search for the missing ones. The superintendent announced his intention of heading the rescue party, and, although he was not loved, the men cheered him for his pluck and pressed forward with characteristic gallantry and devotion to offer themselves for the perilous service. An attempt was made to clear the shafts of smoke sufficiently to prevent the suffocation of the men while descending, and then the cage was lowered with such a rush that old miners held their breath as they watched the great cable spin over the drum.

Meanwhile, the dream had been fulfilling itself in the depths of the mine. Treloar and Pennart were, as usual, working together when the alarm was given, and it had broken out in the level they were then in. They quickly ascertained that the way to the shaft was still open, and they started for it, side by side, retaining their tools more from forgetfulness than foresight. They were within a hundred yards of the shaft, when Treloar halted and pulled his mate back. As he did so, the ground and walls of the passage shook, there was a rending, grinding crash of timber, and a great mass of rock fell from the

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roof in front of them, filling the gallery. They stood still until it seemed that there would be no further fall, and, with scarcely a word, simultaneously attacked the obstructing mass. Both powerful men and skillful miners, they knew how to apply their tools with most effect, and, in less than half an hour, so much had been cleared away from the top of the barrier that it was possible to creep through close to the roof. But, while they had been working, the fire had been advancing in their rear, and sudden puffs of superheated air, whiffs of black smoke and an ominous rise in the temperature, accompanied by a sharp, crackling sound, growing constantly nearer, warned them that little time was left them for escape. At this moment, Pennart leaned exhausted on his pick and turned to Treloar, meaning to ask him if it were not best to stop work and try to free the passage over the pile of rock. To his consternation, he saw John slowly sinking to the ground, his face white, as if fainting. Pennart sprang to his side and would have saved him, but Treloar shook his head, and, after gasping for breath a moment, whispered rather than spoke:

"No, no, dear lad! It's no use! I'm done for! Climb thou through the hole. See! The smoke is thickening, and another minute'll block that way, too, for 'twill hang under t' roof an' choke thee. Goodbye, dear Jim, an' don't worry over me!" And he sank against the timbers of the wall, panting heavily.

The crisis of James Pennart's life had come. In such circumstances, men's minds work with lightning rapidity, and he took in the situation instantly, grasping clearly the duty that lay before

him. That duty was to save his friend, no matter at what peril to himself. He knew perfectly well that John Treloar would have had no hesitation in such a case. He knew that there was just a chance of being able to thrust John through the hole, or to go through first himself and then drag him after. He felt physically capable of doing this, and yet something held him back. All his obligations to his friend rose up against his sluggish will. With them, unhappily, rose, also, a remembrance of Alice Minton's preference for the man who now lay half unconscious before him. No definite purpose of evil crossed his mind, no definite feeling of jealousy; but the hesitation which paralyzed his moral nature deepened. All this reflection, tedious as it is to represent it in words, occupied so few seconds that there seemed to have been hardly a pause after Treloar's speech when his comrade answered:

"Nonsense, John! You're a long way from being done yet. Lean on me, and we'll make the rifle together."

But, as he said this, James Pennart knew that the moment for action had passed. John Treloar's eyes opened slowly, he moved his head so that he could look down the gallery, and, seeing a dense curtain of smoke pressing toward them, he once more shook his head and, with half strangled utterance, murmured: "Get, Jim, for the sake—of—Alice!" And his head sank upon his breast.

Pennart hesitated no longer. Pressing his friend's hand, but unable to speak for emotion, he sprang up the pile of debris, forced his body through the narrow opening, rolled into the clear

gallery and reached the shaft in time to be taken up on the last trip of the cage. As he was struggling over the rockheap after abandoning his comrade, he thought, but could not be sure, that he heard a faint, a dying voice whisper: "Alice!" It might have been an echo or a fancy, and no one could prove or disprove it. When, after many weeks, the Yellow Jacket Mine was once more habitable, nothing but a few charred bones remained beside the fallen rock in the gallery, to show where John Treloar had died. Had died, I said, but, after all, which of these two men was it whose life ended on that fateful day? John Treloar's name is never mentioned by the miners save with deepest respect and admiration. He, indeed, seems to our circumscribed vision to have missed happiness and success and love; but what do we know of ultimate circumstances? As for James Pennart, surely his was a living death from the hour he proved recreant to his duty, for he was sensitive and clear sighted, and he could not forgive himself. Neither could Alice Minton forgive him, or look upon him with kindness thenceforward. She never married, and he, miserable, went forth a wanderer, objectless, hopeless and indifferent to the future, feeling that nothing it held could, by any possibility, affect or mitigate the weight of that burden of self to which he was bound.

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Perrinton—M. A. Vogel succeeds A. H. Phinney in general trade.

Portland—Comfort & Co., druggists and grocers, have sold out.

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St. Ignace—The Mackinaw Lumber Co. has sold its mill to J. A. Jamieson.

Lakeview—A. S. Frey succeeds H. C. Thompson in the grocery business.

Lainburg—Chas. H. Train succeeds E. P. Partlow in the drug business.

Spencer Creek—McForren Bros. succeed M. M. Elder in general trade.

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

Sturgis—Woods & Hawley succeed T. H. Strophagie in the meat business.

Detroit—Waltz & Brede, painters and dealers in wallpaper, have dissolved.

Napoleon—G. W. Butler & Co. succeed Murray & Son in general trade.

Coopersville—Taylor & Squire succeed Taylor & Plant in the meat business.

Minden City—Michael Lemanski succeeds Springer & Co. in general trade.

Adrian—L. B. Millard succeeds Millard & VanDergrift in the drug business.

Saginaw—E. Erlenbach succeeds Stobbe & Co. in the wall paper business.

Muskegon—C. B. Cooper has opened a boot and shoe store at 60 Pine street.

Merrill—Murray & Kinny, druggists and grocers, were lately damaged by fire.

Jackson—Allen & Morehouse succeed J. H. Telford in the wood and coal business.

Perrinton—Chas. W. Hale succeeds Chas. W. Hale & Co. in the drug business.

Mt. Pleasant—Topping & Balmer succeed Wm. J. Topping in the grocery business.

Jackson—Wm. H. Stid succeeds Chas. A. Morehouse in the wood and coal business.

Clare—Elden & Holbrook succeed Wm. H. Elden in the book and stationery business.

Muskegon Heights—Reid & Gray are succeeded by Colby & Co. in the grocery business.

Petoskey—The Levison Fruit Co. succeeds S. J. Long in the confectionery business.

Byron—Thos. A. Lawrie succeeds Welch & Lawrie in the grocery and notion business.

Luzerne—J. A. McMahon & Co., general dealers, have dissolved, J. A. McMahon retiring.

Mayville—C. E. Brown succeeds Mrs. Walter Tubbs in the furniture and undertaking business.

East—E. F. Shaw, boot and shoe dealer, is offering to compromise with his creditors at 25 per cent.

Shelby—Jas. L. Franks & Co. write THE TRADESMAN, denying that they have opened a pool room here.

Cheboygan—Frank DeGowin has purchased the grocery stock of John Fawley and will continue the business.

Shelby—C. H. Burrows has closed out his stock of groceries and crockery to A. G. Avery and Wheeler Bros.

Grass Lake—Lord & Merriman, general dealers, have dissolved, each continuing business on his own account.

St. Louis—Harrison Bros., dealers in clothing and dry goods, have sold the latter stock to Mrs. Matilda Tyroler.

Traverse City—Winnie & Fleming, dealers in hardware and groceries, have sold the latter stock to M. V. Gundrum.

Detroit—W. E. Barker & Co., furniture dealers, were recently damaged by fire. Loss estimated at \$15,000. Insured.

Bay City—W. I. Brotherton & Co., wholesale grocers, recently sustained a loss by fire to the extent of \$10,000. Insured.

Freeport—S. R. Hunt will remodel the store building he recently purchased and occupy the same with a hardware stock about April 15.

Greenville—Elliot D. Bradley has rented the store now used by the Anderson Packing Co. as an office, and will put in a grocery and provision stock about May 1.

Detroit—Lallement & Co., (limited) have filed a bill of sale of their tailoring establishment, at 41 Fort street, west, to Ernest Lallement and T. Ronaldson Paxton for \$5,000.

Adrian—M. E. Chittenden & Co., jobbers of tobaccos and oils, have merged their business into a stock company under the same style. The capital stock of the corporation is \$50,000.

Belding—Connell & Goodwin have sold their furniture stock and undertaking business to Frank Brown and Lewis Fisher who will continue the business under the style of Brown & Fisher.

Muskegon—C. G. Turner, assignee of the grocery stock of Enos Boyer & Co., has obtained the consent of all the creditors to dispose of the stock in any way he thinks will bring the most money.

Allegan—Yeakey & Upson succeed Robinson & Kent in the meat business. The senior member of the firm is Frank Yeakey, who was for several years engaged in the same business at Wayland.

Torch Lake—Cameron Bros. have merged their general merchandise and lumber business into a stock company under the style of the Cameron Lumber Co. The capital stock of the corporation is \$100,000.

Coldwater—C. A. Spaulding, of the dry goods firm of Spaulding & Co., has sold his interest in the firm to J. W. Shively, his partner, who takes possession at once and assumes all the firm's indebtedness.

Detroit—A. Ives & Sons, bankers, who were made garnishee defendants in a suit which Jacob Sternglanz and H. Baumgartner brought against the firm of Daniels & Ives, deny the possession of any property belonging to that concern. They assert that Daniels & Ives owed them \$73,500, secured by a mortgage on

their stock, and that the sale of the property realized but \$40,700. They have also collected but \$20,000 on accounts assigned to them, leaving Daniels & Ives still deeply in their debt.

MANUFACTURING MATTERS.

Manchester—John Koch, brewer, is dead.

Charlotte—J. P. Perkins, miller, was recently burned out. Insured.

Colon—The Colon Knitting Factory has made \$75,000 worth of mittens during the winter.

Luther—The Wood Extract Co., manufacturer of wood alcohol, has been closed under chattel mortgage.

Nashville—J. F. H. Miller has traded his grocery stock and store building for Edwin Smith's saw and planing mill at Eaton Rapids.

Evart—Frank Young has moved his mill from Lake Station to a point on Doc and Tom creek, near this place, and has just begun to cut shingles.

East Jordan—The East Jordan Lumber Co.'s sawmill and store were recently totally wrecked by a boiler explosion. Loss, \$15,000. No insurance.

Saginaw—J. W. Howrey & Sons have put in about 20,000,000 feet of logs in Georgian Bay, which will come to Saginaw River to be manufactured.

Bay City—Taylor & Youngs are building a shingle mill on the middle ground at the south end of this city. It is nearly finished, and will be fully stocked for the season.

Chippewa Station—Plato & Renwick have purchased the sawmill of Wm. Maynard, who recently assigned, and will operate it in connection with their shingle mill.

Detroit—Brownlee & Co. are building a small sawmill on the River Rouge, and will manufacture telegraph poles, cross beams, etc. A lumber yard will form part of the plant.

Crystal Falls—The Illinois Steel Co., having secured possession of several mines near this place, will operate them to their greatest capacity, increasing the number of men by about 300.

Escanaba—The Escanaba Lumber Co. has been organized to manufacture and sell lumber, by Jas. Lillie, Kankakee, Ill.; James Bute and Alfred H. Butts, Escanaba. Capital stock, \$50,000.

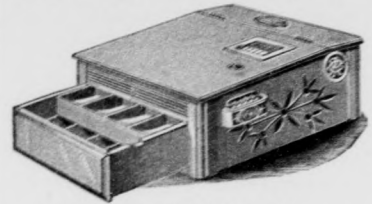
Otsego—The Michigan Manufacturing Co., manufacturer of pants and overalls, has merged its business into a stock company under the same style. The capital stock of the corporation is \$50,000.

Saginaw—The Arthur Hill Company, of this city, and Pelton & Reed, of Cheboygan, have purchased 8,000,000 feet of logs in Upper Michigan. They will be rafted to Pelton & Reed's mill to be manufactured.

Oscoda—Henry A. Harmon, of the J. E. Potts Salt & Lumber Co., reports to the court that he has paid out \$51,969 in labor claims and has \$50,000 in similar claims, yet pending. He has received \$10,380 from the unmortgaged property sold, and has \$103,089 in such property yet to sell.

Temple—A. P. Wait & Son are having a small lumber carriage built to order with a view of sawing up the small jack and sapsine which abounds so plentifully in this locality, running from three inches up to twelve and fifteen inches through, making it into bed slats and lath.

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.

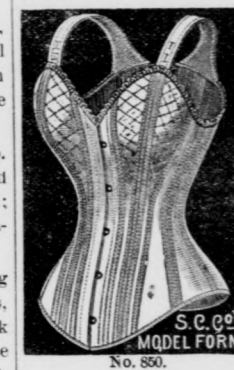
A. R. PECK, Syracuse, N. Y.

LOBDELL & GEIGER, Gen. Agents,

39 Pearl St., Grand Rapids.

Write for illustrated and descriptive catalogue.

Schilling Corset Co.'s



CORSETS

The Model Form.

Greatest Seller on Earth!



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

SCHILLING CORSET CO.,

Detroit, Mich. and Chicago, Ill.

GRAND RAPIDS GOSSIP.

I. R. Wilson, picture dealer, has sold out to Starling & Ackley.

O. M. Anstead, dealer in dry goods at 59 Monroe street, will shortly remove to Decatur, Ill.

E. P. Kidder & Co., dry goods dealers at 64 Monroe street, have sold out to F. A. Wurzburg.

Chas. W. Graves has opened a grocery store at Mulliken. Musselman & Widdicombs furnished the stock.

S. A. Watt & Co. have purchased the Underwood grocery stock at the corner of Wealthy avenue and Henry street.

Foster, Stevens & Co. have decided to take out the partition wall between their double stores, in the front end of the building, and put a large doorway in the center, in place of the two front entrances now used. The change will improve the appearance of the store very materially.

Ludwig Winternitz, who came to this city nearly eight years ago to take the local management of the Fermentum compressed yeast, and who was promoted to the position of State agent about four years ago, has been called to Chicago to take the position of Assistant to the General Manager. The agency here will be managed hereafter by John Smyth, for several years assistant to Mr. Winternitz here, but for the past few months local manager of the Toledo agency. Mr. Winternitz will retain his property interests here and pay a regular visit to the Grand Rapids market every fortnight.

Gripsack Brigade.

Robert S. Kirkup, traveling salesman for M. E. Chittenden & Co., of Adrian, dropped dead in Hudson, Friday, of apoplexy.

Dr. Josiah B. Evans is confined to his house with pleurisy. His route is being covered in the meantime by Geo. Williams.

Chas. L. Stevens, the Ypsilanti traveler, is in town for a few days, the guest of Geo. F. Owen. He is accompanied by his wife.

F. D. Page, of Jackson, is calling on the grocery trade of this city in the interest of DeLand's sodas and baking powders.

John Cummins has leased a house at Traverse City and will remove his family to that place as soon as the weather is favorable.

John C. Bloom, a well-known traveling man, and once a leading business man of Kalamazoo, died suddenly one day last week from the rupture of a blood vessel. He was an active member of the G. A. R.

James N. Bradford is endeavoring to interest a number of the traveling men in the advantages of Hess Lake as a summer resort. This beautiful body of water is situated four miles from Newaygo and is unexcelled in point of boating, bathing and fishing facilities. Mr. Bradford has a number of lots fronting the lake, which he offers on very favorable terms to those who will build cottages.

Emil Fecht, who has been with John J. Bagley & Co., of Detroit, for a full quarter of a century—having spent seventeen years on the road for the house in this State—has concluded to remove to Ottumwa, Iowa, and take an interest in the cigar manufacturing business of his brother. The new firm will be known

as Julius Fecht & Bro., Emil devoting his attention to the office and taking charge of the men and output. Mr. Fecht and his pictures have become very well known to Michigan merchants, who will regret to part with the genial traveler.

"I have known hundreds of commercial travelers in my time," said Geo. L. McGrew, President of the Travelers' Protective Association, "but I have never known one yet to make a success on the road, or even remain on the road for any length of time, unless he worked as hard for his employer as he would work for himself. I will say even more, and that is, that I never knew a narrow-minded or bigoted salesman to succeed. The requirements made upon a salesman can never be appreciated until one becomes a salesman himself. The successful salesman cannot be ignorant, because the dealer will find it out at the very start; he cannot be insolent, because his insolence will be resented; he cannot be too smart, because there is many a small country dealer just as smart as he is. He must be a well-informed, earnest, courteous gentleman at all times; and I am glad to say, while speaking on this subject, that the old-style salesman we used to read about when we were boys is gone. The idea of the "drummer," twenty-five years ago, implied a man dressed in the flashiest style of clothes, of loud demeanor, who demanded and got the best of everything where he went, and who regarded morals as only of secondary consideration. The people of a quarter of a century ago thought that a drummer could not be successful unless he got on an occasional "tear." The drummer now is essentially a gentleman in all that the word means. He must be a gentleman in conduct as well as in appearance. No bumming and no tearing around are tolerated for one moment by a reputable house. In short, the traveling salesman is a perambulating merchant; he travels from place to place, representing his house, and stands for his house wherever he goes. The better class of salesmen will not associate with or excuse the drummer who thinks it is his duty to get drunk or act smart wherever he goes. Go where you will, I doubt if you can find a more intelligent, a more moral or a more trustworthy class of men than you will find in the ranks of the traveling salesmen."

The Grocery Market.

There is now no season for doubting that Spreckles' Philadelphia refinery is in the possession of the Sugar Trust, the Associated Press positively asserting that the property has been turned over to the Trust for a consideration of \$7,000,000, payable in Trust certificates. The Associated Press also asserts that the Franklin refinery (Harrison, Frazer & Co., of Philadelphia) was turned over to the Trust Thursday for a consideration of \$10,000,000, one-tenth cash and the remainder in Trust certificates, but the local broker of the Franklin refinery continues to receive consignments from Philadelphia, giving ground for the belief that the deal has not yet been actually consummated.

The market is firm and strong, without any change in price.

The P. J. Sorg Co. announces an advance on "Joker" plug on April 11 from 20 to 22 cents per pound.

Use Tradesman Coupon Books.

BUTTER & EGGS

We will pay as follows this week for all consignments of fresh butter and eggs f. o. b.
Choice Dairy Butter, 20
Fresh Eggs, 10
If you have any of above goods at these prices, please drop us a card, stating the amount, and we will inform you how to pack and where to ship.

TUCKER, COADE & PARKER,
127 LOUIS ST.,
GRAND RAPIDS, MICH.

**MICHIGAN
Fire & Marine Insurance Co.**

Organized 1881.

Fair Contracts,
Equitable Rates,
Prompt Settlements.

The Directors of the "Michigan" are representative business men of our own State.

D. WHITNEY, JR., Pres.
EUGENE HARBECK, Sec'y.

HESTER & FOX,

AGENT FOR THE

Atlas Engine Works,
Indianapolis, Ind.

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.

Do You Desire to Sell

**Carpets and
Lace Curtains**

By Sample?

Send for our Spring catalogue

SMITH & SANFORD,

Grand Rapids, Mich.

CHAS. A. COYE,

MANUFACTURER OF

Awnings & Tents

Horse and Wagon Covers,

JOBBERS OF

Hammocks and Cotton Ducks

SEND FOR PRICE LIST.

11 Pearl St., Grand Rapids, Mich.

ESTABLISHED 1868.

H. M. REYNOLDS & SON,

Wholesale Dealers in

BUILDING & SHEATHING PAPERS,
PLAIN AND CORRUGATED CARPET
LININGS, ASPHALT AND COAL TAR
PREPARED ROOFING, BEST GRADES
ASPHALTUM & FIRE PROOF ROOF
PAINTS, COAL TAR AND COAL TAR
PITCH, ELASTIC ROOFING CEMENT,
ROSIN & MINERAL WOOL, ASBESTOS
FIRE-PROOF SHEATHING, ETC.

PRACTICAL ROOFERS

In Felt, Composition and Gravel.
Cor. LOUIS & CAMPAU STS.,

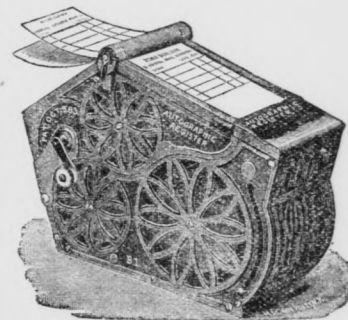
Grand Rapids, Mich

17 Years of Development

HAVE RESULTED IN THE

**AUTOGRAPHIC
REGISTER.**

Which makes, automatically, a fac-simile duplicate and triplicate, while making original bills, receipts, orders, checks, etc. The original is given to the customer, the duplicate to the cashier, and the triplicate is rolled up inside as a record, and can be taken out at any time for examination. It is absolutely incorruptible, always ready, and does not permit dishonesty or carelessness. It is alike a protection to the customer, the salesman and the merchant.



These Machines are rented, not sold, and the saving in cost of Each 20,000 bills Pays the Rental.

SUITABLE FOR ANY BUSINESS.

Send for a Full Descriptive Pamphlet Showing Different Styles.

**CHICAGO
Autographic Register Co.,
154 Monroe St., Chicago.**

W. VERNON BOOTH, Pres't. CHAS. P. STEVENS, Sec'y and Gen. Mgr

How to Increase Trade.

Most merchants are presumed to be interested in the question of how they may increase their trade. They may also canvass the matter of increasing profits, but, as Rudyard Kipling would say, that is another story. It is considerable that a merchant, in an isolated district, may enjoy a monopoly of trade there and get all the money that there is to spend in the community; and, yet, it would be strange if he did not endeavor to work some immigration scheme, so as to bring more purchasers to his store. It may therefore, be laid down as a general proposition that all merchants are concerned in the increase of trade.

Observation would seem to indicate that the three following factors have been present in the minds of those who have been seeking a solution of this problem: Quality of goods, price of goods and terms of sale. If merchandise is of good quality, if prices are as low as a similar grade of goods can be bought for elsewhere and if the terms of credit are equally favorable, why should one merchant fail and another succeed? Yet that this is the case is too well tested to admit of doubt. It is not quality, or price or terms, singly or collectively, that increase trade.

A man, traveling from this city, is doing a tremendous business. On every trip he cuts into the business of rival houses and enlarges his sales. The firm which employs him adds hundreds of dollars to his salary annually, and that voluntarily. But the goods thus sold are no better than those which they have displaced, the prices are no lower and the terms are the same; furthermore, it is not because this traveling man is "a hustler," for he confesses that he puts forth less effort each trip, and only "makes the motions" of going after trade. Here is a problem which cannot be solved by the rule of three—quality, price and terms. The secret of success in life lies in knowing how to please people, and this salesman possesses this knowledge in large measure. Personal friendship, or personal popularity, is the foundation of his remarkable success in increasing trade.

The successful merchant must create among his customers an interest in himself, personally. Of course, by enlarging his stock and adding new departments, he can, in most cases, increase business; but the steady growth, so much to be desired, comes only with the increasing popularity of the firm.

Now the query becomes pertinent, "How may this personal friendship be acquired?" And it must be confessed that it cannot be acquired by rule. The political faculty, which makes its possessor popular above his fellows, is not the heritage of all men. This much, however, may be said: Small natural endowment, with thoughtful attention, will accomplish more than larger endowment neglected. Agreeableness will outweigh argument, and the man who does not possess this quality has not the instincts of a successful merchant. Moreover, while integrity and scrupulous attention to every duty are indispensable in clerks, these qualities alone fall far short of the requirements for a desirable salesman. Suavity is essential. The whole atmosphere of the establishment must be pleasant and friendly. The three factors—quality, price, terms—are not to be overlooked and are well enough in their way; but the personal popularity of a rival will more than offset them all. Trade will increase as popularity grows, and popularity will grow with the knowledge of how to please people and make them your friends.

Customers will not be attracted by complaints of hard times and small profits. They are always complimented to have the proprietor speak to them, if he does so cheerily. They like a merchant who is not so busy rushing after a profit that he is surly with buyers. The sunny, hopeful merchant is the one who has friends and whose business is on the increase.

Personal friendship is the determining factor in many of the business transactions of life, and it is the magnet that wins and holds trade.

The Alleged Ribbon Trust.

During the week there has been some talk in the daily papers about a contemplated ribbon trust, but were it not for the fact that this alleged combination is supposed to be in the hands of a firm that have had remarkable success in some other combinations, it would not be regarded seriously by the trade. For that matter, no one who is in a position to be well informed has any idea that a trust will be or can be made.

The prime essential for one of these combinations is simplicity of product, and such conditions of manufacture as make large capital essential. Neither of these conditions applies in the case of ribbons. Under the general name is embraced an infinite variety of manufacture, necessitating a similar variety of machinery and facilities. Then again, to manufacture ribbons, even on a considerable scale, requires merely a limited capital. It is this very circumstance which has always been a drawback to the industry as a profitable branch of manufacture. Any attempt to make an arbitrary limit to the output, with a view to raising prices, would invariably be checkmated by a host of new manufacturers, who would enter the field instantly if a trust succeeded in bringing prices above the level of a living profit.

No doubt a large number of feeble and struggling firms would like to unload their machinery and other property upon an unsuspecting and sanguine syndicate of capitalists, but we doubt if capital could be induced to engage in such a precarious enterprise on the large scale that would be necessary even to take the first step in regulating production.



Best Six Cord

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions

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.

Dry Goods Price Current.

Table listing various goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, and CAMBRICS.

Table listing various goods and their prices, including categories like DEMINS, GINGHAMS, GRAIN BAGS, and THREADS.

Be Distinctive.

One of the secrets of success in business, quite as much as in literature, politics, or social life, is to be a little different from anybody else; to avoid the commonplace, and to fill some special niche in the life of the day.

Has your store an individuality—anything to distinguish it from its neighbor across the street, or around the block? That was shrewd criticism which a traveler passed upon the stores in a certain town, when he said its business men might swap stores over night and not know the difference in the morning. Have a distinctive character to your stock and to your store, and let this individuality be in the line of genuine excellence, rather than mere singularity. Merely being different from others will not of itself make the desired impression, but to be different by being superior in important directions will certainly turn the key in the lock of success.

Is there any merit which in the eyes of the community is identified with and represented by your store? Is it famous as the most beautiful store, as the most convenient, as the one where the clerks are the most attentive or intelligent, where the prices are lowest, where the delivery is most prompt and satisfactory, where the styles are the newest, where there is the least delay in getting change and purchases, where goods are marked in the plainest manner? Or, in these particulars and others, is there nothing to distinguish it from half a dozen competitors?

If there is no such special merit to your store, seek by every legitimate means to establish a reputation for some mercantile superiority. Study the salient features of the best stores, not so much in your own community, for that might lead to imitation, which is never really successful, but of the establishments that have won their way to the top in the great centers of trade by a genius for apprehending and satisfying the people's demands. See what features can be best adopted in the special circumstances of your own community, and have the courage to inaugurate them in your own business.

In most cases the expense need not be considerable, but whether the cost be more or less, it should properly be added to the capital of the store, for an establishment can have no better capital than a well-established reputation along certain individual lines in which a sound judgment and intelligence enter as the determining factors. Once get out of the ordinary rut into a special atmosphere of your own, and you have escaped the severest conditions of competition.

Prompt Settlement of Small Accounts.

Large accounts being a part of the regular machinery of trade, are, as a matter of course, well looked after; they have their time to fall due; their importance is too great, yet it is only by the aggregation of a multitude of small ones that these are provided for. Small accounts have no time of maturity, they are payable at "any time;" they remotely resemble what are called debts of honor—"more honored in the breach than the observance;" the debtor never thinks that it can be any inconvenience to the creditor to wait for such a trifle, he will get at it some day when he has time, and thus resolves and resolves, and the debt continues to keep bad company with the many like it on the books of nearly every dealer in the land.

Use Tradesman or Superior Coupons.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60	
Cook's	40	
Jennings' genuine	25	
Jennings' imitation	50&10	
AXES.		
First Quality, S. B. Bronze	7 50	
D. B. Bronze	12 00	
S. B. S. Steel	8 50	
D. B. Steel	13 50	
BARROWS.		dis.
Railroad	14 00	
Garden	30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	70&10	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright fast joint	60&10	
Wrought Loose Pin	60&10	
Wrought Table	60&10	
Wrought Inside Blind	60&10	
Wrought Brass	75	
Blind, Clark's	70&10	
Blind, Parker's	70&10	
Blind, Shepard's	70	
BLOCKS.		
Ordinary Tackle, list April 17, '85	60	
CRADLES.		
Grain	50&10	
CROW BARS.		
Cast Steel	per lb 5	
CAPS.		per m
Ely's 1-10	65	
Hick's C. F.	60	
G. D.	35	
Musket	"	
CARTRIDGES.		
Rim Fire	50	
Central Fire	25	
CHISELS.		dis.
Socket Firmer	70&10	
Socket Framing	70&10	
Socket Corner	70&10	
Socket Slicks	70&10	
Butcher's Tanged Firmer	40	
COMBS.		dis.
Curry, Lawrence's	40	
Hotchkiss	25	
CHALK.		
White Crayons, per gross	12@12 1/2 dis. 10	
COPPER.		
Planished, 14 oz cut to size	per pound 28	
" 14x52, 14x56, 14x60	26	
Cold Rolled, 14x56 and 14x60	23	
Cold Rolled, 14x48	23	
Bottoms	25	
DRILLS.		dis.
Morse's Bit Stocks	50	
Taper and straight Shank	35	
Morse's Taper Shank	50	
DRIPPING PANS.		
Small sizes, ser pound	07	
Large sizes, per pound	5 1/4	
ELBOWS.		
Com. 4 piece, 6 in	dos. net 75	
Corrugated	dis. 40	
Adjustable	dis. 40&10	
EXPANSIVE BITS.		
Clark's, small, \$18; large, \$26	30	
Ives', 1, \$18; 2, \$24; 3, \$30	25	
FILES—New List.		dis.
Disston's	60&10	
New American	60&10	
Nicholson's	60&10	
Heller's	50	
Heller's Horse Rasps	50	
GALVANIZED IRON.		
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28	
List 12 13 14 15 16 17		
Discount, 60		
GAUGES.		dis.
Stanley Rule and Level Co.'s	50	

HAMMERS.		
Maydole & Co.'s	dis. 25	
Kip's	dis. 25	
Verkes & Plumb's	dis. 40&10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel, Hand	30c 40&10	
HINGES.		dis. 60&10
Gate, Clark's, 1, 2, 3	per doz. net, 2 50	
State	3 1/2	
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4	
Screw Hook and Eye, 1/2	net 10	
" " " 3/4	net 8 1/2	
" " " 1	net 7 1/2	
" " " 1 1/2	net 7 1/2	
Strap and T.	dis. 50	
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track	50&10	
Champion, anti friction	60&10	
Kidder, wood track	40	
HOLLOW WARE.		
Pots	60&10	
Kettles	60&10	
Spiders	60&10	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		
Stamped Tin Ware	new list 70	
Japanned Tin Ware	25	
Granite Iron Ware	new list 33 1/2&10	
WIRE GOODS.		
Bright	70&10&10	
Screw Eyes	70&10&10	
Hook's	70&10&10	
Gate Hooks and Eyes	70&10&10	
LEVELS.		dis.
Stanley Rule and Level Co.'s	70	
KNOBS—New List.		dis.
Door, mineral, jap. trimmings	55	
Door, porcelain, jap. trimmings	55	
Door, porcelain, plated trimmings	55	
Door, porcelain, trimmings	55	
Drawer and Shutter, porcelain	70	
LOCKS—door.		dis.
Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Branford's	55	
Norwalk's	55	
MATTOCKS.		
Adze Eye	\$16.00, dis. 60	
Hunt Eye	\$15.00, dis. 60	
Hunt's	\$18.50, dis. 20&10	
Sperry & Co.'s, Post, handled	50	
MILLS.		dis.
Coffee, Parkers Co.'s	40	
" P. S. & W. Mfg. Co.'s Malleables	40	
" Landers, Ferry & Co.'s	40	
" Enterprise	30	
MOLASSES GATES.		dis.
Stebbin's Pattern	60&10	
Stebbin's Genuine	60&10	
Enterprise, self-measuring	25	
NAILS.		
Steel nails, base	1 85	
Wire nails, base	2 00	
Advance over base:		
50	Base	Base
60	Base	Base
40	05	20
30	10	30
20	15	35
16	15	35
12	15	35
10	20	40
8	25	50
7 & 6	40	65
4	60	90
3	1 00	1 50
2	1 50	2 00
Fine 3	1 50	2 00
Case 10	60	90
" 8	75	1 00
" 6	90	1 25
Finish 10	95	1 25
" 8	1 00	1 25
" 6	1 15	1 50
Clinch; 10	85	75
" 8	1 00	90
" 6	1 15	1 00
Barrell 1/2	1 75	2 50
PLANES.		dis.
Ohio Tool Co.'s, fancy	2 40	
Sciota Bench	2 40	
Sandusky Tool Co.'s, fancy	2 40	
Bench, first quality	2 40	
Stanley Rule and Level Co.'s, wood	4 10	
PANS.		
Fry, Acme	dis. 60-10	
Common, polished	dis. 70	
RIVETS.		dis.
Iron and Tinned	40	
Copper Rivets and Butts	50-10	
PATENT PLANISHED IRON.		
"A" Wood's patent planished, Nos. 24 to 27	10 20	
"B" Wood's pat. planished, Nos. 25 to 27	9 20	
Broken packs 1/2c per pound extra.		

ROPES.		
Sisal, 1/4 inch and larger	9 1/2	
Manilla	13	
SQUARES.		dis.
Steel and Iron	75	
Try and Bevels	60	
Mitre	20	
SHEET IRON.		
Com. Smooth.		Com.
Nos. 10 to 14	4 05	3 15
Nos. 15 to 17	4 05	3 15
Nos. 18 to 21	4 05	3 15
Nos. 22 to 24	4 05	3 15
Nos. 25 to 28	4 25	3 25
No. 27	4 45	3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		dis.
List acct. 19, '86	50	
SASH CORD.		
Silver Lake, White A	list 50	
" Drab A	55	
" White B	50	
" Drab B	55	
" White C	55	
Discount, 10		
SASH WEIGHTS.		per ton \$25
Solid Eyes		dis.
SAWS.		dis.
" Hand	20	
Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dex X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X Cuts, per foot	30	
TRAPS.		dis.
Steel, Game	60&10	
Oneida Community, Newhouse's	35	
Oneida Community, Hawley & Norton's	70	
Mouse, choker	18c per doz	
Mouse, delusion	\$1.50 per doz.	
WIRE.		dis.
Bright Market	65	
Annealed Market	70-10	
Coppered Market	60	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	3 10	
" painted	2 65	
HORSE NAILS.		dis.
An Sable	40	
Putnam	dis. 08	
Northwestern	dis. 10&10	
WRENCHES.		dis.
Baxter's Adjustable, nickeled	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75&10	
MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Clatern	75	
Screws, New I st	70&10	
Casters, Bed a Plate	50&10&10	
Dampers, American	40	
Forks, hoes, rakes and all steel goods	5&10	
METALS.		
Pig Tin.		
Pig Large	260	
Pig Bars	280	
ZINC.		
Duty: Sheet, 2 1/2c per pound.		
600 pound casks	5 1/2	
Per pound	7	
SOLDER.		
1/2@1/2	16	
Extra Wiping	15	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		
Cookson	per pound	
Hallett's	"	13
TIN—MELTIN GRADE.		
10x14 IC, Charcoal	\$ 7 50	
14x20 IC, "	7 50	
10x14 IX, "	9 25	
14x20 IX, "	9 25	
Each additional X on this grade, \$1.75.		
TIN—ALLWAY GRADE.		
10x14 IC, Charcoal	\$ 6 75	
14x20 IC, "	6 75	
10x14 IX, "	8 25	
14x20 IX, "	9 25	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		
14x20 IC, " Worcester	6 50	
14x20 IX, "	8 50	
20x28 IC, "	13 50	
14x20 IC, " Allway Grade	6 00	
14x20 IX, "	7 50	
20x28 IC, "	12 50	
20x28 IX, "	15 50	
BOILER SIZE TIN PLATE.		
14x28 IX	\$14 00	
14x31 IX	15	
14x56 IX, for No. 8 Boilers	per pound 10	
14x60 IX	" 9	

POST'S SAP SPOUTS

No. 2—Actual Size.

THE CHAMPION.

FOSTER STEVENS & CO.

We are agents for this Spout and carry a full stock.

We also have the ANCHOR SAP SPOUT.

SPOUT NO. 1. Actual size, with heavy wire hanger, that does not break like hangers cast of iron.

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 -

THE TRADESMAN COMPANY,

One Dollar a Year, - Postage Prepaid.

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Communications invited from practical business men.

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E. A. STOWE, Editor.

WEDNESDAY, MARCH 30, 1892.

CHARACTER IN BUSINESS.

Matthew Marshall, one of the brightest and most logical writers on financial questions, delivers a dissertation on the Richmond Terminal this week, which THE TRADESMAN does not use, owing to the little interest the subject possesses to Michigan business men. While this is true of the article, as a whole, the conclusions of the writer embody generalities worthy of thoughtful deliberation. He says:

So long as the debtor preserves its organic integrity it can take care of its debts, but if it is broken into fragments by revolution and civil war its power of levying taxes and collecting revenue is destroyed and it becomes bankrupt. The money markets of the world demonstrate the sentiment of investors generally in this respect. When it looked as if the rebellion of the Southern States would be successful, the bonds of the United States fell abroad to forty cents on the dollar; and those of many South American republics are selling nearly as low to-day, as the result of the instability of their governments and the imminence of their collapse. If prudent investors in national loans consider the possibility of national disruption as an element in estimating their value, so should investors in stocks and bonds of great railway systems consider the probability of a like catastrophe. The whole thing comes back to what I have so frequently insisted upon, that the character of the managers of a corporation is one of the most important elements in the value of its securities, just as the character of the ruling citizens of a nation is the controlling element in determining the amount of credit to which it is entitled.

Mr. Marshall touches a keynote that every investor will do well to echo. The character of a borrower is an important factor, and yet most men only look at dividends, promises and securities, with little reference to the reputation of the men in control. Dishonest men are adepts in juggling with finances. It is proverbial in railway circles that the Vanderbilt control improves and the Gould control depresses quotations of a railway. Shrewd investors have found by long experience not to trust the glittering inducements held out by wreckers. It is the same with corporations as individuals.

The borrower who is honest bends his energies to the full and faithful discharge of all obligations; the dishonest borrower is bent only upon his selfish

interests, and if an opportunity to swindle his creditors appears, he is swift to take advantage of it. He even conspires to produce such a chance. One studies to meet his obligations, the other to evade them. Is not this a factor to be considered by the lender, independent of the apparent security?

No less a commercial authority than the *Journal of Commerce* recently recommended the abolition of legal processes to collect debts. While this would be a more violent innovation than THE TRADESMAN would be willing to approve, there is no denying the fact that such a condition would not be without its advantages. Business would then be done upon honor and honesty would count for more than it does to-day. Losses would be less frequent, as scoundrels would be less successful in securing credit by making misleading showings of assets.

Before investing in any enterprise, take a good look at the men at the head of it. If you believe that they are personally untrustworthy or unscrupulous, put no money into schemes which they control.

J. C. Martin, a druggist and grocer at Uniontown, Ky., has assigned, although his liabilities are only \$7,000 and his stock is estimated to be worth \$30,000. The cause of the assignment is a suit against him as a Louisiana lottery agent in 1890. It appears that a man named Richardson bought a certain ticket. It won \$3,750, but Martin, being informed of that fact by telephone, went into the country to work his customer. He told Richardson that the drawing had not yet come off, and that he had given him number so and so, which belonged to another person. The countryman thereupon handed over the winning ticket to Martin, in exchange for another one. When Richardson discovered that he had been "cross roaded," he brought suit. The defence was the gambling act plea. The court held that, after the lottery company paid the money upon the ticket, it became a circulating medium and was subject to litigation, and the gambling act could not then be pleaded. The jury brought in a verdict giving judgment for \$3,750, on the ground that Martin fraudulently obtained from Richardson the ticket which won that sum. The case, therefore, goes on record as a curious precedent.

The evident gratitude with which the supplies sent in the steamship *Indiana*, that was unloaded at Libau, were received by the Russian authorities and the starving peasants is a sufficient reward to those who were instrumental in sending the food. The humane work was continued by sending the *Missouri* with a load of flour from New York, and the constant petition for further aid made by the chairman of the Russian famine relief committee of the United States should, and unquestionably will, result in still more substantial contributions.

The grocery trade of Grand Rapids will join with THE TRADESMAN in deploring the removal of L. Winternitz from this city to a larger field of usefulness at Chicago. During Mr. Winternitz, residence at this market, he has established a reputation for honorable dealing and aggressive business methods which are a passport to success anywhere.

The amount of space given by a great many newspapers to pugilists, and which is virtually free advertising for them, seems to us to be worse than wasted. For where there is one "sport" who reads nothing but such news there are fifty readers who care nothing for it. Of course, all readers in these enlightened times admire an athlete and are ever ready to lend aid to the advancement of athletic sport, knowing that it is healthful and beneficial to both body and mind, and gives innocent amusement to thousands of admirers. The compensation in the one case is money, which soon slips from the professional, while the amateur receives his medal, to which he can always point with pride, with the satisfaction that comes from the invigorating results of proper indulgence in manly exercise. But we have entirely too much of prize fighting, and a halt should be called to this debasing practice.

The great Standard Oil Trust was formally dissolved at a meeting of the certificate holders in New York one day last week. But there is good reason to believe that the Standard millions are yet in existence and that the Standard Oil Company is still doing business at the same old stand.

When some men discharge an obligation, you can hear the report for miles around.

BUY THE PENINSULAR

Pants, Shirts, and Overalls

Once and You are our Customer
for life.STANTON, MOREY & CO., Mtrs.
DETROIT, MICH.Geo. F. OWEN, Salesman for Western Michigan,
Residence, 59 N. Union St., Grand Rapids.

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 Bals, 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.



Oranges, Lemons, Bananas, Nuts, Figs, Dates,

A Full Line always Carried by

THE PUTNAM CANDY CO.

Don't pay freight

From Boston and New York on Shoe Dressing when you can buy it of HIRTH & KRAUSE at

Manufacturers' Prices.

GILT EDGE,
GLYCEROLE,
RAVEN GLOSS,
ALMA, [Large size].

A Rug with each gross, \$22.80. Shoe Stool with two gross. An assorted gross of the above dressing, \$22.80.

HIRTH & KRAUSE,
GRAND RAPIDS.Clover and
Timothy Seed.

Now is the time to buy CLOVER AND TIMOTHY SEED for your spring trade. We have a good stock and for THIS WEEK will sell you

FOR CASH

In five bag lots or over as follows:
Prime Clover, - - - - \$6 75
No. 2 " - - - - 5 75
Timothy, - - - - 1 50
Bags extra at market price.

W. T. LAMOREAUX & CO.,

Grand Rapids, Mich.

WHOLESALE VS. RETAILER.

In expatiating upon the sphere of the retail merchant and the discharge of those duties attendant or incumbent upon his position, I feel that this article should yield cognizance to the wide and varied range of views and expressions held and uttered by the numerous class which may be listed under the title of retailers. As much as possible, I will be thus governed, but must, of course, speak principally from the experiences and knowledge of the retail grocer, that being my avocation.

In order to properly treat my subject matter, I have deemed it necessary to descant somewhat on the relation of the retail merchant to each of the four classes which may be said to form the personnel of his business sphere, viz., employes, fellow-retailers, wholesaler or manufacturer, and customers or consumers.

None the least of the annoyances and embarrassments that occasionally, one might say frequently, harrow the placid money-making flow of the average retailer's business arises from the lack, at least among grocers, of trained and capable assistants. This very apparent evil is, in a large measure, due to the absence of inducements that would urge the adoption by the ordinary youth or young man of a grocery clerk's career. In fact, there exist, instead of allurements, conditions that are virtually repellent and that seem almost inseparable from business methods. Long hours, laborious work, scant remuneration, and a meager prospect of future relief from his thralldom are the certain outlooks for too many of this class of toilers. Add thereto the deplorable necessity imposed upon so many of them to surrender their Sunday rest and recreation to the inexorable demands of either avarice or public selfishness, and the repellent conditions are numerous enough and strong enough to appear insurmountable.

To the employer who recognizes these drawbacks, the evil influences of which extend even to himself, must occur the reflection as to what remedy can be applied. Ordinarily, the law of supply and demand influences this, as other matters; hence, one almost forgets these deterrent influences when, in response to a want advertisement, he is besieged with importunities for the vacant positions by those whom stern necessity forces to the application. Endeavoring, in some degree, to answer this introspective query, I can find a possible relief in a recognition of those prevalent disadvantages, a general determination to ameliorate them by a well-concerted effort in behalf of those who suffer from them, and a proper presentation to the public of their too often needless or thoughtless requirements. The retention of a suitable profit on all transactions and the judicious curbing of the selfish exactions of careless customers would, in my judgment, materially aid in realizing this second emancipation, and so improve the relations between employer and clerk that there would ensue a new interest and a proper zealous regard for each other's welfare.

To outline the feeling that should prevail between retailers of similar or even dissimilar classes of merchandise is arrogating to one's self a questionable privilege; however, I cannot but feel that some interest would attach to the definition of a method by which relief might be had from the unreasoning and often

vindictive caprices that dictate the policies of too many merchants, and I will accordingly express my views on this issue. The correction of such caprices may be found in the successful utilization of the advantages offered by associations such as are operating at present in many of our cities. I believe that in them lie the means, when judiciously used, by which may be eradicated many of the faults and uncharitable ideas that underlie or give birth to the asperities and reckless dealing which characterize so many retailers; and to the particular good that may be thus accomplished I can bear practical and reliable testimony.

There is in this connection a further and a vital duty owing by one retail merchant to another; it is as yet but partially realized and as partially fulfilled. I refer to the duty—the imperious duty—that should prompt the conveyance of information, when necessary and real, from one fellow-merchant to another, that a present or prospective customer is apt to prove undesirable or unworthy of credit, and thus save the dealer from subjection to a fleecing process that unfortunately is not redressible under our present peculiarly constructed—and, in this regard, certainly unjust—laws. It is here that associated enterprise can exercise, and must exercise, a power and protective influence that even to the most prudent merchant is not indispensable.

It may be urged that, through the struggle for "place and pelf" in which all are engaged, it would be manifestly unjust to fetter the industry, talent and technical knowledge of one or more individuals with the manacles of thriftlessness, idiocy or ignorance of others who, by accident of circumstances, are temporarily engaged in a similarity of occupation, and, consequently, it may be urged, are entitled to some ethical consideration from their associates or from merchants with whom they come in business contact. While a bold application of the "survival of the fittest" doctrine may have in this a forceful application, it must be conceded that occasions often call for a modification of so harsh a theory, and that modification can be best reached and best adapted through the agency and influence of retail organizations.

The vexing problem of jobber versus manufacturer is one whose solution may be received with perfect equanimity by the retailer, as his position in the controversy is, if anything, neutral, or rather that species of neutrality which stands ready and willing to be benefited by either of the contestants; I will, therefore, leave the discussion of this issue to those I deem more directly interested, and proceed to the consideration of the question, "Manufacturer or Wholesaler versus Retailer."

There are, of course, salient points of difference between the former two classes in their wholesale character, but, as the retailers' supplies are drawn directly or indirectly from both, I will, for my present purpose, consider them as one in their relation to the retail merchant. In the days when men were governed by "divine right" principle, there seemed to be a reflex of that regal halo cast around the person of the often purse-proud, always patrician-like wholesaler. Of late, there has been in their case a gradual dissipation of the encircling "divinity that doth hedge a king," and the humble retailer is becoming the recipi-

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


BEN-HUR
(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.

GEO. MOEBS & CO., Manufacturers,

DETROIT and CHICAGO.

OF COURSE YOU WANT
 A POINTER —→

SOMETHING TO

LIVEN UP TRADE!

Then Harken Not to

The Calamity
at once

ORDER

Wailer but
a case of

LION COFFEE

Lion Coffee, O. D. Java and Standard Maracaibo are our leading brands, and all we ask of merchants is to give them a trial. Lion Coffee is sold in 1-lb. packages, never in bulk; the other two are sold in bulk only. The combination of all three is just what merchants need in the store, to suit all classes of trade.

Write Your Jobber for Quotations or Address

WOOLSON SPICE CO.,

ROASTERS OF

High Grade Coffees,

TOLEDO, - - OHIO.

L. WINTERITZ,

RESIDENT AGENT,

106 KENT ST.,

GRAND RAPIDS, MICH.

ent of a little more consideration and fellowship, so that, to-day, there has been formed in many instances a bond of personal friendship which, welded to business interests, forms a link well nigh indissoluble. In determining the delicate adjustment of an endangered special interest which may be sought on account of some supposed encroachment on the presumed rights of either class, there must exist a proper recognition of the limits which embrace the legitimate sphere of the wholesale and retail merchant.

One of the existing abuses which begets grave dissatisfaction with the retailer is a frequently indulged practice of wholesalers selling in small quantities to the consumer. While it is possible that a plausible explanation might be submitted from those engaged in such practice, I would say to retailers that the remedy rests entirely with them. The exercise of a unified and unmistakable determination on the part of the latter to leave the offender the alternative privilege of either an exclusive wholesale or retail business would possibly result in a cessation of the aggravating policy, or at least an upholding by the quasi-wholesaler of such an advance at retail over the wholesale price as would afford the marginal protection to which the retailer is entitled and thereby result in allaying the sting of so wrongful a competition.

I would favor and contend for a restriction rather than extension of the retailing of goods by wholesalers or manufacturers; and retail merchants, as far as consistent, should jealously protect the domain of retailing from further encroachment in that direction. That they have this power I believe; that they may properly but judiciously employ it is possible and, in fact, undeniable.

I will now touch upon a feature of the duty owing by the wholesaler or manufacturer to the retail merchant, and it is one that I hope will, in the future, receive open and pronounced consideration. Retail merchants may unite to extend to one another protection against the dishonest consumer, but they are almost powerless to check the depredations that may be committed upon their common business interests and prosperity by a reckless or unscrupulous fellow-merchant who thinks that his only aim in life should be to sell goods 10 per cent. below cost and finally settle with his creditors at 10 cents on a dollar. Although fully believing in their potency, I think too highly of the business acumen of our wholesale merchants to suggest how this wrong may be righted; but I state that it is time that some means, carefully exercised, should be devised whereby the honest, 100-cents-on-the-\$1 retailer should be relieved of such cankerous, immoral and fraudulent competition.

The most important and most intimate of the retail merchants' business relations are those necessarily existent between the vendor and the consumer whose custom he solicits, and whose interests he is engaged at all times in serving and protecting. The resultant task is by no means inarduous, nor is it one that admits of partial attention, as the success or failure of the merchant is dependent upon the manner in which it is acquitted. While in many cases the mass of consumers are exacting and thoughtless in their demands upon the patience, intelligence and facilities of retailers, there is,

nevertheless, ample place among them for the establishment of a mutually estimable and profitable relationship which in time, makes room for the exercise of an influence which manufacturers would do well to fully recognize, and to whose twin demands they should faithfully cater, viz., on the one part, "Satisfaction to the consumer," on the other, "Allowance of a fair margin of profit for the retailer." To acquire the former is a necessity; to withhold the latter would be an injustice and a folly. While buyers in general are perfectly able to discriminate for themselves as to the quality and value of goods they purchase, there is, unquestionably, a certain amount of attention given to, and reliance placed upon, the recommendation or disapproval of the seller. It is this confidence in his integrity and judgment which the retailer should sedulously strive to deserve and foster, as it may prove a potent factor in controlling and utilizing the good will and consideration of the manufacturer. To those who buy and those who sell on the cash principle may be spared the possible rupture of relations such as have been alluded to, and, while it is perfectly true that the consumer may properly require polite attention, prompt service, truthful representations of wares and just dealing from the retail merchant, it may as properly be asked, "What return should be given for the fulfillment of those required obligations?" I would say that a cheerful recognition of the services rendered, of accommodations supplied and the prompt and complete liquidation of all assumed and lawful indebtedness would be but a reasonable return on the part of the consumer.

I remember, when a boy in my native country, I was passionately fond of sleighing, or, as we call it, coasting. On the outskirts of the town where I lived was a hill, long and sloping. Here on every possible occasion were wont to gather the lads, yes, and sometimes even the lasses, for the pleasure of sleigh riding. The keen enjoyment of the sport still comes back to me, and memory yet vividly pictures the oft-repeated scene—the glistening, tempting highway, the bracing atmosphere, the moonlight-flooded, star-besprinkled heavens, the hedges, iridescent in their frosted branches, with the reflected clearness and beauty of the Queen of Night and her glittering astral attendants, the eager, jostling, happy throng of coasters, the ring of their laughter, the cry of their derision at some ditched unfortunate, the shout of their approval at some exceptionally swift traveler or daring steersman, as the human-freighted sled shot onward in its lightning-like velocity—yes, and also the covetous, unsatisfied glances, the requests for favors from those who were not the possessors of even a coasting makeshift, and who, like so many for whom they may yield comparison, stand out in the cold of misfortune, shivering, soliciting, sometimes defiant, sometimes pitied, almost always despairing. And now I can see the onward sweep of many revelers. Ah! A smash up! The sudden piling of a dozen steel shod structures, the sudden commingling of a dozen pairs of legs and arms, the painful bumping of some of the heads, the hurtful bruising of a few ribs! How illustrative of so many of our business collapses—the failure of someone to keep the route, to retain his balance, the resultant entanglement of those who may be too

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.

P & B OYSTERS P & B

We close this department of our business, for the present season, Saturday, April 2d. We thank the trade in general for the liberal patronage given us, and we hope our efforts to merit it will be the means of again securing your orders when the next season opens, September 1.

THE PUTNAM CANDY CO.

5000 Sold.

Patented 1887.

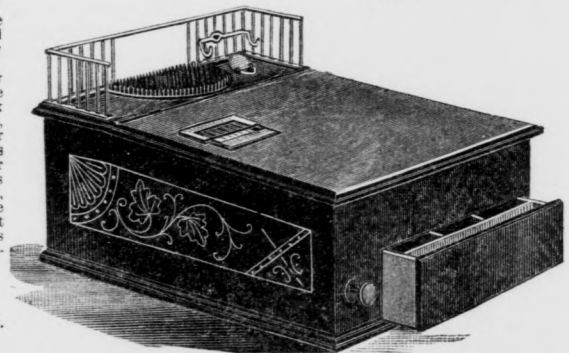
The Cashier

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 odd 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.

PERKINS & HESS
DEALERS IN
Hides, Furs, Wool & Tallow,

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

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, Dairymen, Laundries and in fact every retail dealer who wants correct methods.

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

closely following him, and, before a turn can be made or a saving effort attempted, are unwilling participants in the unfortunate mishap!

These reminiscences, gentlemen, come back to me to-night, and from them I venture to trace a timely analogy. We have heard on one side the cry of a gold-empanoplied mortal, "The public be damned!" We hear on the other the quibble, "The public be humbugged." But I feel that, in our relations to the world of consumers, we are very much like the coasters of my boyhood. Before us lies the inviting highway of public service and public opinion, beyond it lies the goal of renown and compensation, and he who would gain that goal must be guided by the steering pin of industry on the right hand and that of integrity on the left; here the judicious push, there the timely pressure, while, with sharpened vision and tense-strung sinews, we go gliding forward to the limits of our journey. Dare for one instant to stay the passage, dare to thwart the onward force that impels you, dare to disregard the occasional unevenness or surface winding of the hillside, a sudden catastrophe overwhelms you, and it is luck indeed if you escape a lasting memento as the result of your ignorance or foolhardiness. Public opinion, the consumers' opinion, we should respect; their good will we should cultivate. Once started in its pursuit, it is not prudent to leave behind the guiding pins, it is not advisable to dash forward uncontrolled or uncontrollable.

To whatever class we may belong, gentlemen, let us use the right path. Let us employ with force and discretion the steering pins alluded to; then the journey will be safe, the passage pleasant, the ending gloriously successful.

ALEXANDER McCABE.

Habits of a Successful Man of Business.

His conduct is regulated by a sacred regard for the principles of justness.

He is strict in keeping his engagements.

He does nothing hastily or carelessly.

He does not unwisely reveal his designs or his business.

He leaves nothing to memory which would be more safely committed to writing.

He preserves all important letters received, filing them with precision and care.

He keeps copies also of the essential portions of his own correspondence.

He keeps a memorandum book in his pocket for current matters.

He keeps everything in its proper place.

He will not become a security without prudent consideration of the circumstances.

He is prompt and decisive with his capital.

He prefers short credits to long ones, and cash to credit at all times, either in buying or selling.

He is always at the head of his business, well knowing that if he leaves it, it will leave him.

He is constantly examining his books, and sees through the whole affair as far as care and attention will enable him.

A Curious Lock.

A Norwegian farmer has devised a curious lock in which the bolt is released by a stroke from a pendulum bob. The pendulum, invisible from the outside, is moved sufficiently by blowing sharply several times through a hole in the door, but the puffs of air can be given at the proper time only by swinging a key pendulum, previously adjusted, to vibrate in unison with the lock pendulum.

Advertise in *The Cheesemaker*.

A STOREKEEPER'S RIGHTS.

He Cannot Refuse to Sell Nor Turn People Out of His Place.

A store is a public place where persons may enter and remain a sufficient time to buy or sell such articles as are usually bought or sold there, and to transact such other business as is incident to such buying and selling, subject, however, to such reasonable rules as the owner has prescribed for the management of his business. But a store is not a public place for all purposes; it is public only for the purposes for which it is established.

A storekeeper has no right, except for good cause, to forbid any person to enter his store who wishes to trade there in an orderly manner. A person once forbidden to enter a store without justifiable cause may, nevertheless, continue to enter it to buy or sell such articles as may be usually bought or sold there. His entry will not make him a trespasser, although forbidden to enter, unless such entry is made under circumstances calculated to create a breach of the peace. By keeping his store open, a storekeeper extends a general and a continual invitation to every person wishing to trade there to enter and occupy his store for that purpose. Persons who come into his store by his invitation cannot be excluded without cause, or be made trespassers at his pleasure. A person excluded from a store without sufficient cause may recover of the storekeeper such damages as he may have sustained thereby. But a storekeeper may forbid such persons to enter his store who intend to use it for purposes other than those for which it was established. He may also order persons lounging therein or otherwise improperly using his store to leave it forthwith. When so ordered, if they refuse to obey, such persons will become trespassers.

A storekeeper is bound to sell his articles of merchandise to any person who offers, in good faith, to buy them and tenders to him the price demanded, unless such proposed purchaser has violated some reasonable rule prescribed by the storekeeper for the management of his business. This principle does not apply to a liquor dealer, for he is never bound to sell liquor to a drunken man, or to a minor who has not the written consent of his parent or guardian.

A Lawyer Beats an Express Company.

After two years litigation a Wisconsin lawyer wins a case against the Wells-Fargo Express Co. He demanded some property of them, consigned to him, and offered to pay the freight but there were C. O. D. charges. He assured them he did not owe the parties a dollar but could not get the property. The case was commenced in a justice court, brought to the Superior Court and has just been decided by the Supreme Court in favor of the attorney and he gets his property. It seems the goods were his own but had been stolen from his hotel while in the West. The thief then sent them C. O. D. to him, after extracting numerous articles, among which was his wife's photograph. The Court held the company responsible, as it should know its patrons and have their address and whereabouts when articles are sent C. O. D. The company's only remedy now is to deliver up the goods, pay the C. O. D. charges to the thief and then turn around and prosecute.

A Good Business For the Deaf and Dumb.

From the Pall Mall Gazette.

Some little while ago Miss Mary Day, one of the oldest established of the lady typewriters, started the experiment of taking deaf and dumb persons as pupils. The novel idea has turned out very successful; as according to Miss Day, deaf and dumb people, whose touch is very skilful, make excellent typewriters; and, a large part of typewriting being transcribed from manuscript, their affliction is no disadvantage—rather the contrary, as no time is consumed in needless gossip. Dumb girls, according to all accounts, make excellent dressmakers; so that the field of employment for these persons is rapidly becoming widened.

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

General Agency of the

CANDEE RUBBER CO.

Clothing and General Store Merchants will do well to Inspect the Line of

Michael Kolb & Son,

Wholesale Clothing Manufacturers

ROCHESTER, N. Y.

Most Reliable House, established 35 years. The senior member of this firm being a practical tailor, personally superintends the manufacturing department, and has the reputation of making the best fitting garments and most select choice in styles, patterns and designs, adapted for all classes of trade and sold at such low prices, and upon such equitable terms as not to fear any competition, and within reach of all.



WILLIAM CONNOR,
Box 346, Marshall, Mich.

William Connor, representative of above firm in Michigan, begs to announce that the trade can secure some Closing Out Bargains for Spring and Summer trade which will be sold at astonishingly low prices. Mr. Connor also takes pleasure in calling attention to his nice line of Boy's and Children's Clothing as well as to his great selection of Men's Suitings, Spring Overcoats and Pants, all closing out to the trade at marvelously low prices. Largest line of Prince Alberts and Cork Screw Cutaways in fancy and plain. Mail orders promptly attended to, or write William Connor, Box 346 Marshall, Mich., and he will soon be with you to show you our full line, and he will supply you with the leading merchants' printed opinions as to the honesty of our goods and prices

Taking the Stock of a Hat Store.

Written for THE TRADESMAN

Now is the season when he who composes squibs and funny paragraphs for the papers generally has something to say about spring bonnets and incidents connected therewith, quite oblivious, apparently, of the fact that the male biped "homo," when wearing his ridiculous head gear made of pasteboard covered with black silk, would be properly a far more fruitful source of merriment. Of all the different articles of apparel for man, this top-hammer alone does not aim to conform to the outline of that part of the body which it covers. It may, therefore, be justly called ill-fitting, and it is but a natural consequence that, to non-votaries of fashion and others who wear the prescribed uniform or not, just as they see fit, a ludicrous element lurks in the plug hat, in the many anxieties it engenders and in the tender solicitude with which it is caressed by its uneasy and, perhaps, unhappy owner. Be he ever so careful and weatherwise, a sudden rain storm, an unforeseen squall, plunges him into the depths of misery. When he has to wear it "off" in a crowded place, see how deftly he carries it before him as if to call attention—"See my new hat," or, "allow me to introduce my best tile." And, when calamity does come, what is sadder than a crushed hat! Some time ago, the people were regaled, by the newspaper correspondents in Washington, by a description of how an eminent statesman put a period on a lively discussion of the McKinley bill by flattening out his new cylinder hat with a blow of his fist! Could emphasis be greater?

Barbaric people like the Indians or wild negroes take very kindly to this kind of headdress, while there is an antagonism to it shown by large portions of every civilized people on the globe. In Germany, the phrase, "hut antreiben" (that is to say, to drive on the hat), is a well-known expression, although the dude must be very offensive before it is put into practice. However, I have seen it related that a countryman who came hundreds of miles to view the procession at the coronation of the King of Russia, stood wedged in tightly in the Berlin crowd, unable to move hand or foot, and could not comply with frequent requests from those behind him to take off his hat, which obstructed their view. A mighty fist smote the offending cylinder and drove it down on its owner's shoulders. He heard as from afar the march of the passing soldiery, the crash of drums and military music, the hurrahs and shouts of the multitude. When he at last got his hands free and passed his hat up over his ears and nose, the show was over and he could do nothing but turn homeward. "Thou art so near and yet so far!"

Connected with the foregoing subject, I was, during the late war, witness of an exceedingly funny episode. I was, at that time, a member of Company A, 72d Illinois Infantry, which formed a part of the garrison at Vicksburg. General Henry Slocum commanded the department, and took the larger part of the garrison, including the above regiment, out for a walk through the surrounding country. The heat was extreme—August—and the roads were filled nearly foot deep with dust as fine as flour. No one in ordinary life can imagine the quantity of dirt which accumulates on a soldier's person in a march of this kind.

On the second or third day out, after marching twenty-two miles, we entered, late at night, the town of Port Gibson, Mississippi. I had been temporarily detached from my company, and had, therefore, a good chance "to see ourselves as others see us," as will shortly appear. My Company A was designated as head-quarter guard for General Slocum. They left the public square where the regiment lay and camped in the vicinity of the General's quarters. Next morning at daybreak, there was a smart skirmish across a swift bayou by some rebel cavalry who were bound to see us home during the whole trip. After breakfast, everyone was preparing to resume the march. General Slocum and staff halted in the public square where my regiment was drawn up, waiting to be rejoined by Company A, detached the night before. A drum and fife sounding in a side street announced its coming. Presently, I saw General Slocum bend down nearly to the mane of his horse, and most of the members of his staff acted as if unable to bestride their horses any longer. The cause of this great hilarity was just coming around the corner. Company A, ragged, dirty as if the men had been taking a dust bath, from the Captain marching at the front to the two negro cooks carrying their camp kettles in the rear, were adorned with brand-new, shining black silk hats! They had camped during the night in a hat store, and both the proprietor and his clerk were out when they called. Possibly they were exchanging shots with our rear guard across the bayou; anyway, they were out their stock of tiles.

WM. MOHRMANN.

Don'ts For Business Women.

Don't talk about your employer's affairs to others.

Don't be afraid of making yourself useful.

Don't be afraid of working too hard.

Don't be afraid to ask for a holiday.

Don't be afraid to work overtime.

Don't be contented with your attainments.

Don't be discourteous.

Don't be inattentive.

Don't be late.

Don't be "sensitive"—which is nothing more than conceit.

Don't be untidy in your appearance or work.

Don't waste time.

Don't wear much jewelry.

Don't chew gum in the office.

Don't fail to be ambitious.

Don't fail to be systematic.

Don't fail to study your employer's business interests.

Don't fail when correcting the mistakes of others, to give the impression that the mistakes are not due to ignorance, but a press of business.

Don't forget that what is worth doing at all is worth doing well.

Don't giggle.

Don't laugh or talk loudly.

Don't read novels in business hours.

Don't talk about personal affairs.

Don't try to be a society woman, if necessity compels you to be a wage-earner.

It is a fact worthy of remembrance that, what we get through difficulties, we get most thoroughly and retain longest. One learns as he grows older that into all attainments and success a question enters which we call cost. In other words, we have had to give something for them—time, toil or money. At any rate, either one has given it, or someone else has given it for us. A king once asked a great mathematician for some easy method whereby his boy could obtain a knowledge of mathematics. But he was told, "There is no royal road to mathematics." Neither is there one to desirable success.

Important to Grocers and Bakers!**FERMENTUM****The Only Reliable Compressed Yeast.**

We respect honest competition, but deprecate unscrupulous methods in trade and meet all prices made by illegitimate competitors.

Special attention given to out-of-town-trade.

Sold in this market for the past Fifteen Years.

Far Superior to any other.

Correspondence or Sample Order Solicited.

Endorsed Wherever Used.

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

Telephone 566.

106 Kent St.

Agents Wanted!

We can give you exclusive territory on a large line of Bicycles. Send for catalogue. Our line includes the:

COLUMBIA
VICTOR
RUDGE
KITE
TELEPHONE
OVERLAND
LOVELL DIAMOND



CLIPPER
PARAGON
IROQUOIS
PHENIX
GENDRONS
and all the
Western Wheel Works
Line.

Also others too numerous to mention. Wholesale and retail dealers in Bicycles, Cyclists' Sundries, Rubber and Sporting Goods, Mill and Fire Department Supplies.

STUDLEY & BARCLAY,

4 Monroe St.

Grand Rapids, Mich.

The Finest Quality and Best Article for General Cleaning known in the World.



Sold by all wholesale grocers, or orders may be sent direct to the factory.

The New City of Lake Ann.

LAKE ANN, March 26—You ask me to write something for your paper about the new city of Lake Ann, and I hereby comply with your request.

The new city sprung into existence four months ago, on the shore of the lake after which it is named. This lake is a beautiful sheet of water some two miles wide and four miles long, being the head of Platte river. The water is as clear as crystal and teems with all kinds of fish. Small farms dot the shore here and there, showing that the farmer has pitched his tent in this northern region; but the lumber interest is the principle occupation of the people. The soil is an average Northern Michigan soil and produces well under favorable seasons, but last year was, to say the least, "a scorcher." The dry weather was so long continued that vegetation got such a severe setback that only small amounts of grain were raised. Potatoes, however, are plentiful and very cheap. Four months ago, Buckley & Douglass, of Manistee, bought the site and platted a fine village here. Being located fourteen miles from Traverse City, in a southwesterly direction, and twenty-two miles from any other town of any size, they had an idea that this would become a place of some importance, and, therefore, have been willing to lend aid to any man of enterprise who might wish to locate here in any manufacturing business. This liberality on the part of the company has secured one man who is, in fact, the mainspring of the town. This is Wm. Habbeler, proprietor of two sawmills, also a large barrel factory which is about ready to start up. Mr. Habbeler has purchased some ten million feet of logs and has furnished employment to all who desired to work, thereby making money matters easy here this winter. We also have one other mill here with a capacity of about 5,000 feet per day.

The boom in building for the cold months has been universal, there probably having been fully fifty buildings erected up to date. Not a day has passed but what the ring of the hammer could be heard, and, with the advent of warm weather, we look for increased activity in building, and expect the rattle and bang of hammer and saw will be like the roll of musketry at the Battle of the Wilderness.

Everybody is anxious to be first, and the rush is likely to be too great for the good of the new city; a word of warning is, therefore, in place. Let no dealer get his head turned towards the booming town with the idea of making large profits on sales, for goods are sold at ruinously low rates. As a sample of the prices at which our dealers now sell, will quote: Water white kerosene oil, 8c per gallon; sugar, 4 to 4½ and 5c per pound; pork, 6 to 8c; flour, \$4.30 to 4.80 per barrel; fine cut tobacco, as low as 20c per pound; raisins, 6c; dried blackberries, 7c; hay—very best—\$15 per ton; feed, \$1 per hundred pounds, and prices on everything else cut in proportion. In the line of general merchandise, the town is well supplied, and no room would be found in that line without cutting the trade so that a living could not possibly be made. The dealers are working with all the strength they possess, but one-half of the trade bears no profit. A hardware store would do well here, and a furniture dealer would find an opportunity for profitable investment. A harness shop is badly needed, also a shoe shop and a wagon shop. These industries would pay the investors, and they would be welcomed by all.

Be it remembered that the country is only partly settled, that dealers have to depend largely on the village laborers for trade and that only as the village and country develop can more than a certain number of dealers do a profitable business. We expect to see a fine village here in the near future, but would advise all to come and see for themselves before making any arrangements for locating here.

Mr. Connor's Next Date.

Wm. Connor, clothing salesman for Michael Kolb & Son, will be at Sweet's Hotel on Friday, April 8.

Another Combination Declared Off.

The Northwestern Manufacturer's Association, which was formed a few years ago by the manufacturers of Fleischmann, Fermentum, Vienna, Red Star, Queen City, Riederberg, Spielman and Knipschild compressed yeast, has been declared off for the present, so that there is now an open market everywhere. "War to the knife" has been declared in several markets and the indications point to a campaign of extermination, in which some of the smaller manufacturers are likely to disappear from the field. Yeast is now sold in Chicago at 5 cents a pound and 5 cents per dozen cakes in tin foil, and it is not unlikely that equally low prices will be made at the Michigan agencies before long.

The dissolution of the Association appears to be due to competition among the members, as outside competition has cut no figure to speak of.

Purely Personal.

John Mellema, the Muskegon grocer, was in town one day last week.

Fred H. Ball put in Monday at Allegan in the interest of the Ball-Barnhart-Putman Co.

Chas. S. Brooks is seriously ill with malarial fever, with typhoid symptoms. His route is being covered in the meantime by Seneca Rademaker.

Heman G. Barlow has gone to Mt. Clemens, and the latest intelligence from him is to the effect that he is rapidly recovering from the rheumatism.

H. V. Hughes, formerly engaged in the grocery business at East Saginaw, is in town for a few days. Mr. Hughes may conclude to locate at this place.

Card from Mr. Winternitz.

GRAND RAPIDS, March 28, 1892.

To My Friends and Patrons: Having been called to Chicago by the Fermentum Compressed Yeast, I take this means of thanking my friends of the trade for the hearty patronage accorded me the past eight years, assuring them that I appreciate it highly and shall always hold them in grateful remembrance. I regret that I have not been able to pay all my friends a farewell visit, but assure them that I shall visit the Grand Rapids market every two weeks, when I shall improve the opportunity to renew the many pleasant friendships which have grown out of our mutually agreeable business relations.

Wishing you all the success you richly deserve, I beg leave to subscribe myself, Your Friend,

L. WINTERNITZ.

Country Callers.

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

- G. J. VanDuren, Holland.
- W. S. Root, Tallmadge.
- Lever & Lever, Newaygo.
- D. Gardner, Luther.

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.

'Tis Spring in the South.

There's a lazy, lollin' feelin' in the deep an' dreamy days, The wind a kiss is stealin' from the violets in the ways; An' now the red woodpeckers are drummin' more and more. But the best of all is checkers by the village grocery store. Ah, me! there ain't no sayin' what fun is in that game. When a feller gets to playin' till he mos' fergits his name! Though one good sign of springtime is tax-sales on the door, The surest sign is checkers by the village grocery store!

—Atlanta Constitution.

A Hint from Jay Gould.

The secret of success is often stated to consist in nothing more than doing things in a first-rate way, no matter what the business may be. Jay Gould, the great railway king—or railway wrecker, whichever you choose to call him—threw out a hint of this sort a few days ago, when he happened to be in one of his talkative moods:

"There is a woman out in Idaho, on the Union Pacific, who keeps a famous eating house. She made a reputation on a certain kind of cheese. I heard of it and stopped there. She gave me the nicest haunches of venison, even in summer, and the nicest pies and cakes I had eaten in a long time. She gives her cheese to the Indians, who are very fond of it, and they, in turn, keep her supplied with venison the year round. No other house can get such venison. I stopped there a day or two just for that delicious meat, cheese and pastry. That lady is making money. And there used to be in Springfield, Mass., a hotel called the Massasoit House, famous all over New England for its waffles. When I was a young man I went up there and will never forget those waffles and the maple syrup they had. That hotel and its reputation kept the Boston and Albany, a rather slow road, in popular favor."

Stop that Leak! For 50c (stamps) I mail you specifications by which with one hour's work (your own) you transform your useless cheese safe into a handsome store fixture. Last pound of your cheese then remains fresh and salable as first one cut. None to throw away. Double your sales. T. B. LATOUCHE, Reference any comm'l agency. (Merchant), Ashland, Ill.

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.

FOR SALE—OLD-ESTABLISHED GROCERY business, stock, fixtures, etc., in bustling city of Muskegon. Reasons for selling, other business. A rare chance. Address Lew W. Codman, Muskegon, Mich. 456

FOR SALE—OUR ENTIRE STOCK OF GENERAL 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. 449

A BARGAIN—CLEAN STOCK OF MDSE., drugs included; also store for sale or rent; reason for selling death of one of the firm. Address Mrs. L. Curtis, Stockbridge, Mich. 448

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. Towner, 93 Fremont street, Grand Rapids. 417

FOR SALE CHEAP—AT LISBON, MICH., A drug stock all complete and favorable lease of store—an old established business. Enquire of Eaton, Lyon & Co., or Stuart & Knappen, rooms 15, 16 and 17, New Houseman Block, Grand Rapids, Mich. 463

FOR SALE—ESTABLISHED JEWELRY BUSINESS, stock and fixtures at Evert, Mich. No opposition. Reasons for selling, owner deceased. Splendid opportunity. F. P. Atherton, Reed City, Mich. 420

THREE HOUSES AND LOTS IN DIFFERENT parts of town, \$1,100, \$1,600 and \$3,200 respectively. If you buy of me you are paying no commissions. W. A. Stowe, 100 Louis street. 444

FOR SALE OF 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, two excellent, long-established and good paying businesses—both clothing and gents' furnishing goods. 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. 447

FOR SALE—A CLEAN GROCERY STOCK, doing a good business. Reason for selling, poor health. W. L. Mead, 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, quinces, 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.

TO A MAN WANTING A FIRST-CLASS business, dry goods and boots and shoes, located in a town of 2,000, situated in a good agricultural district and a first class manufacturing town, one of the best in the State of Michigan; store one of the finest and best location; will sell store building or rent for term of years; stock invoices from \$10,000 to \$11,000; will sell stock at its actual worth; stocks nearly all new and in first-class order. Any persons meaning business and wanting to do business in this location please address N. W. Mills, Otsego, Allegan Co., Mich. 458

FOR SALE OR WILL EXCHANGE FOR stock of clothing, dry goods, and boots and shoes, two-story brick block, which rent for \$475 annually. Best location in town. Address N. W. Mills, Otsego, 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 CHEAP—WELL SELECTED drug stock—New and clean. Address F. A. Jones, M. D. Muskegon, Mich. 391

SITUATIONS WANTED.

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

WANTED—POSITION AS AN ASSISTANT pharmacist. Good references. Address No. 462, care Michigan Tradesman. 462

MISCELLANEOUS.

FOR SALE CHEAP—A FIRST-CLASS (Tufts) soda water fountain and complete outfit. Only used about seven months. For terms address F. D. Hopkins, Alba, Mich. 464

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

FOR SALE—OR WILL TRADE FOR STOCK of merchandise, part or whole of 2,800 acres good farming land in Alcona county, Mich. Address Westgate & Paterson, Alpena, Mich. 465

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.

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, \$3a 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

FOR SALE—BEST RESIDENCE LOT IN Grand Rapids, 70x175 feet, beautifully shaded with native oaks, situated in good residence locality, only 200 feet from electric street car line. Will sell for \$2,500 cash, or part cash, payments to suit. E. A. Stowe, 100 Louis St. 354

WILL PAY SPOT CASH, 50 CENTS ON THE dollar, more or less, for clothing, dry goods, etc. J. Levinson, Petoskey Mich. 459

REGISTERED PHARMACIST WANTED— Apply to Van I. Witt, Lake City, Mich. 460

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.

WANTED—REGISTERED PHARMACIST who has \$500 in ready cash to purchase a half interest in well-established drug store in good town, surrounded by excellent farming country. Present proprietor is not registered. Address No. 461, care Michigan Tradesman. 461

Drugs & Medicines.

State Board of Pharmacy.

One Year—Jacob Jesson, Muskegon.
Two Years—James Vernor, Detroit.
Three Years—Ottmar Eberbach, Ann Arbor
Four Years—George Gundrum, Ionia.
Five Years—C. A. Bugbee, Cheboygan.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Meetings for 1892—Star Island (Detroit), July 5; Marquette, Aug. 31; Lansing, November 1.

Michigan State Pharmaceutical Ass'n.
President—H. C. Coleman, Kalamazoo.
Vice-Presidents—S. E. Parkhill, Owosso; L. Pauley, St. Ignace; A. S. Parker, Detroit.
Secretary—Mr. Parsons, Detroit.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—F. J. Wurzburger, Grand Rapids; Frank Inglis and G. W. Stringer, Detroit; C. E. Webb, Jackson.
Next place of meeting—Grand Rapids, Aug. 2, 3 and 4.
Local Secretary—John D. Muir.

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

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

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

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

The Commercial Traveler in History.*

You make me feel something to-night like the old darkey who said: "I allus likes it when I stumps my toe, 'cause it allus feels so good when it's gettin' well." My reception has been so pleasant that it reminds me also of another story. There was an illiterate man who had a son in college—one of these colleges, you know, where they have a minstrel show—I mean a glee club—a tug of war, a boat club and are branded with a cigar and all that and where they stay at home once a month and read books. The boy wrote a letter to his father, who couldn't read. The old gentleman took the letter to the village blacksmith, who was a gruff, rough man, to read. The blacksmith read it and said in his way: "He says he's sick and you send him some money." The old gentleman grew very fiery and said: "I shan't give him a cent. Let him get through the best he can." As he went out of the shop he met the village clergyman who noticed his anger and enquired the cause. The old gentleman told him that his son had written him a saucy letter demanding money. The clergyman insisted that he must be wrong and asked to see the letter. He read it to the father, in his soft, gentle way, as follows: "Dear Father. I am very sick and need some money; won't you please send me some." "Oh!" said the father, "if that's the way he writes, why I'll send him money right away." So you see, gentlemen, a great deal is in how you hear a thing.

If the scientists are to be trusted, there must have been an immense amount of traveling done by races and individuals which has left no trace in history at all. They tell us, these scientists, that man probably emerged from monkeydom somewhere in Central Asia; that he began to realize his human responsibilities anywhere from 200,000 to 500,000 years ago. In such rough calculations science doesn't venture to specify particular days in the month when human history began to be, but, like the weather prophets, leaves you a satisfactory margin upon which to come and go. Now, if man began his history in Asia, some representatives of the race must have traveled immense distances for ages before they kept any satisfactory accounts of the transaction. For instance, in this country, man must have crossed what is now known as Behring Straits and wandered south over the immense reaches of country which stretch from Alaska to Patagonia, and communication between those who traveled and those who remained or stopped on the way must have been cut completely off; for when the Spanish came to South America they could not find the slightest evidence that the Peruvians, who had gotten pretty well up in the world, knew of the existence of the Mexicans to the north of them, while all those fellows south of the Argentine Republic had had time to forget all the civilization they ever knew. They had forgotten how to even wear clothes and go to church or do any kind of manual

*Response by Rev. John Snyder, of St. Louis, at the annual banquet of the Western Commercial Travelers' Association.

labor except highway robbery and other such light forms of employment. But we search in vain for any slightest hint of why these ancient races left their original homes and traveled so far away. It is highly probable that they did not leave the old homestead because of business competition—because in those days our modern form of business competition didn't exist. Their methods were very simple. The chief or king took all he wanted and the other fellows fought over the remainder. The more they killed, the fewer to divide among.

Maybe they came in search of food or to find some new people to fight with, or, what is more probable, they were crowded out of the old home, the weaker by the stronger, and obliged to find new stands for business; for monopoly seems to be as old as creation. Anyhow, the matter seems to be shrouded in thick darkness. If that eminent French scientist who has just gone to Central Africa succeeds, by his new patented process, in opening up communication with the aristocratic monkeys that inhabit that region, he may find that they have records that will throw light on this subject.

One thing seems to be certain. After this period of extensive traveling (whether commercial or otherwise, we cannot tell) had passed by, it was followed by what we may call a stay-at-home epoch. People practically gave up traveling. Nations and races settled down to the cultivation of the domestic virtues. Each race or nation grew and propagated its own characteristics. Provincialism flourished. Separate languages, separate social customs, separate religions sprang up. The idea of human brotherhood and relationship grew weak and decayed. Then it may be said the commercial traveler appeared in history. And, remember, I put every man under the head of the commercial traveler who is the medium of exchange by which people get and give any sort of wealth. You may say that is a broad definition. But it is not too broad, because there are kinds of wealth which money can't buy, and which are more needful to a man's happiness and welfare than anything that money could buy. And the first sample cases did not contain groceries or boots and shoes. They contained religion, education, literature and art. And in those days it meant a great deal more to be a commercial traveler than it does now, because, as soon as a man stepped outside of his own territory, he took his life in his hand. To be a stranger was to be an enemy. Nowadays no commercial man is really personally in danger of his life—unless, perhaps, he be a lightning rod man. In those days they cut a man's throat. Now they only cut under his prices. Now you take away a competitor's reputation; then they took away his life. Now a man says: "Oh, yes, that baking powder looks well enough, but put it on the stove and it will smell so of ammonia that you can't stay in the same township with it. Our baking powder is not only pure, but we give with each can a chromo that Michael Angelo couldn't tell from one of his own works." In the old days they said to a commercial man: "Can you claim relationship with us; do you go to the same church and vote with the same political party?" If his answers were not satisfactory, his firm permanently lost track of him.

Viewing the traveling man from a higher plane than is usually done, we may say without irreverence and in all seriousness, that Abraham was a commercial traveler. He carried into that unknown West a type of religion higher and grander than any that mankind had known; a religion that finally elevated and instructed the future more than all other human forces and institutions combined.

And so we may say of Herodotus, called by some the Father of History, and by others the Father of Lies. He surely was a true type of the commercial traveler. He went through the cities of Greece and the Orient, bartering historic information. Sometimes he got cheated. He would swap a good slice of real historic information for a piece of gaudy

unveracity which was gotten up for his especial benefit—some piece of statistics, for instance, that would make even a Chicago drummer pale with envy. And then when he attempted, in the way of legitimate trade, to pass it off on the next community, they would abuse him like a trust company; nay, they couldn't let him get out of their sight without the danger of every stranger getting hold of him and filling him to the brim with facts that weren't worth 2 cents on the \$1. Now, the modern commercial traveler has advanced beyond that. Nobody can get him full [laughter] of false information and manufactured historical facts. In order to avoid that he manufactures the facts concerning his business for himself, and the country merchant plays the part of Herodotus. And so we can come down the ages until the stream of time carries us irresistibly to that great race that bears the name of Abraham's children, that wonderful Jewish race. It is an amazing fact that while the Hebrew religion and polity seem constructed with a view to the entire separation and isolation of this people from the rest of the world, they became the greatest commercial travelers in history—a nation of drummers, so to speak. Just think of it! Among all the master races of Europe and down to the remotest corners of this continent we find a religion which the Jew first carried in his heart and in his Bible to the nations of the world. The great cities of the Roman Empire were filled with Jewish commercial travelers a century or two before Paul, true to his Jewish instincts, carried the gospel to the scattered children of his own race. The Dark Ages came to Europe largely because the nations sat down in provincial isolation; made no wholesome exchange of intellectual products between people and people. But the Jew had no dark ages. He carried the best he knew or could learn from nation to nation. And his rabbinical schools shone with the best light the age could command even when they grieved in the midst of darkness. And when the great reformation broke like a tempest over Europe, and the peoples were stormily shaken together, the disseminators of the books that voiced the religious and intellectual awakening of Europe were the commercial travelers, who, often at the risk of their lives, carried these precious volumes at the bottom of their packs and sold them to a people hungry for knowledge.

But the greatest commercial traveler of modern times was, perhaps, Christopher Columbus himself, who really opened that territory which you yearly invade with your goods and your anecdotes. You gentlemen of the road really owe a great debt of gratitude to Christopher. Without his efforts on your behalf, you might be cutting each other to pieces in some restricted territory in Europe unsuited to the scope and magnitude of your genius. But there are some romantic illusions about Christopher which I consider it my duty to dispel, as an impartial historian. Some few years ago the Catholic church made up its mind that it would canonize Christopher—make a saint of him; so they began a postmortem examination of Christopher's record to see whether his moral character would stand the strain of such an honor. Now, you know, when they intend to make a saint of a man, they inquire not only into his orthodoxy, but as to his personal record. Christopher was sound enough as to his religious views. They said he was like the old man of whom it was said that he was a Christian but wasn't always working at it. I am afraid that some commercial transactions in which he was engaged wouldn't stand the light. When Christopher set out to discover this country he had some pretty high terms for a mere traveling man. You would have thought he was a member of the firm. He wanted to be made Admiral first before he had earned a cent of commissions. Then he wanted to be Vice-Royal of all the lands he discovered. Besides this he said he must have ten per cent. of all the property they should buy or steal in the new world; and if they didn't like the terms, why, they could go and discover America themselves, for he

wouldn't stir a foot. I don't think this was modest or scientific. Suppose one of you travelers should say that you wouldn't stir a peg on your route unless the firm should give you the title of Colonel, promise to secure you the nomination for Governor of the State of Texas and give you ten per cent. of all the house made in a year. As my youngest boy says, they would probably ask you what kind of nerve tonic you used.

I think these simple facts about Christopher should be known, especially as they are going to make such a fuss over him next year at Chicago! If time permitted, I might go on and speak of an array of noble and stately men who have shed luster upon your noble profession—of Captain John Smith and Ponce de Leon, and those Spanish commercial travelers who went into Mexico and Peru. To be sure, their main purpose was to carry the Christian religion, with all its blessings, to the benighted heathen. But they made the heathen pay a pretty heavy price for this religion in the shape of the precious metals! I might speak of Ananias, who has such conspicuous mention in the Book of Acts! But I can't stand here praising you all night. Other speakers must have a show. Let me say, as I close, dear friends, that men often fail to estimate the marvelous part which your profession has played in civilization. The mere interchange of material commodities between nations—disfigured as that interchange is sometimes by greed and selfishness—has widened the horizon of the human intellect and enlarged the sway of the humane qualities of the soul. You have been the torch bearers of civilization. In discovering these common needs of man to which commerce ministers, you have helped to realize the common brotherhood of the race. Remember this: As you push your energy and enterprise into new territories it may be your fortune to touch communities where the refining influence of education and the uplifting power of religion may not have kept pace with the busy feet of commerce. If you are honest, and pure, and temperate, those communities will get a better notion of the power of religion to make true manhood than they would get from 100 missionaries who are not called to know your daily fight with the score of temptations that beset every traveling man who is earnest in his noble vocation.

A Crazy Tramp's Wild Actions.

A crazy tramp entered a drug store at Racine, Wis., and demanded that he be given some morphine. A refusal caused him to send a bottle crashing through a show case. He also kicked holes in the panes of two more show cases. The damage will amount to \$40. The tramp was arrested.

The Drug Market.

Opium is weak and lower. Morphia is unchanged. Quinine is dull but unchanged. Citric acid is advancing. Borax is lower.

The Lord never intended grief to spread; you can cry in secret, but you can't enjoy a joke alone.

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.

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS

<p>Solar Rock. 56 lb. sacks..... 25 Saginaw and Manistee. Common Fine per bbl. 90</p> <p>SALEBRATS. Packed 60 lbs. in box. Church's..... \$3 30 DeLand's..... 3 15 Dwight's..... 3 30 Taylor's..... 3 00</p> <p>SOAP. LAUNDRY. Thompson & Chute Brands. Silver, 100 12 oz..... \$3 65 Snow, 100 10 oz..... 5 00 Mono, 100 12 oz..... 3 35 German Family, 60 1 lb..... 3 10 " 75 1 lb..... 3 10 Laundry Castile, 75 1 lb..... 3 05 Marbled, 75 1 lb..... 3 05 Savon Improved, 60 1 lb..... 2 50 Sunflower, 100 10 oz..... 2 75 Olive, 100 10 oz..... 2 50 Golden, 80 1 lb..... 3 25 Econometal, 30 2 lb..... 2 25 Standard, 30 2 lb..... 2 35 Allen B. Wrisley's Brands. Old Country, 80 1-lb..... 3 30 Good Cheer, 60 1 lb..... 3 90 White Borax, 100 1/2 lb..... 3 60 Proctor & Gamble. Concord..... 2 80 Ivory, 10 oz..... 6 75 " 6 oz..... 4 00 Lenox..... 3 65 Mottled German..... 3 15 Town Talk..... 3 00</p> <p>TOILET. Snow, 100 6-oz..... 3 75 Cocoa Castile, 24 lb..... 3 00</p> <p>SCOURING AND POLISHING. Silverine, 100 12 oz..... 3 50 " 50 12 oz..... 1 80 Sapolio, kitchen, 3 doz..... 2 50 " hand, 3 doz..... 2 50 Potash Flakes, 72 10 oz..... 5 00</p> <p>SUGAR. Cut Leaf..... @ 5 1/4 Cubes..... @ 4 1/4 Powdered..... @ 4 1/4 Granulated..... @ 4 1/4 Confectioners' A..... @ 4 1/4 Soft A..... @ 4 1/4 White Extra C..... @ 4 1/8 Extra C..... @ 4 1/8 C..... 3 1/2 @ 4 Yellow..... 3 60 @ 3 1/4 Less than bbls. 1/4 advance</p> <p>SYRUPS. Corn. Barrels..... 25 Half bbls..... 23 Pure Cane. Fair..... 19 Good..... 25 Choice..... 30</p>	<p>SWEET GOODS. Ginger Snaps..... 8 Sugar Creams..... 8 Frosted Creams..... 9 Graham Crackers..... 8 1/2 Oatmeal Crackers..... 8 1/2</p> <p>TEAS. JAPAN - Regular. Fair..... @ 17 Good..... @ 20 Choice..... @ 24 Choicest..... @ 32 Dust..... @ 10 @ 12</p> <p>SUN CURED. Fair..... @ 17 Good..... @ 20 Choice..... @ 24 Choicest..... @ 32 Dust..... @ 10 @ 12</p> <p>BASKET FIRED. Fair..... @ 18 Choice..... @ 20 Choicest..... @ 25 Extra choice, wireleaf..... @ 40</p> <p>GUNPOWDER. Common to fair..... @ 25 Extra fine to finest..... @ 50 @ 65 Choicest fancy..... @ 75 @ 85</p> <p>OOLONG. Common to fair..... @ 23 @ 30 Superior to fine..... @ 30 @ 35</p> <p>IMPERIAL. Common to fair..... @ 23 @ 26 Superior to fine..... @ 30 @ 35</p> <p>YOUNG HYSON. Common to fair..... @ 18 @ 26 Superior to fine..... @ 30 @ 40</p> <p>ENGLISH BREAKFAST. Fair..... @ 18 @ 22 Choice..... @ 24 @ 28 Best..... @ 40 @ 50</p>	<p>Scotten's Brands. Zeno..... 22 Hiawatha..... 37 Valley City..... 34</p> <p>Finzer's Brands. Old Honey..... 40 Jolly Tare..... 32</p> <p>Middleton's Brands. Here It Is..... 28 Old Style..... 31</p> <p>Jas. G. Butler & Co.'s Brands. Something Good..... 38 Toss Up..... 26 Out of Sight..... 25</p> <p>Private Brands. Sweet Maple..... 30 L. & W..... 25</p> <p>Smoking. Boss..... 12 1/4 Colonel's Choice..... 13 Warpath..... 14 Banner..... 15 King Bee..... 20 Kiln Dried..... 17 Nigger Head..... 23 Honey Dew..... 24 Gold Block..... 28 Peerless..... 24 Rob Roy..... 24 Uncle Sam..... 28 Tom and Jerry..... 25 Brier Pipe..... 30 Yum Yum..... 32 Red Clover..... 32 Navy..... 32 Handmade..... 40 Frog..... 30</p>	<p>WASHBOARDS. Single. Wilson..... \$2 00 Saginaw..... 1 75 Rival..... 1 40 Daisy..... 1 00 Langtry..... 1 10 Defiance..... 1 75</p> <p>Double. Wilson..... 2 50 Saginaw..... 2 25 Rival..... 1 80 Defiance..... 2 00 Crescent..... 2 75 Red Star..... 2 75 Shamrock..... 2 50 Ivy Leaf..... 2 25</p> <p>VINEGAR. 40 gr..... 7 1/4 50 gr..... 8 1/2 \$1 for barrel. WET MUSTARD. Bulk, per gal..... 30 Beer mug, 2 doz in case..... 1 75</p> <p>TEAST-Compressed. Fermentum per doz. cakes..... 15 " per lb..... 25 Fleischman, per doz cakes..... 15 " per lb..... 25</p>	<p>OYSTERS-Bulk. Mediums, per gal..... \$1 00 Selects..... 1 60 Clams..... 1 25 Shrimps..... 1 25 Scallops..... 1 75</p> <p>OYSTERS-Cans. Fairhaven Counts..... @ 35 F. J. D. Selects..... @ 30 Selects..... @ 25 F. J. D..... @ 21 Anchor..... @ 20 Standards..... @ 18 Favorites..... @ 16</p> <p>SHELL GOODS. Oysters, per 100..... 1 2 @ 1 50 Clams..... 75 @ 1 00</p>	<p>DEERSKINS-Per pound Thin and green..... 10 Long gray..... 20 Gray..... 25 Red and blue..... 35</p> <p>OILS. The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids: W. W. Headlight, 150 fire test (old test)..... @ 8 Water White..... @ 7 1/2 Naptha..... @ 7 Gasoline..... @ 8 1/4 Kylinder..... @ 26 Engline..... @ 27 Black 25 to 30 deg..... @ 7 1/2</p> <p>POULTRY. Local dealers pay as follows for dressed fowls: Spring chickens..... 12 @ 13 Fowl..... 11 @ 12 Turkeys..... 13 @ 15 Ducks..... 12 @ 14 Geese..... 12 @ 14 Live Broilers 1 1/2 to 2 lbs each..... 20 @ 25</p>
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WRONGLY INFORMED.

Action of the Knights of the Grip on the "Green Seal" Cigar.

DEAR SIR—Being informed that you propose doing away with traveling salesmen, I beg to be informed as to the facts in that respect, as it has been proposed to me to bring the matter before our next meeting, March 19. I wish to have the facts properly represented and propose to give you an opportunity to defend yourself in the position of your interest.

Your failure to respond to above communication will be considered prima facie acknowledgement of the matter, as represented to me to be correct, and will be acted upon accordingly.

W. V. GAWLEY, Sec'y and Treas. Post C., Knights of the Grip.

MR. MCLEAN'S REPLY.

DEAR SIR—Yours of the 17th at hand, stating that you are informed that we propose to do away with traveling salesmen and have recently discharged one of our oldest and ablest salesmen, giving as an excuse that we proposed to sell our goods without the aid of traveling salesmen.

In reply to above, I desire to say that we have made no such proposition. Our past experience has taught us that such a position is not practical.

In regard to the gentleman referred to as having been discharged under that plea, I wish to say that the gentleman was not discharged at all. I simply told him that I had decided not to send him out on the road again (for reasons mutually understood), but that he could have his former position in the house, which he occupied for eight years previous to going on the road for us.

We had two other travelers, besides the gentleman referred to, who continue with us.

On March 1 we placed Mr. Geo. M. Slawson, representing us east and south of Cleveland, Ohio, and have since engaged Mr. C. F. Smith, of Port Huron, to represent us in Michigan, or, at least, a part of Michigan, commencing April 1, and we are considering the advisability of putting on an extra man in the west half of the Lower Peninsula, and undoubtedly shall do so by the 1st of May, at the latest.

The above facts will show you that, instead of dispensing with our three travelers, we are increasing our force to five.

Trusting that the foregoing statement of facts may be satisfactory to you, I remain, Respectfully yours, JNO. MCLEAN, Manager.

DETROIT, March 23, 1892.

DEAR SIR—Enclosed please find a copy of a letter written by me to the parties therein addressed, and also enclosed find their letter in response to same. I was instructed at our last regular meeting, on March 19, to furnish the Detroit Free Press and other Detroit papers and the MICHIGAN TRADESMAN with a copy of the correspondence. Please look the matter over and give the same what publicity you think advisable.

W. V. GAWLEY, Sec'y and Treas. Post C., K. of G.

Good Words Unsolicited.

Allan F. Little, druggist and general dealer, Aarwood: "I have had your paper since the first issue and I think you better put me in for life."

Ferris & Welton, general dealers, Holton: "We need your paper every week in order to do business understandingly, as should every other well-regulated merchant."

John Gray, grocer, Shipshewana, Ind.: "I think it is a good paper." H. S. Tenny, grocer, Stimson: "I could not get along without it and do not wish to lose a single number."

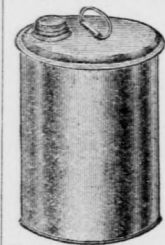
G. Hirschberg, general dealer, Bailey: "Be sure and not omit sending me THE TRADESMAN regularly, as I would be lost trying to do business in Michigan without it."

\$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.

Sold by druggists, 75c Toledo, O.

Sap Pails and Syrup Cans.



Paper Packed Screw.

WRITE FOR PRICES

Wm. Brummeler & Sons

Manufacturers and Jobbers of Pieced & Stamped Tinware, 260 S. IONIA ST., TELEPHONE 640. GRAND RAPIDS, MICH.

Geo. H. Reeder & Co.,

JOBBERS OF BOOTS & SHOES Felt Boots and Alaska Socks.

LYCOMING RUBBER CO. Illustration of a rubber shoe. 158 & 160 Fulton St., Grand Rapids

SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF Pants, Shirts, Overalls

Gents' Furnishing Goods.

184, 186 & 188 JEFFERSON AVE., DETROIT, MICH.

PRODUCE MARKET.

Apples—In good demand and firm at present quotations. Russets, Baldwins and Greenings easily bring \$2.50 per bbl, while Spys are firmly held at \$2.75.

Beans—Without material change, either in price or demand. Jobbers pay about \$1.30 for country stock and hold city picked pea or medium at \$1.60 per bu.

Butter—No particular change from a week ago. Jobbers pay 18@20c for good to choice dairy and hold same at 21@23c. Factory creamery is in fair demand at 28c.

Celery—25c per doz. Cabbages—50@60c per doz.

Crabberries—Repacked Cape Cod are in fair demand at \$1.50 per bbl.

Dried Apples—Sundried is held at 4 1/2@5c and evaporated at 6 1/2@7c.

Eggs—Jobbers pay 10@11c and hold at 12@13c. From present indications, the dealer who pays the producer over 9c a dozen during the next week gets left.

Honey—14c per lb. Lettuce—Grand Rapids Forcing is in fair demand at 20c per lb.

Onions—Green are in fair demand at 35c per dozen bunches. Dry stock is in small demand and supply, commanding 60@80c per bu.

Potatoes—No change in the market, producers having come to the conclusion that no higher prices may be looked for this season.

Radishes—40c per doz. bunches. Squash—Hubbard, 1 1/2c 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:

Table with columns for PORK IN BARRELS, Mess, new, Short cut, Extra clear pig, short cut, etc.

Table with columns for SAUSAGE—Fresh and Smoked, Pork Sausage, Ham Sausage, Tongue Sausage, etc.

Table with columns for LARD—Kettle Rendered, Tierces, Tubs, 50 lb. Tins, etc.

Table with columns for LARD, Tierces, 30 and 50 lb. Tubs, 3 lb. Pails, etc.

Table with columns for BEEF IN BARRELS, Extra Mess, warranted 300 lbs, Extra Mess, Chicago packing, etc.

Table with columns for SMOKED MEATS—Canned or Plain, Hams, average 20 lbs, etc.

FRESH MEATS.

Swift & Company quote as follows: Beef, carcass, hind quarters, fore quarters, etc.

Table with columns for Bologna, Pork loins, Shoulders, Sausage, etc.

CANDIES, FRUITS AND NUTS.

The Putnam Candy Co. quotes as follows: STICK CANDY.

Table with columns for Full Weight, Bbls, Pails, Standard, per lb., etc.

Table with columns for Full Weight, Bbls, Pails, Standard, per lb., etc.

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SEEDS PLANTS, TOOLS, ETC. NEW CROP. EVERYTHING FOR THE GARDEN. Send for our beautiful Illustrated Catalogue MAILED FREE. BROWN'S SEED STORE, 24 AND 26 NORTH DIVISION STREET, GRAND RAPIDS, MICH.

TWENTY YEARS ON THE ROAD.
CHAPTER IV.

It was during one of my trips West, while in Chicago, that I had invited the buyer of one of my principal customers to dine and spend the evening with me at some place of amusement. We had had our dinner and a bottle of wine, after which we adjourned together to my room in the hotel to enjoy a cigar and talk business for an hour before going out for the evening. While thus engaged, there came a tap at the door, and, bidding my visitor come in, I was surprised at seeing another dealer in the same line as my friend, in fact a business competitor. He had called on some little matter relating to his order, and I handed him a cigar and asked him to remain, explaining that we were going out for some sort of amusement later in the evening and we would be glad to have him accompany us. To identify my two customers, as I do not want to expose their real names, we will call the first "Smith" and the other "Brown." Brown consented to join us, and, as I had to send a telegram before starting, I excused myself for a few minutes, leaving Smith and Brown together in my room, with the door slightly ajar.

Returning quietly in a few minutes, I stopped at the door and heard Smith saying, "Yes, we will go up to No.—State street, where McGinnes keeps the Brilliant saloon, and we will get him full, and then give him 'the grand laugh.'" "Yes," said Brown, "I owe him a grudge for getting me half full six months ago and selling me twice as much as I needed, and I would like nothing better than to help carry him to the hotel to-night chuckful." "Ah, ha!" said I to myself, "I see your little game, gentlemen, and, if I am not mistaken, the next time you try to get a New York drummer full, you will be glad to let out the job." Returning to the hotel office, I wrote the following note: "MR. BARKEEPER:—My friends expect to get me full to-night, and I expect to disappoint them. As there is more money for you in two full men than in one, fill a special bottle with cold tea for me, and I will take tea straight every time. Refuse this and I refuse to stay." To this I pinned a \$5 bill and, folding it into a small compass, put it in my pocket and returned to the room.

My friends being ready, we started, stopping on the way at the hotel bar, where, to avoid suspicion, I took whisky in regular form with my companions, at the same time saying: "Well, gentlemen, you will have to be masters of ceremonies to-night. Where will we go?" Says Smith, "How would you like to go up to The Brilliant? I am acquainted there, where we can have billiards, supper, drinks and a royal good time." "Just what I would like," says I, and off we started.

Arriving at our destination, I was introduced to the bartender, Smith saying with a wink, "My friend is a New York traveling man, and we all want to have a nice evening with you."

Shaking the bartender by the hand, I managed with a quiet wink to slip the note into his hand. As we were taking seats, I heard him remark, "I will have to fill up my bourbon bottle." As he returned with the bottle filled with tea, I knew I had won. "Well," says he, "what will you take, gentlemen?" My friends both called for "sour mash," while I expressed a preference for Bourbon. After

enjoying the music for an hour or so, as well as four or five rounds of drinks, I noticed that my friends were watching me closely, as though expecting to see me "under the influence" more or less. Finally, one of them remarked, "How is it you do not feel as jolly as you ought with five or six drinks?" Says I, "Gentlemen, I always drink the same thing over and over. Never mix, and you will be all right. Let us try a game of billiards." Billiards it was for the drinks.

On the next round my friends began to look weary and wanted seltzer and ginger ale, but, seeing me still taking liberal doses of supposed Bourbon, Smith says to Brown, with a wink, "We'll fetch him yet, but, suppose we should get full, too, who would take us home?"

It was now past midnight, and a faint suspicion began to find its way into the muddled heads of Smith and Brown. They immediately retired for consultation, the result of which was that both suddenly remembered that they had "promised their wives to be home early," so, compromising the matter with one more round of drinks, I secured the services of a cab and, placing my two friends therein, I drove each to his home. On our arrival at Brown's house, he was so tired that we had to assist him to get his night key from his pocket. Unlocking his door, we put him to bed on the floor in the front hall, and, springing the door, we rang the bell, when we soon heard Mrs. B. delivering a curtain lecture on "The Evils of Intemperance." As we proceeded to Smith's home, he insisted on holding his head out of the cab window to watch the ground for something he had lost. Disposing of my friend and returning to my hotel, I went to bed with a cool, clear head. The next day I called at the business places of my last night's companions to see the results. Smith had sent word that he was laid up with a sick headache; Brown had a severe bilious attack, and neither showed up until the following day, when it is needless to say that I secured two of the best orders which I had taken that season, prices, terms, etc., not being questioned in the transaction.

It may not be well known to the reading public, but it is to the drummer and those who depend upon him for their business, that there are certain states and cities whose merchants are so very narrow-minded and contracted in their business views that they practically clog the wheels of commerce in their own cities, by enacting laws compelling the drummer to either take out a license or abandon his profession in these particular localities. Richmond, Virginia, is one of the cities where this unlawful extortion is carried to excess, and a set of detectives (several grades lower than ward politicians) are supported there by receiving one-half of the fees and fines obtained by the arrest and prosecution of traveling men.

It was during the winter of 1877 that I was called to Richmond, to contract with a merchant there for a large supply of stationery, etc. By his advice I expressed my samples to his office, and, traveling simply as a tourist, I arrived, put up at a hotel and after breakfast sauntered out to the store of my customer. Being ushered into his private office, I considered myself safe and opened up my samples and entered into the matter of business on which I had

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Season now Well Opened.

Buy Them of

THE PUTNAM CANDY CO.

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.

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ENGRAVERS AND PRINTERS,
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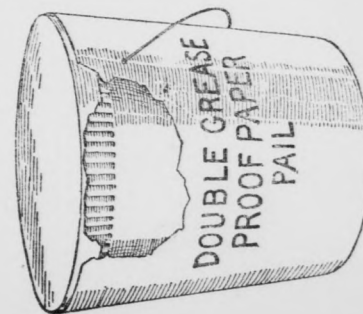
THE ONLY
Right Package for Butter.

Parchment Lined Paper Pails for
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LIGHT, STRONG, CLEAN, CHEAP.

Consumer gets butter in Original Package. Most profitable and satisfactory way of marketing good goods. Full particulars free.

DETROIT PAPER PACKAGE CO.,
DETROIT, MICH.



come. While thus engaged, there came a rap at the door, which, being unlocked by the merchant, was suddenly forced open, and I knew in a moment that I was a victim of a pair of Richmond "spotters."

The merchant expostulated and I raved, but it was all to no purpose. My Northern cut had given me away, and I could only make the best of it. While parleying with the detectives, a sudden idea struck me, and, calling the merchant aside, I told him I thought I could beat them at this game, and I preferred that he should not go on my bond unless I requested it; in fact, I asked him to refuse to do so, and, placing myself in the hands of the detectives, I told them to proceed with their dirty work.

I was then escorted to the Mayor's office and asked by his Honor if I knew the penalty of selling goods in Richmond without a license.

Upon admitting my ignorance, I was informed that the license and costs amounted to \$221.50, which I truthfully told him I did not have and could not pay. "Then, sir," said he, "you will have to go to jail." Here was the place I was expecting to get my fine work in. I arose and said, "Your Honor, I don't want to go to jail, and I think that, even if I have not the cash, I can arrange the matter to your satisfaction. My house is the 'New York Stationery Co.,' one of the most responsible houses in their line in the United States, and they will see me out of this. I will give you a sight draft on them for the amount." "That is very well," said he, "but, how do I know that your draft will be honored." Here I pretended to be struck, but, suddenly recovering myself, I said, "If you will telegraph my house, I will pay for the message, and they will wire you whether they will accept my draft."

This proposition was accepted and the message written. Promptly came the electric answer, "Yes, we will honor his draft for the amount named." Producing the draft, I filled it out for the required sum, receiving my license. I then returned to my customer.

Being now safe from harm, I went to work and put in a big day among the stationers of Richmond, procuring several large and profitable orders and completing my day's work in time to take the evening train for New York. At the first station outside of Richmond, I telegraphed my house, "Do not accept my draft of to-day. Reasons by mail." I had written them a full explanation of the affair, which I knew would reach New York as soon as the draft. Since then I have shunned the city of Richmond, and it is probable that somewhere in the archives of that city is a dishonored draft for \$221.50, which the authorities of Richmond did not dare bring to a New York court to recover, else they would have been convicted of extortion.

As time brings all things to an end, so must it bring this article.

I had been several years with the New York Stationery Co., had passed through a variety of experiences which space and time forbid me to mention, I was acknowledged to be a good salesman and I had built up a trade of my own, where I always had the preference, price and quality being equal. I had reached an age where I began to think of a business of my own in the near future, and the

road had lost many of its sweetest charms for me.

I had just finished one of my most successful trips, and was taking a week's vacation at the seashore, when I was suddenly called home by a letter requesting my attendance at a meeting of the officers of the company to be held the next day. There was no explanation of why I was wanted, but the order was to be on hand without fail. I could not imagine what was required. Had the firm failed? Had one of my large Western customers gone into bankruptcy? Had someone invented a slander against my personal character that was to cause my discharge from their employ? Was my salary to be reduced, or my expense account to be dissected? In vain did I puzzle my brain over the problem, and so worried was I that I passed a sleepless night, and awoke with my usual large appetite completely evaporated.

In a nervous state of fear and wonder, I proceeded to report to my employers. On arriving at the store, I found the officers in session. Inquiry of the clerks produced no satisfactory explanation of the proceedings.

At last, I was summoned into their presence and was met at the door by the President, who took me kindly by the hand, and said: "My dear boy, we have sent for you because we have decided to make some changes in the management of this business. It has been exceedingly prosperous, and, as it is the settled conviction of all of the officers that our success is, in a great measure, due to your fidelity to our interest on the road, it has been unanimously agreed that each stockholder shall assign to you ten per cent. of his stock, which has been transferred to your name, making you an equal partner; and, as a further assurance of the confidence we place in you, and to partially reward you for your services, we hereby tender you the position of general manager of our business. We now wish you success."

To say I was taken wholly by surprise is to put the case mildly, but the modesty I had acquired during my experience on the road was not sufficient to prompt me to decline the honor thus conferred, and, expressing my thanks as best I could, I accepted the trust, and have since guided our business ship through the roughest seas of commercial life. Although I take an occasional trip over the old ground, I have practically retired from the road; but I often look back on my past, and I shall always consider my brightest days those in which I experienced "the trials and tribulations of a commercial traveler."

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.

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.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.
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CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

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Table listing various items like LAMP BURNERS, LAMP CHIMNEYS, LAMP WICKS, and STONEWARE-ABRON with prices.

Grand Rapids & Indiana.

Table showing train schedules for Grand Rapids & Indiana, including routes to Saginaw, Cadillac, and Chicago.

Muskegon, Grand Rapids & Indiana.

Table showing train schedules for Muskegon, Grand Rapids & Indiana.

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Table detailing train services for North and South routes, including times and car types.

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

Table showing train schedules for Chicago via Grand Rapids & Indiana Railroad.

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

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

MICHIGAN CENTRAL

"The Niagara Falls Route."

Table showing train schedules for Michigan Central, including Detroit Express, Mixed, and Day Express.

DETROIT GRAND HAVEN AND MILWAUKEE RAILWAY

TIME TABLE

Table showing train schedules for Detroit Grand Haven and Milwaukee Railway, including Eastward and Westward routes.

CHICAGO

Table showing train schedules for Chicago and West Michigan R.V., including Grand Rapids, Chicago, and Detroit routes.

CHICAGO AND WEST MICHIGAN R.V.

Table showing train schedules for Chicago and West Michigan R.V., including Grand Rapids, Chicago, and Detroit routes.

DETROIT

Table showing train schedules for Detroit, including Grand Rapids, Lansing, and Northern R.R.

DETROIT, LANSING & NORTHERN R. R.

Table showing train schedules for Detroit, Lansing & Northern R.R., including Grand Rapids, Lansing, and Detroit routes.

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Take a course in the Sprague Correspondence school of Law (Incorporated). Send ten cents (stamps) for particulars to J. COTNER, Jr., Sec'y, No. 375 Whitney Block, DETROIT, - MICH.

STANDARD OIL CO., P. STEKETEE & SONS

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

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NAPHTHA AND GASOLINES.

Office, Hawkins Block.

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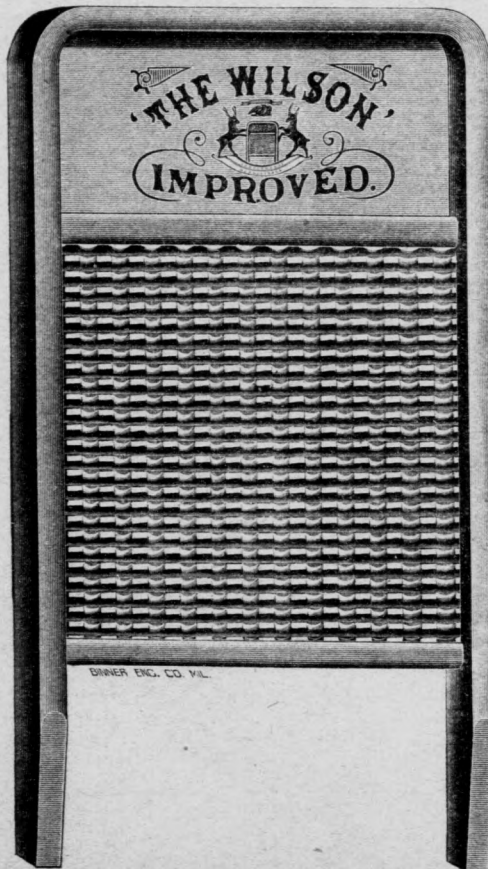
HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

SAGINAW MANUFACTURING CO.,

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Manufacturers of the Following List of Washboards.



Crescent
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DOUBLE
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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.

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DRY GOODS & NOTIONS

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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.

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Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

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VOIGT, HERPOLSHEIMER & CO.,

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Dry Goods, Carpets and Cloaks

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

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

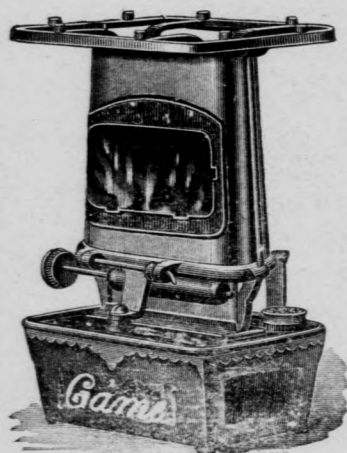
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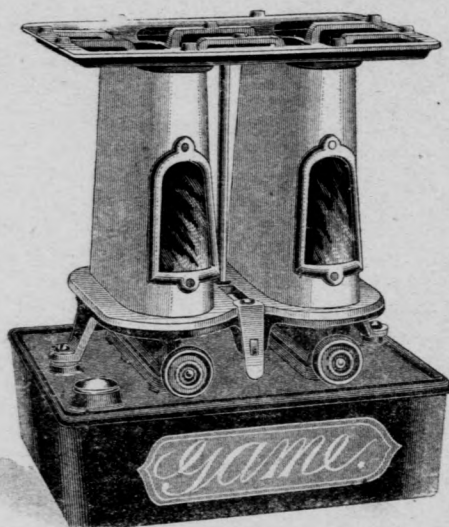
GRAND RAPIDS, MICH.

Manufacturer's Agents for Oil and Gasoline Stoves.

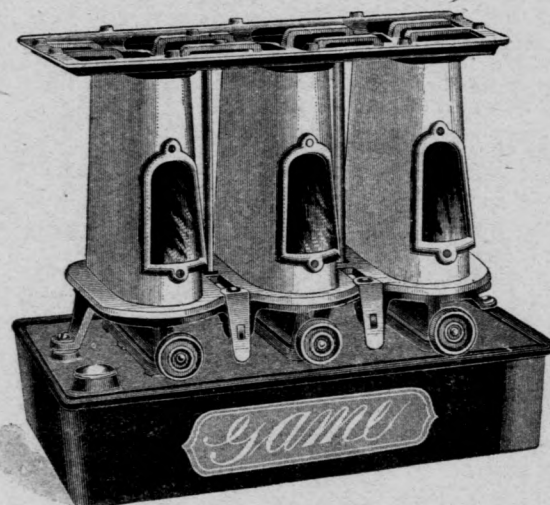
No Charge for Cartage!



1 Burner GAME OIL STOVE
Has 4 inch wick, iron reservoir.
Net per doz., \$7.50.
Boxes 00.



2 Burner GAME OIL STOVE
Has 2 four-inch wicks, iron reservoir.
Net per doz., \$14, boxes 00.



3 Burner GAME OIL STOVE
Has 3 four-inch wicks, iron reservoir.
Net per doz., \$21, boxes 00.



STYLE OF 1, 2 or 3 GEM.

No.	Wicks	tin reservoir	Net each
No. 1-2	3-in.		1 40
No. 2-2	3½		1 65
No. 3-2	4		2 00

Boxes 00.



STYLE OF NOS. 1 and 5 GEM.

No. 1 double Gem	has 4 three-inch wicks,	
No. 5	“ “ 4 four-inch wicks,	Boxes 00.



VOLUNTEER.

Net each	3 00
- 4 15	4-in. wick, tin reser., net per doz., 7 20

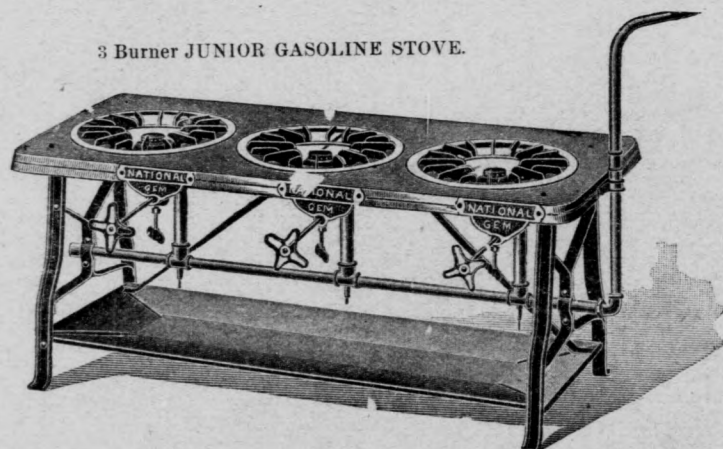
Boxes 00.

2 Burner JUNIOR Gasoline Stove.



1 Burner Junior, net each \$2, crate 20c.

3 Burner JUNIOR GASOLINE STOVE.



2 Burner Junior, net each, \$3, crate 20c.

3 Burner Junior, net each \$4, crate 20c.

Above prices are rock bottom! Mail us your orders!