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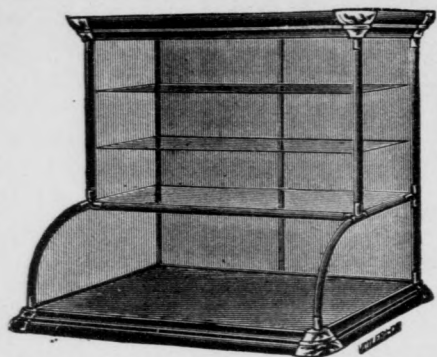
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IN HIS STEAD.

How an Accident Made a Husband the Instrument of Justice.

Holt's name was synonymous with success. He was a man of boundless resource and commanding intellect. In his early years he had worked with unwearied perseverance, giving himself no rest until, through his law practice, he had amassed a fortune, the very mention of which commanded men's respect. He was never hampered or retarded by haste; each move he made was sure and advantageous; and if he had gained the reputation of possessing a heart that was in a constant state of repose, in the face of his success men thought none the less of him. They knew that worthier men had failed, while he had gone triumphantly on to the alluring goal.

A half-hour of his company was as beneficial as a cold shower. The most loquacious curtailed his words and made them to the point under Holt's coldly critical eyes.

His office was considered the best law school in the city. His clerks disliked him thoroughly, but accorded him a meed of respect they gave no other man. He was impervious to their want of goodwill; he did not care for their esteem, he exacted only the unconditional obedience he obtained.

No man came to the office late more than once. Holt's urbane hope that the late-comer's health was improving, and that he would soon be entirely recovered, did not pass current as genuine solicitude. But, again, he never demanded a moment of their time after office hours; he was essentially a just man. There was no one ready or adroit enough to retort to his stinging satire, but the men were willing to bear it, for in his monetary dealings he was extremely liberal.

It was only after Holt's marriage, when he was nearing forty, that men drew nearer to him. They were glad to discover that he was not so invulnerable as they had supposed.

The world knew nothing of her until she came to them as Holt's wife, but soon after, reports originated that her parentage had been enveloped in mystery, and that Holt had rescued her from the temptations that come to bitter poverty, and educated her at his own expense. Her faultless face and manner seemed to give the lie direct to the rumor that had gained ground, and she took her place with unquestioned supremacy.

Holt lavished upon her a fund of love that most men would have found sufficient for a large family. It was almost pitiful to watch him while with her. For her sake he forced himself to go into society, which, hitherto, he had considered unrelieved martyrdom. He threw open his house to their acquaintances because she was a young woman, and he was determined not to weary her, but he deemed it his home only on those evenings when they were alone. He chafed under the yoke he put around his neck, but she was never allowed to become aware of it.

She was, perhaps, the only person who

did not fear Holt. Those who thought she had married him from a feeling of gratitude were compelled to change their belief on seeing her sweet graciousness to him. She bewildered the world, as well as Holt, by her smile.

She insisted upon his taking care of his health, and walked to the office with him nearly every morning, saying that if left to himself he would ride, and so have no exercise. She would call for him in her coupe at five, and sometimes alight and admonish King, the junior partner, for not relieving Holt of more of the routine work. Holt gave himself over to the luxury of being taken care of without complaint.

Holt was seated alone in his private office, having ended the last audience he intended to grant that afternoon. It had been a most trying and fatiguing day, but his face showed no sign of weariness. A knock came at the door, and Holt, recognizing his wife's form outlined against the glass, arose and opened the door for her. At that moment his face was almost redeemed from plainness by his smile.

"I am about to disappoint you," he observed, motioning her to be seated; "I am called across the river on important business, and shall not be able to take you out as arranged. You know how much I regret this, but it is imperative that I go."

"Why cannot Mr. King go in your stead?" she demanded, with evident displeasure at his default. "I am sure you could save yourself many a task by using him in your stead. You are too unsparing of your own time and self."

Holt looked at her in amusement. "Do you not know you are the only one who thinks me thoughtful of others? They would tell you, and truthfully, that I am going because I know I can provide against accidents and defeats more surely than can King. Perhaps, in time, I may lose, through your influence, some of my hardness. Besides, King has work that will keep him here until close on to midnight. If it were not so, I should appoint him my substitute, that you need not stay home."

"Will he stay here all alone?" she

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asked, feigning an interest in the affairs of the law firm.

"All alone. Perhaps the only one in the building. There is no need to shiver for King; there is no danger."

"But there must be danger, all alone in this immense building. I am glad you are not to stay," she laughed, looking up at him tenderly. "I think I shall tell Mr. King he had better bring some one along for company."

"He is out, at present. I must send you home now, for I have some few instructions to leave. You well know how much I dislike to disappoint you."

"I am disappointed," she murmured, "for I thought we should enjoy the evening together, but I am going to bear it bravely. Shall you be late?"

"It is possible I may be home by twelve, certainly not before."

Holt saw her enter her carriage and drive away. On re-entering the building, he turned his ankle, and found it difficult to mount the stairs. He made no mention of it in the outer office, but directed them to tell Mr. King he wished to see him at once.

It was some ten minutes later that King entered. Holt was an intellectual giant; King, a physical giant. Beside Holt, who was gaunt and yellow, his health and good looks were so evident as to seem almost an impertinence.

"You will have to go to Mr. Rodney's, King. I have again turned my ankle. Make haste, and you will be able to catch the 6 o'clock car. I shall take your place, and complete those documents this evening."

"Let them go until morning," urged King; "I will manage to get down early enough to finish them before they are needed. I can see the pain you are suffering."

"We have no time for condolences just at present," interrupted Holt, wincing under King's compassionate looks; "I shall finish the papers to-night."

"I met Mrs. Holt as I came back to the office, and she told me of her disappointment. Are you going home?"

"I shall go home to dine and come down later. You might join me here on returning from Rodney's, when we can go into the matter fully."

Again impressing upon him the wisdom of going home to dinner, King left the office hurriedly, scarcely hoping to make the car.

Holt arose, preparatory to going home. He repressed an exclamation of acute pain as his weight came down on his ankle. If he went home he doubted his being able to come down again. As his wife did not expect him, he decided to stay at his office and commence on King's work. He walked to the door, telling the chief-clerk, who was then the only one left in the office, that he would stay a time longer, but made no mention of his intention to spend the evening at the office. He waited in his own office until he heard the man leave. Then he locked the outer doors and went to King's office, which was a small room, seldom used because it did not connect with the others; to enter, it was necessary to go out into the passage-way.

He lighted the student's lamp that stood on the table, and began his work.

The bells sounded for six, and Holt remembered he had been too busy that morning to interrupt his labors for luncheon. He wondered what his wife would say if she knew he was still at work,

without thought of eating. It is not altogether unpleasant to have somebody interested in one's welfare.

At half-past seven, he neatly folded the last document and pushed them to one side. He knew that what he had accomplished in the two hours would have taken King double the time.

Thinking of the three hours that still remained before King's possible return, he almost regretted having directed him to meet him at the office.

He took from his pocket a jeweler's box containing a string of rubies; it had caught his eye that morning, and he had found time to purchase it, though he had not taken time for luncheon. He turned the lamp low and leaned back in his chair, holding the rubies against his face. No sound broke the stillness, except, now and then, the gnawing of some rat in the wainscoting.

Suddenly he leaned forward in his chair, intently listening. He detected a soft foot-fall in the corridor—it was the step of one who was moving carefully, so as to conceal all noise. He heard a key inserted in the lock of the door leading to the office, then it was withdrawn. He turned the lamp so low it emitted only a mere spark, and, pulling open the drawer of the table, drew out King's revolver.

The person in the hall came with but one object, and it is fair to suppose that the man who purposes to commit burglary is desperate enough to shoot to save himself or his plunder. Holt was prepared for his entrance, and determined to act at once without parley, for his accident, to some degree crippled him, and he did not propose to let go his hold on life of his own volition.

He had not long to wait. The steps paused at his door; then the key turned in the lock, and the door swung open. Holt saw the man's face was masked with some dark stuff, and pulled the trigger. The man fell forward, and Holt turned up the light. The burglar had fallen on the other side of the table, and Holt walked toward him. He moved slowly, remembering his injured foot; he was in no hurry to view his victim.

And then he saw it was his wife!—the black lace scarf had fallen away, exposing her perfect face.

She had grown nervous because he had not come home to dinner, and had come down for him, and he had shot her. He carried her over to the couch that stood in one corner of the room. As her head touched the pillow, she raised her hand to his face, murmuring, "Rob, Rob, why did you hurt me?"

Holt stepped back in paralyzed fear—she was calling him by King's name.

She was here in King's office, and, because of the sudden change of plans, he had discovered her. He staggered blindly to a chair. The last few months unrolled themselves before him, and he cursed his own lack of penetration. He brought his hand down on the table with such force the rubies danced madly on their slender thread of gold, throwing off their dazzling lights. He wished dully they were diamonds; their pigeon-blood red hurt his eyes. He took them up fiercely, as if to crush them, and they cut his hand.

He looked up at her cry. She was leaning forward, watching him with dilated eyes.

"Why are you here?" she cried; "you must not kill him. You must be satisfied

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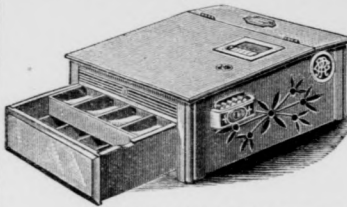
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Wm. Connor, clothing salesman for Michael Kolb & Son, will be at Sweet's Hotel on Friday, April 8.

with my death. Promise me, you will not kill him."

He had had no thought of King, but, on the instant, seeing her anxiety for him, he decided on his mode of action.

"No, I shall not kill him," he responded, coldly.

"You frighten me," she whispered. "If you only would not sit there smiling to yourself. You have no right to complain—I made you happy for a year."

"So you did," agreed Holt; "it was very good of you. I would have laid down my life for you. Would King?"

She did not know what course to pursue. Finally she said, "Yes." Still he sat, holding the rubies, calmly smiling. "Take me home."

"Your home is with King; and, as you know, this is his office."

"You cannot mean to leave me here!" she exclaimed.

"Why not? You are nothing to me, and King will be here in the course of two or three hours. He was very urgent in pressing me to go home to dine; I see the reason now. Unfortunately, however, I had turned my ankle, and, as it was rather painful, concluded to stay here."

"You regret it now?" she breathed. "You are sorry the veil is torn from your eyes?"

He caught his lip in his teeth. What she said was true—he regretted being turned out of his fool's paradise.

He caught up his gloves and top-coat.

"What are you doing?" she questioned. "You are not going to leave me here alone?"

"If you are afraid, I can stay with you for a time longer—I have no very pressing engagement. I can stay with you until the end, if you prefer it, and shortly after, King will probably be here."

"Are you going to let him find me here?" she asked, waiting for his answer with suspended breath.

"Of course. You said he would be willing to die for you—he shall have the chance. The bullet lodged in your breast is from King's revolver, and you are in King's office. He will come in and fall down beside you and try to warm you to life by his caresses, and, perhaps, his clothes will not be quite spotless when he arises. Knowing the extent of his guilt, he will not be as collected and rational as I, and will stay with you, futilely searching for some plausible excuse to give the world for your presence. No one is aware I am here, and it will be a very clear case against him."

She drew a shuddering sigh. "I will not die yet. I shall call for help."

"No one heard the shot," he reminded. "Don't move; you will only hasten the end," he cautioned, as she fell on her knees beside him. "You must not come nearer me. My apparel must not be disordered when I reach the club."

"You might save me yet," she pleaded, her hand on his knee; "save me, and I will make you forget this night. You can not wish your name to be dishonored. Men will laugh derisively when they know the one woman you loved played you false. You will know no peace if you let me die. Even suppose he is accused and found guilty, it will not bring me back to you. You will be afraid of the night, sitting there in the house, haunted by my presence. Before I came, you were employed in making your name and fortune, but, without me, your triumphs will be only Dead Sea fruit. Take

me home," she implored, in the suave voice that had never before been denied aught.

Holt drew back with distaste from her touch. When she had finished, he observed: "Your position must be uncomfortable. Had you not better go back to the couch? It is King's favorite lounging-place."

Looking at him, she foresaw her ultimate defeat, but did not desist from begging him to take her away.

Once he laughed low, showing her the rubies, saying she deserved great credit for the cleverness with which she had deceived him, but otherwise he made no response. She cried for help once, but was answered only by the echo of her own voice as it rang through the lofty building.

Her voice died away from sheer exhaustion. The pool of blood on the floor grew larger, and one tiny stream slowly wended its way to Holt's chair, and he watched it with unconcerned interest.

An hour passed; then she ceased to plead for King or for a drink of water. When Holt looked up at last, she lay back on the couch—dead.

Carefully picking his steps, he walked over to the table, and took up the papers which he intended to put in his own desk, and destroyed all trace of his presence. He looked searchingly at himself, but he could find no sign of the struggle through which he had passed.

He drew out his watch. It was shortly after nine—it was time he reached the club. He turned the light low, and, as he did so, glanced over at her. She seemed to be watching him. How he hated her! He had shown it by the torment he had made her endure.

But she had made his happiness—the only happiness he had ever known. Now he would go home to the lonely house, bereft of even the memories of that time.

Surely she moved. He walked toward her, and grasped her by the arm, crying: "You are to come home with me—"

He waited for a second in sickening fear, then, thrusting the rubies before her, added: "Don't make believe you don't hear me. I forgive you—see, they are for you."

He released his hold. He saw she was dead.

He must go—he had told her he would go to the club. He passed his hand in front of his eyes, as if he had grown suddenly blind. The lights would glare up there—it was so quiet and dark in the little room.

Some one was coming up the steps, whistling. It was King, the man she had loved. He clutched the revolver, leveling it toward his forehead. No, he would not disfigure himself—there had always been too much contrast between them.

The cheery whistle sounded louder, clearer. Holt aimed at his heart and fired. Of him it had been jestingly said, he had no heart.

The whistle died away.

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Priest—"Pat, there's a hole in the roof of the church, and I am trying to collect enough money to repair it. Come now, what will you contribute?"

Pat—"Me services, sor!"

Priest—"What do you mean, Pat? You're no carpenter."

Pat—"No; but if it rains next Sunday, Oi'll sit over the hole."

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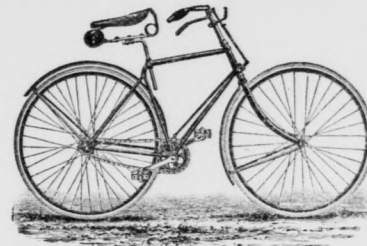
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WHO URGES YOU TO KEEP

The Public!

By splendid and expensive advertising the manufacturers create a demand, and only ask the trade to keep the goods in stock so as to supply the orders sent to them. Without effort on the grocer's part the goods sell themselves, bring purchasers to the store, and help sell less known goods.

Any Jobber will be Glad to Fill Your Orders.

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

A Full Line always Carried by

THE PUTNAM CANDY CO.

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

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

GRAND RAPIDS GOSSIP.

Chas. S. Jandorf has opened a bakery at 502 South Division street.

Leroy & Son have removed their grocery store on North Lafayette street over to East Bridge street.

F. L. Tolles has opened a grocery store at Big Prairie. The Ball-Barnhart-Putman Co. furnished the stock.

W. H. Pardee, dry goods dealer at Freeport, has added a line of groceries. The Olney & Judson Grocer Co. furnished the stock.

B. Van Anrooy informs THE TRADESMAN that the report that he purchased the grocery stock of Wm. D. Hembling is untrue.

The Grand Rapids Corset Co. has leased an entire floor in the New Gilbert block and will remove its manufacturing and shipping departments from the Kennedy block to that location.

Chas. P. Rathbun has purchased the mortgages on the Ira C. Hatch grocery stock and taken possession of same. He will probably go through the formality of foreclosing the last mortgage, to secure title to the stock, when Mr. Hatch will probably resume charge of the business. It is predicted by Mr. Hatch's friends that he will ultimately own the stock again.

The Cooper Commercial Agency—owned by Stevenson & Cumings—and the Union Credit Co. have merged their business into one agency under the style of the Commercial Credit Co. Truman Kellogg and Don P. Jones, who were President and Vice-President of the Union Credit Co., retire from the business, the proprietors of the new agency being L. J. Stevenson, C. A. Cumings and C. E. Block.

Max Westheimer, the Three Rivers clothier, recently uttered three mortgages on his stock—one for \$2,100 to his father-in-law at Niles, another for \$2,000 to a local bank and a third for \$1,000 to his wife. He then assigned to Hosea Burch. Peter Doran went to Three Rivers at the instance of L. Marcus & Son, of Buffalo, and replevined \$800 worth of goods, when Westheimer settled the claim by giving endorsed paper. He subsequently compromised another claim at 30 cents on the dollar and will probably effect a settlement with all his creditors and resume business.

Purely Personal.

J. D. Noah, general dealer at Moline, was in town Monday.

Dr. Chas. S. Hazeltine and Hon. Edwin F. Uhl propose to go to Europe in June, where they will remain a month or six weeks.

Frank A. Stone was in Chicago two days last week, attending a meeting of the National Association of Jobbers of Crockery and Glassware.

Wm. H. Hoops, formerly a resident of this city, but now residing in the Windy City, was in town a couple of days last week, on his way to Lutner.

D. C. Leggett, who recently disposed of his drug and grocery stock at Paris, has decided to remove to Hart and embark in the clothing business.

Geo. W. Leveridge, who has acted as head clerk for E. Hagadorn, general dealer at Fife Lake, for several years, died last Tuesday, leaving wife and children.

Bert Longwell, of the firm of Longwell Bros., druggists at Mason, has returned to his desk at the Agricultural College, after a fortnight's vacation on account of the diphtheria quarantine.

Fred C. Miller has gone to Dallas, Texas, to look over the properties and prospects of the Lone Star Salt Co., of which he is a stockholder. The principal owner of the business is Frederick R. Blount, who was formerly a resident of this city, and a member of the former firm of Blount & Miller.

The friends of Henry Royce will rejoice with him over his appointment as district manager of the Bradstreet Co., as successor to Henry Idema. Mr. Royce has been connected with the office for nearly a dozen years and is thoroughly acquainted with every detail of the business. No better selection could possibly have been made by the management.

Reuben A. Deal, who is associated with his father, J. Deal, in general trade and the manufacture of staves, heading and lumber at Gun Marsh, was married last Thursday to Miss Mary Brouard, of Doster. The happy couple spent Sunday in Grand Rapids and will be "at home" to their friends at Gun Marsh after May 30. THE TRADESMAN extends congratulations.

Byron Joslin, a competent and faithful member of THE TRADESMAN fold, died very suddenly last Thursday evening at the family residence on Prospect street, leaving a wife—the daughter of Hon. Wm. D. Fuller—and two children. Deceased was an excellent printer and a man worthy the respect and confidence of everyone. All who knew him will sincerely regret his untimely taking off.

H. M. Lee, for many years engaged in the clothing business at Nashville, passed through the city last Wednesday on his way to Tacoma, which he expects to make his home in the future. Before leaving home he was served with a summons, at the instance of W. T. Barker, alleging \$200,000 damages for non-fulfillment of contract in connection with the Barker Scale Co., of which he is a quarter owner. Frank C. Boise is made co-defendant with him in the action.

Sugar Competition.

From the New York Shipping List.

A well known sugar refiner, who is not identified with the combination, sums up the whole sugar situation in a few words, as follows: "The trust, even if it owned every refinery in the land, and had not the opposition which will come from my factories, would meet with the sharpest kind of competition from foreign countries. The tariff law provided for this, and a sugar monopoly is as impossible as are most of the other monopolies talked of and written about so frequently." Let prices be put above a certain point and this country would be flooded with refined sugar from abroad. Even now English exporters are finding a market here for both the cane and beet products at a shade under current figures for domestic. Another source of competition will be the American beet sugar interests, the intention being to establish refining plants independent of the combination.

The Sisseton Indian Reservation

In South Dakota will be open to settlement on or about April 15. This reservation comprises some of the choicest lands in Dakota for farming and sheep-raising purposes. For detailed information address W. E. Powell, General Immigration Agent, Chicago, Milwaukee & St. Paul Railway, Chicago, Ill.; or Harry Mercer, Michigan Passenger Agent, 82 Griswold Street, Detroit, Mich.

Do you sell it? What?

Ivy

Fine

Cut!

The Best Tobacco in America to Retail at 50 cents.

SEND A SAMPLE ORDER TO

BALL-BARNHART-PUTMAN CO.

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,	-	-	-	\$7 00
No. 2 "	-	-	-	6 00
Timothy,	-	-	-	1 50

Bags extra at market price.

W. T. LAMOREAUX & CO.,

Grand Rapids, Mich.

BUY THE PENINSULAR Pants, Shirts, and Overalls

Once and You are our Customer
for life.

STANTON, MOREY & CO., Mfrs.

DETROIT, MICH.

Geo. F. OWEN, Salesman for Western Michigan,
Residence, 59 N. Union St., Grand Rapids.

Geo. H. Reeder & Co.,
JOBBER OF
BOOTS & SHOES
Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids

Don't Buy

YOUR SPRING LINES OF

Hammocks, Base Ball Goods, & Fishing Tackle

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

EATON, LYON & CO.,

GRAND RAPIDS.

Harmonies For Window Dressers.

Red and violet do not accord well.
Orange and yellow accord incomparably better than red and orange.
Orange and green do not accord well.
Orange and violet accord passably, yet not so well as orange and yellow.
Yellow and green form an agreeable combination.
Greenish yellow and violet blend nicely.

The arrangement of yellow and blue is more agreeable than that of yellow and green, but it is less lively.

Green and blue produce an indifferent effect, but better when the colors are deep.

Green and violet, especially when light, form a combination preferable to green and blue.

Orange-yellow, when placed by the side of indigo, increases its intensity, and vice versa.

Red and green intensify each other.

Yellow and indigo combine perfectly.

Red and orange do not accord well.

Red and yellow accord pretty well, especially if the red is purple-red rather than scarlet, and the yellow rather greenish than orange.

Red and blue accord passably, especially if the red incline rather to scarlet than crimson.

Blue and violet accord badly.

When two colors accord badly together it is always advantageous to separate them by white.

Black never produces a bad effect when it is associated with two luminous colors.

Black and white sensibly modify bright colors.

While gray never exactly produces a bad effect in its association with two luminous colors, yet in most cases its assortments are dull.

Blue when placed by the side of orange increases the latter's intensity, and vice versa.

Putting the Best Face Upon it.

Pommery met an old friend the other day whom he had not seen for several years.

"Bless me, Pommery, old boy! I'm glad to see you. You are looking well. How is it with you?"

"Fair to middling," replied Pommery. "Married yet?"

"Yes."

"That's good."

"Not so very good. I married a shrew."

"Ah—that's bad."

"Not so very bad. She brought me thirty thousand dollars."

"Indeed—that was good."

"Not so very good. I laid it out in sheep in a Texas ranch, and they all died of foot rot."

"Surely, that was most unfortunate."

"Not so very unfortunate, for I sold the skins for more than the sheep cost me."

"That made ample amendment."

"Not so very ample. I laid out the money upon a house, and the house burned down, with all there was in it."

"That was hard luck, surely."

"Not so very hard. My wife was in it."

Positive Proof.

"Papa," said a talkative little girl, "am I made of dust?"

"No, my child. If you were, you would dry up once in awhile."

A woman entered a West Chester, Penn., store, the other day and asked for a certain saleswoman. A clerk said that the saleswoman in question was absent, to attend the funeral of her mother, which was to take place at 3 o'clock in the afternoon. "Dear me, I'm so sorry," replied the woman. "Do you think she will be back by 4?" And the clerk told her, as politely as he could, that he hardly thought the young woman would make a dead rush from the cemetery to the store, and what was more, he said they "wouldn't think much of her if she did." The woman went away, thinking how little reliance was to be placed on "salesladies."

Use Tradesman Coupon Books.

Do You Desire to Sell

Carpets and Lace Curtains

By Sample?

Send for our Spring catalogue

SMITH & SANFORD,

Grand Rapids, Mich.

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.

USE



Best Six Cord

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.
S. F. ASPINWALL, Vice-President.
WM. H. ANDERSON, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Arrow Brand	5 1/2
Argyle	6	World Wide	6 1/2
Atlanta A.A.	6	LL	4 1/2
Atlantic A.	6 1/2	Full Yard Wide	5 1/2
"H	6 1/2	Georgia A.	6 1/2
"P	6 1/2	Honest Width	6 1/2
"D	6	Hartford A.	5
"LL	5	Indian Head	7
Amory	6 1/2	King A.	6 1/2
Archery Bunting	4	King E.C.	5
Beaver Dam A.A.	5 1/2	Lawrence L.L.	5 1/2
Blackstone O.	32	Madras cheese cloth	5 1/2
Black Crow	6	Newmarket G.	5 1/2
Black Rock	6	"B	5
Boot, A.L.	7	"N	6 1/2
Capital A.	5 1/2	"DD	5 1/2
Cavanat V.	5 1/2	"X	6 1/2
Chapman cheese cl.	3 1/2	Nolbe R.	5
Clifton C.R.	5 1/2	Our Level Best	6 1/2
Comet	6 1/2	Oxford R.	6
Dwight Star	6 1/2	Pequot	7
Clifton C.C.	6 1/2	Solar	6 1/2
		Top of the Heap	7
BLEACHED COTTONS.		BLEACHED COTTONS.	
A B C	8 1/2	Geo. Washington	8
Amazon	8	Glen Mills	7 1/2
Amsburg	7	Gold Medal	7 1/2
Art Cambric	10	Green Ticket	8 1/2
Blackstone A.A.	8	Great Falls	6 1/2
Beats All	4 1/2	Hope	7 1/2
Boston	12	Just Out	4 1/2 @ 5
Cabot	7	King Phillip	7 1/2
Cabot, %	6 1/2	"OP	7 1/2
Charter Oak	5 1/2	Lonsdale Cambric	10
Conway W.	7 1/2	Lonsdale	@ 8 1/2
Cleveland	7	Middlesex	@ 5
Dwight Anchor	8 1/2	No Name	7 1/2
"shorts	8	Oak View	6
Edwards	7	Our Own	5 1/2
Empire	7	Pride of the West	12
Farwell	7 1/2	Rosalind	7 1/2
Fruit of the Loom	8 1/2	Sunlight	4 1/2
Fitchville	7	Utica Mills	8 1/2
First Prize	7	Nonpareil	10
Fruit of the Loom %	8 1/2	Vinyard	8 1/2
Fairmount	4 1/2	White Horse	6
Full Value	6 1/2	"Rock	8 1/2
HALF BLEACHED COTTONS.		HALF BLEACHED COTTONS.	
Cabot	8	Dwight Anchor	8 1/2
Farwell	8		
UNBLEACHED CANTON FLANNEL.		UNBLEACHED CANTON FLANNEL.	
Tremont N.	5 1/2	Middlesex No. 1	10
Hamilton N.	6 1/2	"2	11
"L	7	"3	12
Middlesex A.T.	8	"4	13
"X	9	"5	14
"No. 25	9	"6	15
BLEACHED CANTON FLANNEL.		BLEACHED CANTON FLANNEL.	
Hamilton N.	7 1/2	Middlesex A.A.	11
Middlesex P.T.	8	"2	12
"A.T.	9	"A.O.	13 1/2
"X.A.	9	"4	17 1/2
"X.F.	10 1/2	"5	16
CARPET WARP.		CARPET WARP.	
Peerless, white	17 1/2	Integrity colored	20
"colored	18 1/2	White Star	18
Integrity	18 1/2	"colored	20
DRESS GOODS.		DRESS GOODS.	
Hamilton	8	Nameless	20
"	9	"	25
"	10 1/2	"	27 1/2
G G Cashmere	21	"	30
Nameless	16	"	32 1/2
"	18	"	35
CORSETS.		CORSETS.	
Coraline	\$9.50	Wonderful	\$4.50
Schilling's	9.00	Brighton	4.75
Davis Waists	9.00	Bortree's	9.00
Grand Rapids	4.50	Abdominal	15.00
CORSET FRAMES.		CORSET FRAMES.	
Armory	6 1/2	Naumkeag satteen	7
Androsoggin	7 1/2	Rockport	6 1/2
Blidford	6	Conestoga	6 1/2
Brunswick	6 1/2	Walworth	6 1/2
PRINTS.		PRINTS.	
Allen turkey reds	5 1/2	Berwick fancies	5 1/2
"robes	5 1/2	Clyde Robes	5 1/2
"pink & purple	6 1/2	Charter Oak fancies	6
"buffs	6	Del Marine cashm's	4
"pink checks	7	"montg's	6
"staples	5 1/2	Eddystone fancy	5 1/2
"shirtings	4	"chocolat	5 1/2
American fancy	5 1/2	"rober	5 1/2
American indigo	5 1/2	"sateens	5 1/2
American shirtings	4	Hamilton fancy	5 1/2
Argentine Grays	6	"staple	5 1/2
Anchor Shirtings	4	Manchester fancy	5 1/2
Arnold	6 1/2	"new era	5 1/2
Arnold Merino	6	Merrimack D fancy	5 1/2
"long cloth B	10 1/2	Merrim'ck shirtings	4 1/2
"C	8 1/2	"Reppfurn	8 1/2
"century cloth	8	Pacific fancy	8 1/2
"gold seal	10 1/2	"robes	6 1/2
"green seal TR	10 1/2	Portsmouth robes	5 1/2
"yellow seal	10 1/2	Simpson mourning	5 1/2
"serge	11 1/2	"greys	5 1/2
"Turkey red	10 1/2	"solid black	5 1/2
Ballou solid black	5	Washington indigo	5 1/2
"colored	5 1/2	"Turkey robes	7 1/2
Bengal blue, green	5 1/2	"India robes	7 1/2
red and orange	5 1/2	"plain Tky X	8 1/2
Berlin solids	5 1/2	"X	10 1/2
"oil blue	6 1/2	"Ottoman Tur	6
"green	6 1/2	key red	6
"Foulards	5 1/2	Martha Washington	7 1/2
red	7	Turkey red	7 1/2
"44	10	Martha Washington	9 1/2
"34XXXX	12	Turkey red	9 1/2
Cochecho fancy	6	Riverpoint robes	5
"madders	6	Windsor fancy	6 1/2
"XX twills	6 1/2	"gold ticket	10 1/2
"solids	5 1/2	Indigo blue	10 1/2
		Harmony	10 1/2
TICKINGS.		TICKINGS.	
Amoskeag A.C.A.	12 1/2	A.C.A.	12 1/2
Hamilton N.	7 1/2	Pemberton AAA	16
"D	8 1/2	York	10 1/2
"Awning	11	Swift River	7 1/2
Farmer	8 1/2	Pearl River	12
First Prize	11 1/2	Warren	13
Lenox Mills	18		
COTTON DRILL.		COTTON DRILL.	
Atlanta, D.	6 1/2	Stark A	8
Boot	6 1/2	No Name	7 1/2
Clifton, K.	6 1/2	Top of Heap	10
SATINES.		SATINES.	
Simpson	20	Imperial	10 1/2
Black	18	"BC	@ 10
Coechco	10 1/2		

DEMINS.		DEMINS.	
Amoskeag	12 1/2	Columbian brown	12
" 9 oz	13 1/2	Everett, blue	12
" brown	13 1/2	" brown	12
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A.A.	10	" brown	7 1/2
" BB	9	Jaffrey	11 1/2
" CC	9	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz	13 1/2
" blue	8 1/2	" No. 230	13
" d & twist	10 1/2	" No. 250	11 1/2
Columbian XXX br.	10	" No. 280	10 1/2
" XXX bl.	19		
GINGHAMS.			
Amoskeag	7	Lancaster, staple	7
" Persian dress	8 1/2	" fancies	7
" Canton	8 1/2	" Normandie	8
" AFC	10 1/2	Lancashire	6 1/2
" Teazle	10 1/2	Manchester	6 1/2
" Angola	10 1/2	Monogram	6 1/2
" Persian	8 1/2	Normandie	7 1/2
Arlington staple	6 1/2	Persian	8 1/2
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dres	8 1/2	Rosemont	6 1/2
" staples	6 1/2	Slatersville	6
Centennial	10 1/2	Somerset	7
Criterion	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toll du Nord	10 1/2
Cumberland	5	Wabash	7 1/2
Essex	4 1/2	" seersucker	7 1/2
Elfin	7 1/2	Warwick	8 1/2
Everett classics	8 1/2	Whittenden	6 1/2
Exposition	7 1/2	" heather dr.	9
Glenarie	6 1/2	" indigo blue	9
Glenarven	6 1/2	Wamsutta staples	6 1/2
Glenwood	7 1/2	Westbrook	8
Hampton	6 1/2	"	10
Johnson Chalou cl	5	Windermeer	5
" indigo blue	9 1/2	York	6 1/2
" zephyrs	16		
GRAIN BAGS.			
Amoskeag	16 1/2	Valley City	15 1/2
Stark	19 1/2	Georgia	15 1/2
American	16	Pacific	14 1/2
THREADS.			
Clark's Mile End	45	Barbour's	88
Coats's, J. & P.	45	Marshall's	88
Holyoke	22 1/2		
KNITTING COTTON.			
No. 6	33	No. 14	37
" 8	34	" 16	38
" 10	35	" 18	39
" 12	36	" 20	40
CAMBRICS.			
Slater	4	Edwards	4
White Star	4	Lockwood	4
Kid Glove	4	Wood's	4
Newmarket	4	Brunswick	4
RED FLANNEL.			
Fireman	32 1/2	T.W.	22 1/2
Creedmore	27 1/2	FT	22 1/2
Talbot XXX	30	J.R.F. XXX	35
Nameless	27 1/2	Buckeye	22 1/2
MIXED FLANNEL.			
Red & Blue, plaid	40	Grey S R W	17 1/2
Union R.	22 1/2	Western W	18 1/2
Windsor	18 1/2	D R P	18 1/2
6 oz Western	20	Flushing XXX	23 1/2
Union B.	22 1/2	Manitoba	23 1/2
DOMEST FLANNEL.			
Nameless	8 @ 9 1/2	"	9 @ 10 1/2
"	8 1/2 @ 10	"	10 @ 12 1/2
CANVASS AND PADDING.			
Slate. Brown. Black.	Slate. Brown. Black.	Slate. Brown. Black.	Slate. Brown. Black.
9 1/2	9 1/2	9 1/2	13
10 1/2	10 1/2	10 1/2	15
11 1/2	11 1/2	11 1/2	17
12 1/2	12 1/2	12 1/2	20
DUCKS.			
Severin, 8 oz.	9 1/2	West Point, 8 oz.	10 1/2
Mayland, 8 oz.	10 1/2	" 10 oz.	12 1/2
Greenwood, 7 1/2 oz.	9 1/2	Raven, 10oz	13 1/2
Greenwood, 8 oz.	11 1/2	Stark	13 1/2
Boston, 8 oz.	10 1/2	Boston, 10 oz.	12 1/2
WADDINGS.			
White, doz	25	Per bale, 40 doz.	75 50
Colored, doz	25		
SILKENS.			
Slater, Iron Cross	8	Pawtucket	10 1/2
" Red Cross	9	Dundee	9
" Best	10 1/2	Bedford	10 1/2
" Best AA	12 1/2	Valley City	10 1/2
L	7 1/2	KK	10 1/2
G	8 1/2		
SEWING SILK.			
Corticelli, doz.	75	Corticelli knitting,	
twist, doz.	37 1/2	per 1/2 oz ball	30
50 yd, doz.	37 1/2		
HOOKS AND EYES—PER GROSS.			
No 1 B1k & White	10	No 4 B1k & White	15
" 2 "	12	" 8 "	20
" 3 "	12	" 10 "	25
PINS.			
No 2—20, M C	50	No 4—15 F 3 1/4	40
" 3—18, S C	45		
COTTON TAPE.			
No 2 White & B1k	12	No 3 White & B1k	30
" 4 "	16	" 10 "	23
" 6 "	18	" 12 "	26
SAFETY PINS.			
No 2	28	No 3	36
NEEDLES—PER M.			
A. James	1 40	Steamboat	40
Crowley's	1 35	Gold Eyed	1 50
Marshall's	1 00		
TABLE OIL CLOTH.			
5—4	2 25	6—4	3 25
" 2 10		5—4	1 95
" 2 10		6—4	2 95
COTTON TWINES.			
Cotton Sail Twine	38	Nashua	18
Crown	12	Rising Star 4-ply	17
Domestic	18 1/2	" 3-ply	17
Anchor	16	North Star	19
Bristol	13	Wool Standard 4 ply	17 1/2
Cherry Valley	15	Powhattan	18
I X L	18 1/2		
PLAID OSNABURGS.			
Alabama	6 1/2	Mount Pleasant	6 1/2
Alamance	6 1/2	Onelda	5
Augusta	7 1/2	Prymont	5 1/2
Ar sapha	6	Randelman	6
Georgia	6 1/2	Riverside	5 1/2
Granite	5 1/2	Sibley A.	5 1/2
Haw River	5	Toledo	6

Umbrella Men Want to Combine.

From the New York Commercial Bulletin.

It is reported on very good authority that a movement is on foot among the large umbrella and parasol manufacturers of this city to form a big combination for the purpose of maintaining prices. A number of preliminary meetings have been held, but as yet no organization has been effected. Another meeting is to be held early next week and definite results are expected.

The plan that the promoters of the movement have outlined does not contemplate the formation of any central company. In fact there will, if the scheme be consummated, be no change whatever in the offices of the various manufacturers. The idea, in brief, is to control the frame manufacturers, and through them to control the smaller manufacturers of umbrellas and parasols. In other words, it is the intention to regulate one of the chief sources of supply.

The umbrella trade is at the moment in a very unsatisfactory condition. As is the case with other similar branches of business, it is suffering from the evils of dating ahead. In the keen competition that has arisen for business substantial customers are able practically to dictate the terms on which they will buy goods, and they naturally dictate very long terms. As a result the capital that was sufficient to carry on the business some years ago is now utterly inadequate. The large manufacturers find comparatively little inconvenience from this source, but the smaller ones are unable to stand the strain, and are compelled at times to make decided sacrifices of stock to obtain ready cash. As in other branches of competitive trade, the lowest seller establishes the market price, and in this way the large manufacturers join as common sufferers with the small ones on account of the extension of credits.

The smaller manufacturer, in addition to the credit system, often finds it to his advantage to buy a large lot of frames, or sticks, or coverings. He has not this ready money, but before his bill becomes due he finds a customer where he can place, and receive cash payment, for say half of the complete umbrellas at a very moderate profit, or at times at a small loss. His actual profit he can make on the other half.

This, it is claimed, is the condition of affairs that has brought about the movement to form the combination. It is argued that if the supply of frames can be controlled the small manufacturers can be made to pay such prices as will force them to maintain the selling figures. There are three factories that it is estimated supply fully 90 per cent. of the umbrella frames, and negotiations have already been started for the output of those factories. The arrangement that it is desired to make is that the factories shall agree to sell their entire output (which shall be the same as last year's) to the combination at a specified price; and shall agree not to increase the output. The factories, it is stated, are considering the proposition, but feel that in view of placing such restrictions on themselves they should get an increase in price over last year. As this would be in turn an increased cost to the umbrella manufacturer, there is some hitch, we are informed, in the work of organizing the combination. Another idea advanced in connection with the proposed combination is that a fund be raised to purchase and keep from flooding the market (which means keeping out of the hands of the jobbers) the surplus stocks of the smaller manufacturers. There is naturally considerable difference of opinion on this among the promoters of the proposed combination. It is argued that the combination in this event would simply become a charitable organization for old umbrellas—the more the small people could produce the more money the big ones would lose.

ENGRAVING

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

THE TRADESMAN COMPANY,
Grand Rapids, Mich.

Hardware Price Current.

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

AUGERS AND BITS.	
Snell's	60
Cook's	49
Jennings', genuine	25
Jennings', imitation	50&10
AXES.	
First Quality, S. B. Bronze	\$ 7 50
" D. B. Bronze	12 00
" S. B. Steel	8 50
" D. B. Steel	13 50
BARROWS.	
Railroad	\$ 14 00
Garden	net 30 00
BOLTS.	
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.	
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	dis. 50&62
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	" 60
G. D.	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	50
Central Fire	dis. 25
CHISELS.	
Socket Firmer	70&10
Socket Framing	70&10
Socket Corner	70&10
Socket Slicks	70&10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120 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.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	07
Large sizes, per pound	6 1/2
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.	
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.	
Stanley Rule and Level Co.'s	50

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel, Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4
Screw Hook and Eye, 1/2	net 8 1/4
" " " "	net 7 1/4
" " " "	net 7 1/4
Strap and T	dis. 50
HANGERS.	
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 1/4
WIRE GOODS.	
Bright	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	70
KNIVES—New List.	
Door, mineral, jap. trimmings	dis. 55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	55
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	dis. 55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	\$18.00, dis. 60
Hunt's	\$15.00, dis. 60
"	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	dis. 40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Perry & Co.'s	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	dis. 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:	
60	Base 20
40	Base 20
30	Base 20
20	Base 20
16	Base 20
12	Base 20
10	Base 20
8	Base 20
7 & 6	Base 20
4	Base 20
3	Base 20
2	Base 20
1	Base 20
Case 10	Base 20
" 8	Base 20
" 6	Base 20
Finish 10	Base 20
" 8	Base 20
" 6	Base 20
Clinch 10	Base 20
" 8	Base 20
" 6	Base 20
Barrell 1/2	Base 20
PLANES.	
Ohio Tool Co.'s, fancy	2 40
Scotch Bench	2 60
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 60
Stanley Rule and Level Co.'s, wood	2 10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	dis. 40
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/4 c per pound extra.	

ROPES.	
Sisal, 1/4 inch and larger	9 1/4
Manilla	13
SQUARES.	
Steel and Iron	75
Try and Bevels	60
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. 4 05
Nos. 15 to 17	4 05
Nos. 18 to 21	4 05
Nos. 22 to 24	4 05
Nos. 25 to 26	4 25
No. 27	4 45
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH CORD.	
Silver Lake, White A	list 50
" Drab A	" 55
" White B	" 50
" Drab B	" 55
" White C	" 35
Discount, 10	
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 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.	
Steel, Game	dis. 60&10
Oneda Community, Newhouse's	35
Oneda Community, Hawley & Norton's	70
Mouse, choker	15c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	dis. 65
Annealed Market	70-10
Coppered Market	60
Tinned Market	62 1/4
Coppered Spring Steel	50
Barbed Fence, galvanized	3 10
" painted	2 65
HORSE NAILS.	
Au Sable	dis. 40
Putnam	dis. 05
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10
MISCELLANEOUS.	
Bird Cages	dis. 50
Pumps, Cistern	75
Screws, New 1st	70&10
Casters, Bed a d Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	6 1/2 10
METALS.	
PIG TIN.	
Pig Large	260
Pig Bars	280
ZINC.	
Sheet, 24c per pound.	
60 pound casks	6 1/2
Per pound	7
SOLDER.	
1/4 2/4	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—MELIN GRADE.	
10x14 IC, Charcoal	\$ 7 50
14x20 IC, "	7 50
10x14 IC, "	9 25
14x20 IC, "	9 25
14x20 IC, "	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal	\$ 6 75
14x20 IC, "	8 75
10x14 IC, "	8 75
14x20 IC, "	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester	6 50
14x20 IC, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " Allaway Grade	6 00
14x20 IC, " "	7 50
20x28 IC, " "	12 50
20x28 IC, " "	15 50
BOILER SIZE TIN PLATE.	
14x28 IC	\$14 00
14x31 IC	15
14x56 IC, for No. 8 Boilers, per pound	10
14x60 IC, " " " "	

POST'S SAP SPOUTS



SPOUT NO. 1.

Actual size, with heavy wire flange, that does not break like flanges cast on a spout.

We are agents for this Spout and carry a full stock.
We also have the ANCHOR SAP SPOUT.

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Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

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E. A. STOWE, Editor.

WEDNESDAY, APRIL 13, 1892.

AFTER THE HOUSE ORGANS.

At the recent annual convention of the Southern Wholesale Grocers' Association, held at Memphis, the following resolution was unanimously adopted:

WHEREAS, It being known that there are now issued and published in the United States about forty alleged trade papers which especially promote the interest of individual houses, and which, though not ostensibly are actually controlled, issued and owned by individual houses; and,

WHEREAS, It being known that such trade papers are permitted to pass through the mails at second class rates of one cent per pound, while private price lists, honestly issued and undisguised as trade papers, are required to pay third class rates of one cent for each two ounces or fraction thereof, averaging about ten cents per pound; therefore

Resolved, that it is the sense of this Association that this is an unjust discrimination in favor of certain large houses by the Post Office Department, which is contrary to the laws of the United States, and that this Association hereby instructs the Secretary to communicate to the Postmaster General the fact that it protests against such discrimination, and demands that the privilege of the second class rate of one cent per pound shall be extended to every house which issues a price list, or to none.

The above resolution has the right ring and should be adopted by every organization of business men in the country, to the end that the pernicious house organs be compelled to throw off their masks and cease to masquerade before the public in false colors.

A postal fractional currency is provided for in Senator Kyle's bill No. 2531, now before the Committee on Postoffices and Post roads in the United States Senate. It provides that on and after Jan. 1, 1893, the issue by the Postoffice Department of postal notes shall cease, and in their stead shall be issued a postal fractional currency in denominations of 5, 10, 25, 50 and 75c. This currency is to be furnished to all postmasters in such sums as the Postmaster General shall deem proper, having due regard for the amount of business transacted. It shall be legal tender for sums less than \$1, and shall be redeemable at any postoffice in the United to the amount of \$1, at any money order postoffice of the fourth class to the amount of \$5, and in any postoffice

of the first, second or third class to an amount not exceeding \$10 in any one payment. Such postal fractional currency is to be furnished to the public on payment therefor at its face value in lawful money of the United States without other cost or charges. In this way fractional currency could be distributed in any part of the country where most needed. We trust that this bill will be enacted, for it is one of the great conveniences that people living in the country must have. It is a better and simpler measure than the fractional silver certificates which the House provided for in 1888 which was killed in the Senate Finance Committee by the then Secretary of the Treasury, Charles S. Fairchild.

The inventor of perpetual motion and the American sea serpent have periods of appearance and disappearance. One W. W. Mattox, of Piedmont, S. D., is represented to have made a machine which consists of a walking beam provided with a track upon which a large ball moves. When the ball reaches one end of the plank, it releases a lever which throws the ball into its original position, again ready to begin a new revolution. Several mechanics and experts have seen the novel contrivance and the general opinion is that it is perpetual motion. The power generated is not sufficient to be of any particular value. Strange it is that in this age any sane person should fancy that energy can be produced without rendering an equivalent. There is not, and never can be, a device that will impart more than the power given to it, less the friction of the wearing parts. No inanimate thing has inherent strength. The stored-up energy of the sun in the form of a coal mine is the nearest approach to perpetual motion. Something can't be gotten out of nothing, either in mechanics or finance.

The Patterson *Guardian* says the outlook for the Patterson silk industry is brighter than for many months. For more than a year prior to the present one the situation was distinctly unfavorable, and several manufacturers would have gone out of business had they been able to do so without a large financial sacrifice. As it was, not a few "were obliged to produce goods rapidly and sell at low prices to keep their heads above water." The revival began in December last, and was first made apparent by an increase in demand, but not in price. Judging by the state of the market for wages of silk workers, prices are now improving. As the paper named says, "at one mill a short time ago a weaver, who has many equals as a workman in this city, drew over \$75 for his two weeks' labor. In the same mill there were about twenty who drew sixty odd dollars, and none of the men received less than \$40." Certainly this looks a great deal like the return of good times. During the stagnation in the silk market many weavers worked at what they term "starvation wages," but now there is not so much complaint.

THE TRADESMAN trusts its readers will not accuse it of going into politics because it gives place, this week, to the arguments, pro and con, the repeal of the $\frac{1}{2}$ cent duty on refined sugar. The question has assumed so serious a phase that business men must ignore party affiliations in the treatment of the subject and act in the matter in accordance with the best interests of the country at large.

There must be competition in the field of sugar manufacture or the producer of raw sugar and the consumer of the refined article will be at the mercy of one of the most grasping monopolies ever created and maintained.

The people of the United States consume an average of 175 pounds of meat each per annum. With a population increasing at the rate of more than 2,000,000 yearly, we can stand some increased production of beef. We also eat white bread, and more of both of these articles than any other people in the world. This does not indicate the extreme poverty the calamity orators tell us about.

Bank Notes.

The business public received a genuine surprise, last Thursday, in the announcement that Henry Idema had resigned the district management of the Bradstreet Co., to accept the position of Vice-President of the Kent County Savings Bank. He had been connected with the agency business so many years that the two had come to be looked upon as inseparable and his retirement from the position he so long adorned will be sincerely regretted by business men generally, as his strict integrity, conservative methods and excellent judgment served to make him an exceptionally reliable criterion of credits. In his new duties at the Kent County Bank, he will attend to the commercial business only, Cashier Verdier devoting his entire attention to the savings department. The Bank has purchased the building it has occupied since it was organized of Mrs. A. B. Watson, paying \$25,000 for the building and realty, and will enlarge and otherwise improve the banking office very materially.

The Holland City State Bank has undergone a new organization and will be known in the future as the Holland City State Savings Bank, with a capital of \$50,000. The officers are Jacob Van Putten, Sr., President; W. H. Beach, Vice-President; C. VerSchure, Cashier. The directors are the officers and J. C. Post, P. H. McBride, D. B. K. Van Raalte, M. Van Putten, A. Van Putten and J. Van Putten, Jr. The property known as the Howard corner has been bought by the Bank and an architect is drawing up plans and specifications for a bank building to be erected upon the premises.

Clerks and Salesmen.

As a rule the most successful merchants began as clerks and worked their way up from boys to be the heads of the firms. This is in accordance with the natural order of things.

Ability in the clerk or salesman without application is of small value. Good employes are not made of drones or manufactured of laziness. There must be a drill or march performed before the raw recruit is fit for the fight.

The very first thing a clerk should study is himself, his position in life, his capabilities. In short he should learn to control his mind and thoughts and to turn them in the direction of practical business. All this he can readily acquire by close observation, study and practice.

"In my travels I have seldom if ever made a mistake in a clerk after entering his store and viewing his stock of goods," says an old merchant. "I invariably know that where clerks have allowed spider webs and dust to accumulate in the store they are no good, and the head of the house is not much better."

Responsible for Losses Caused by Fraudulent Representations.

Some time ago the City National Bank of Birmingham, Ala., began a suit in the United States Circuit Court against the commercial agency of R. G. Dun & Co. to recover \$5,264.46, lost on drafts which the bank discounted for W. A. Kitts, a lumber merchant of Oswego, on alleged false representations concerning the credit and financial standing of Kitts furnished the commercial agency by S. B. Burchard, their representative. The case was tried in New York City, resulting in a verdict for the full amount claimed, including interest. This is the first case in which any commercial agency has been held liable for a false report sent out to a subscriber. In all previous cases of a similar kind the agency has been relieved of all responsibility.

The trial judge, in his charge, told the jury that the plaintiff could not recover unless the jury was satisfied that Burchard made the representations fraudulently, and that the defendants were not responsible for any negligence on the part of Burchard in obtaining the information upon which the representations were made.

Every Day Philosophy.

Late to bed and early to ryes maketh much sorrow and redness of eyes.

It is far more blessed to trundle a baby carriage than to lead a pug dog.

We want an honest dollar, but we want an honest service that earns the dollar.

Women are not successful at fishing, because they can't drop a line without adding a postscript.

Live and act so that you won't be ashamed of the fellow who looks at you from the mirror.

When a man says he is too poor to take a paper we believe him, because that is one of the reasons why he is poor.

When people learn to fly, wonder if syndicates and land sharks will gobble up the air. If they don't, it won't be because they don't want to.

We hear much about the dignity of labor and we hear its praises sounded mostly by those who know nothing of labor except its dignity, having a very limited experience of the thing itself. We hold that no one should be ashamed of honest labor, but we do hold that a person should be ashamed of the kind of labor that he does because he lacks the energy to do a kind of work that puts more mind into it. SUGAR SCOOP.

The Ideal Business Man.

The ideal business man must be honest, truthful, prompt, systematic, attentive to small things, punctual in payment, firm in collection (but willing, if he needs be, to tide a friend over), orderly, polite, watchful, slow to decide, but quick to act, never narrow or inconsiderate.

Honesty, he feels, is the basis upon which all business must stand. Upon his neighbor's honesty he depends. Truthfulness, that essence of honesty, which precedes the exchange of money or goods, is of absolute necessity to proper transaction of business. What he agrees to do he feels he must do, and in order to be faithful in this matter he must have a certain system which will not admit of the omission of a single act, backed up by his word or that of his neighbor.

Upon this thorough basis of honesty, truthfulness, system, he builds his sympathies for his friends in business.

Kindness he knows to be what he loves best. Kindness draws kindness, which is love, which is sympathy. As he feels, he admits that others may feel; and does unto no man what he would not have done unto him.

These things he carries out himself and exacts in others because he knows them to be right.

The Corner Grocery Crowd at Poketown Village.

POKETOWN, April 5—When Bijah Beanpole read in the paper an account of how he took the conceit out of Vinegar Brown and blasted his reputation as a shoe expert, he was "tickled" almost to death. He said Vinegar's shoe talk was in keeping with his political talk, and that all the noise which he made with his mouth came out through the same hole in his hat. Bijah claims to be the Poketown shoeman. He is a great advertiser of his own business—never subscribing for less than one-half of an entire page in the Poketown agricultural fair book—and looks with suspicion upon all who doubt his veracity and sound business judgment. He has no use for these fellows who sit around on salt barrels and soap boxes and talk through their hats, and tell how much better and cheaper everything is in some other town; and so, when he read an account of the little affair which happened over in the corner grocery he could not refrain from asking Vinegar, the first time he passed the shoe store on his way to the postoffice, how shoes were selling down at the county seat. About the third time Bijah referred to the matter, Vinegar began to effervesce on the inside and continued to do so until he met me, when he bubbled over. He said that any driveling idiot who knew no more than to write such silly twaddle as that ought to be transported to the regions of imbecility on the keen edge of a new hickory rail. I told him I was no "bloated bondholder," "inflated capitalist," "stuffed monopolist," "swelled-up bank president," "proprietor of a whisky trust," village marshal or a sucker; that I was only a poor, obscure district schoolmaster, working for my board (with a few cheap clothes thrown in), and I couldn't see why he should be piggish enough to covet what little space I occupied in Poketown. But it was no use. Vinegar's mind is like waterlime cement, soft and murky at first, but when it sets, it sets, and all of the wisdom of the gods can't remodel it. Henceforth, the heretofore honored name of Ichabod Grizzle must be disgraced and written on the scroll of infamy by the side of the "bloated bondholder" and the despised "capitalist." Vinegar has so willed it.

In all likelihood this will be my last letter from Poketown for I have failed to secure the spring term, owing to Vinegar's pernicious influence (his brother being a trustee in my district), and I shall be compelled to leave. A poor man without capital cannot live in Poketown. Bottomly Quirk, for instance, were it not for his team, wagon, plow, poor appetite and great physical endurance, would be compelled to migrate to some more favorable clime. It makes but little difference, however, for the corner grocery crowd will soon adjourn for its summer vacation. The fire in the big stove will soon go out; the soap boxes, three-legged stool, and the two little bottle blueing boxes, partially filled with sawdust will be relegated to the back room; the screen doors will be put up, and the corner grocery will put on its summer attire. The members of the crowd will scatter to make hay while the sun shines and, like the busy bees, lay in a store of supplies necessary to carry them through the next regular session. Vinegar Brown's avocation will call him into the country, where the click of the hammer and the ra-ping music of the saw will, for a time at least, drive all thoughts of the "bloated bondholder" and the "country's imminent peril" from his confused and dumfuddled mind. Bottomly Quirk will soon be carting manure and plowing gardens. After the garden plowing is over with, he will secure a little patch of ground somewhere to plant to corn and potatoes on shares, which, with the odd jobs of teaming he will pick up during the summer, will enable him to remodel his overalls and, perhaps, buy a new pair. It would be a noble act of charity and one which would be greatly appreciated by Bottom, if Jerry Whiffleson would up-holster the cover of the cracker barrel. Flip Wumpup, a waspy but silent member of the crowd, will also spend his vacation in the country, wielding the trowel. Wumpup is a great mudslinger, but

when it comes to buying groceries, one able-bodied customer is worth more to Jerry than seventeen Wumpups. Amos Pinchtight possesses more good humor; sheds more smiles; gets more fun out of life at the least expense, and has more leisure time at his disposal, than any member of the crowd; he will sit on the salt barrel during the short summer evenings, out under the old wood awning and watch the farmers' horses gnaw the horizontal two-by-six pine tie bar. After the big Georgia watermelons begin to arrive in Poketown, Jerry Whiffleson, with one eye always on business, plays the salt barrel gang of loafers for all they're worth. When the long row of salt barrels are all occupied, on a hot night, by a crowd of thirsty, sweltering, gossiping loungers, of which Amos is always one, Jerry will cut a great slice of melon, go outside and stand on the step facing the crowd and raise that half yard of melon and bury his face up to his ears in its cool, sweet, crimson juiciness and smack his lips and wink at Amos. Amos is proof against shows and entertainments of all kinds having an admission fee. Amos is religious, but the contribution box keeps him away from church. Amos likes fun, and when the swarthy son of Italy, with his performing bear, appears on the street corner, he stands in the front row and laughs until his face opens up from ear to ear; but when he sees an attendant remove his cap and start for the crowd, his face shuts up with a snap like a steel trap, and he suddenly remembers that he has business down the street. Amos dearly loves music, but it never had sufficient power over his soul to unclasp his pocketbook. To all of these things Amos is as impervious as a wall of granite; but when Jerry gives him that watermelon wink, he tumbles. It is said that every man has a weak spot somewhere and you have but to touch it and his purse is at your command. Man is an animal, and, in common with all other animals, he becomes restless and his appetite is aroused through the avenues of his senses, while in the presence of those who are indulging. Man is but a matured child and his very nature cries out for every good thing which he sees others enjoy. And so, night after night, Amos and others who happen to perch upon the salt barrels will sit and gorge themselves with watermelons and exchange pleasantries with the farmers and farmers' wives who come into Poketown at the close of the day's labor to exchange their butter and eggs for groceries.

This salt barrel brigade, like a corporation, never dies. It comes and goes with the seasons, like a flock of wild geese. It is as necessary in the general makeup of Poketown, as the village marshal; and its practical utility is great, and it is as indispensable, as the village nightwatch. It makes its appearance about the time that the tender young leaves on the oak trees are the size of a mouse's ear and it disappears when the leaves on the maples first show signs of fickleness. If it makes its appearance before the first carload of salt arrives for the corner grocery, it takes up its position on the horizontal tie bar, where the men sit in close proximity to the horses' noses, as evidenced by the green saliva streaks on the backs of more than one check "wampus." Whether perched on bar or salt barrels, will make no difference. The loungers will chew, smoke, spit, swear, whistle, whittle, laugh, argue, quarrel, joke, try to sell each other; fire a vacant, vulgar stare into the face of every woman who passes by or enters the store, and accost, in a lawless, jocular manner every young girl who can muster a sufficient amount of courage to run the gauntlet. Country village girls are thus forced by these salt barrel brigades to assume a sort of bold swagger and a deportment which has the external appearance of being rather loud, all of which the young dude (aye, and the old dude, too,) from the city, is quite apt to misconstrue. In a country village, appearances do not count for as much as they do in the city. If this were not true, these salt barrel brigades would either not come together until everybody else had gone to bed or they would change their place of meeting to some

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.

WOOLSON SPICE CO'S
LION COFFEE.

ROAST
COFFEE
OF
EVERY

PICTURE CARD IN EVERY PACKAGE

MOCHA, JAVA & RIO. WHY NOT TRY IT?

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

DRINK LION COFFEE

DESCRIPTION

Write your Jobber for Prices or Address

L. WINTERNITZ, Resident Agent,

106 KENT STREET,

GRAND RAPIDS, MICH.

underground retreat, out of sight and beyond hearing.

Poketown is painfully conservative and prematurely old. Life, however, is not made up of years, but of experience; and of him who has had the widest experience, it can truthfully be said, he has lived the longest. Poketown grew so fast after coming into existence that it would be almost safe to say that she was born full grown. She grew rapidly and lived fast and furious for a few fleeting months, when, in the twinkling of an eye, she stopped, never to go again. She has no more worldly ambition; repose, satisfaction and resignation are stamped upon her brow, and she is "only waiting" for something (it will be her toes) to turn up.

The business vitality of Poketown is at a very low ebb, yet her merchants are better satisfied and more prosperous than are the merchants of Pulpville, a rival town three miles down the river. Two or three years ago, Pulpville barely escaped the terrible fate of being buried alive. The old corpse had lain around for so many years that a kind and merciful public had, at last, resolved to cover it over with the clouds of eternal forgetfulness, when, incredible as it may appear, the old landmark manifested signs of returning life. Pulpville is alive to-day, but her merchants are inconsolable. It is the old, old story. When will the mercantile fraternity learn the nature of bonus-granting, with its pernicious and unbusinesslike principles and its direful effects? Why do retailers persist in committing the unpardonable blunder of putting their dollars in an enterprise, the only possible effect of which, so far as they are concerned, is a ruination of their business? Suppose that staid, quiet, delightful old Poketown should suddenly become possessed with the demon of our western cities and resolve to go into the "boom" business! Natural conditions will not bring it about, and, of course, unnatural and abnormal methods would have to be applied in order to succeed. Manufacturers, who cannot see sufficient natural advantages to come of their own accord, must be bought and hired to come with *hard cash*. This means the raising of a *bonus*, which is to operate as a substitute for the non-existent natural advantages; and, as the benefit is said to be a public one, every business man in the town would be importuned to assist in raising the bonus. Now, the retailer, in his short-sightedness, would reason like this: If we secure that factory, twenty-five families will be added to our population. There are five of us in the grocery business, and that means five additional families for each of us to supply. This will increase my trade, at least \$600 annually, and, of course, it is to my interest to help raise the bonus.

Fatal reasoning! The bonus is raised; the factory goes up; the twenty-five additional families come in; the boom is on; and what is the result? Instead of five grocery stores, Poketown would have ten, as the inevitable result of advertising a boom, and Whiffleson & Spiggott, instead of reaping an increase of \$600, would be compelled, by increased competition, to part with \$1,000 of their old trade.

But Jerry is not sufficiently fond of kicking himself to be caught with any such chaff. The corner grocery will continue to deal out groceries to the farmers, while the grocers of Pulpville will continue to kick themselves clear into the back room every time they catch a glimpse of the big smokestack on the other side of the river. They have little else to do.

Poketown may be slow, but she is satisfied. Her circulation may be rather sluggish, but she is healthy. She may not ape metropolitan manners, but she is pleasant and fair to look upon. Poketown may not be able to sport a "boom," and her retailers should thank God for it. Poketown is not a single idea, like Pulpville, but a rival community of happy, contented and respectable home owners and home dwellers. May she continue as she is, and may the corner grocery prosper and the crowd never be at a loss what to talk about.

ICHABOD GRIZZLE.

Use Tradesman or Superior Coupons.

Advertised Proprietary Articles.

From the American Grocer.

The manufacturers of specialties use every endeavor to create a popular demand for their various preparations. The most feasible way, and the one securing results in a short time and the most effective manner, is by advertising. Most of the grocers feel bound to carry in stock such goods as are extensively advertised. We think this slavery to popular demand is frequently carried too far; as, for instance, when the dealer attempts to carry in stock all thoroughly advertised brands of soap, baking powder, package coffee, etc. One or two reliable articles, backed by the dealer's endorsement of quality, we deem the better policy.

It is, unfortunately, the case that these advertised specialties are sold at cost or a nominal profit, as the result of competition between distributors. The manufacturers claim that they are not responsible for the foolish action of the retailers and that their interest in the matter ceases when the goods leave their possession.

We think this position untenable, because manufacturers are the only ones that can compel the sale of a popular proprietary article at a uniform price. They are bound in equity to do all within their power to secure the distribution of goods at such a price as will give the retailers fair compensation for their service.

A rebate policy, or system of limited price, checkmates the cutter, or trade pirate, whose operations defraud the majority of their just recompense, or profit, thereby weakening the credit of the entire trade. The legitimate distributors of food and articles used in connection therewith are the grocers, and not the dry goods and Yankee notion dealers, who frequently seek to divert business by selling the most popular package goods at a nominal profit, leaving the grocers to handle sugar, flour, butter, provisions and other staples, which established custom has decreed shall be sold at a nominal profit. Grocers are deprived of the opportunity to average profits because of the cutting on proprietary goods, by notion stores.

In the end the result of this is antagonism to the manufacturer and a war on his specialty. Let us take a case in point—Pillsbury's flour. This is sold, in many instances, at cost, below cost, or at a profit of fifteen to twenty-five cents per barrel. The grocer soon attempts to dethrone that brand and introduce one not sold by every competitor. He inaugurates special brands, even though he scratches off Pillsbury's brand and substitute his own. All this could be stopped and every retailer of flour made the firm friend and agent of the mill, were the millers to establish a uniform price for the jobber and retailer. It has been done and it is constantly being done, and history proves that it does not check, but rather gives permanency to the popular demand. Nothing so dissatisfies consumers as variable prices at retail for a proprietary or any other article in universal use.

With a limited price the advertiser of specialties places the retailer under obligations, because he creates demand and saves the distributor time and expense.

Civility in Business.

Civility costs nothing and pays enormously, yet not one man in ten but loses more or less every month by his neglect of it. Probably incivility may sometimes be largely due to want of health—to a nervous, irritable, dyspeptic condition, which makes men ill friends with themselves and with all those around them. A man in such a state of health ought not remain in business, particularly in a position where he has to direct and control subordinate workers and come in direct personal contact with the public.

For the finest coffees in the world, high grade teas, spices, etc., see J. P. Visner, 304 North Ionia street, Grand Rapids, Mich., general representative for F. J. Gillies & Co., New York City.

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.

5000 Sold.

Patented 1887.

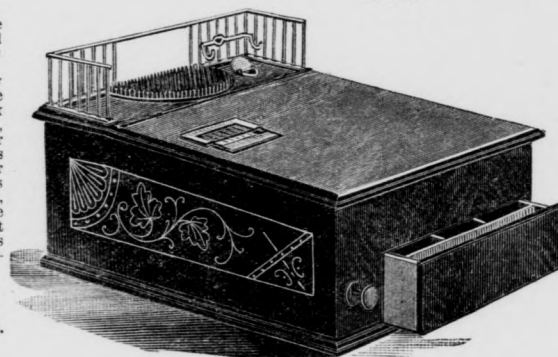


STOP

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.



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.

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

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.

THE CHECK TO OVERPRODUCTION.

Many advocates of free silver coinage assert that its enactment by this country alone would restore silver to its former relative value to gold, and all of them agree that it would be sure to do so if the other civilized nations would join with us in adopting it. Undoubtedly, if the whole commercial world should accept 15, 16, 20, or any other number of ounces of silver as the equivalent of one ounce of gold that would be sufficient to establish the ratio. All values are fixed by common consent, and the current prices of the market merely record that consent as ascertained by actual transactions. Legislation which accords with the facts in this respect may seem to have produced them, but, really, it only declares what has already taken place. When it attempts anything else it fails. No matter how many Congresses and Parliaments should enact, for example, that sixteen ounces of silver should equal in value one ounce of gold, they could not make them equal. Creditors might be compelled to accept silver at this rate in payment of existing debts, but in future transactions they would stipulate for terms more agreeable to themselves. Government officers might receive silver for duties and taxes at its legal value, but when they came to pay it out they would have either to submit to the rule of the market, or repudiate their obligations to the extent of the difference. Even an unanimous agreement by the citizens of all countries to accept silver at a ratio above that fixed by the laws of trade, would have only a temporary effect. Gold would cease to be mined except under the most favorable conditions, and a scarcity of it would ensue which would finally break over the artificial barriers put around its price and make it more nearly commensurate with the cost of production.

It is surprising that faith in the power of legislation to control the relative values of gold and silver should be so strong as it is, in the face of the repeated failures of attempts to regulate thus the values of other commodities. Not long ago a wealthy and powerful combination of European capitalists set about buying all the copper in the world and selling it again at a high price. For a time they succeeded, and copper went up, but it staid up only long enough to stimulate its production and diminish its consumption, until it accumulated upon their hands to an amount beyond their ability to hold it. Then came the inevitable reaction, and the combination broke to pieces. The result would have been the same if the operation had been conducted by a government instead of by private persons, though it might have been longer in coming about.

That the fall in the value of silver as measured in gold has been due to an increased production of silver as compared to that of gold does not, to my mind, admit of a reasonable doubt. Putting the proposition in a reversed form and saying that the supply of gold has been diminishing while that of silver has remained unchanged, does not invalidate its truth. The fact remains, that whereas, fifteen years ago one ounce of gold would buy only fifteen or sixteen ounces of silver, it will now buy twenty-four ounces, and the contemporaneous fact, that the annual production of silver has increased from about 70,000,000 ounces to 130,000,000 ounces, while that of gold

has remained stationary, may reasonably be accepted as the explanation of it. Our Government, by buying and storing silver away to the extent of 54,000,000 ounces a year, and to that extent diminishing the supply, has hitherto kept the price of it above its natural level, but it has not succeeded in preventing its decline altogether.

It follows from this, that the exchangeable value of silver has got to submit to the inevitable, and that the sooner all efforts to bolster it up by legislation or by any other artificial interference are abandoned, and the metal left to its fate, the sooner will it cease to be a disturbing factor in finance. The cotton planters of the South are suffering this year equally with the silver miners from overproduction. The statisticians at Washington estimate that the crop is 2,000,000 bales larger than the world demands and the price of the staple has, in consequence, declined to the lowest point it has touched for a long time. Very properly, the planters, instead of calling upon Congress to legislate for their relief, propose to help themselves. Next year, they say, those who cannot afford to raise cotton at its present price will raise something else. Those who have raised it by the aid of fertilizers will dispense with fertilizers, and only those will try for a full crop who are so favorably situated that they can make a profit on it. On the other hand, the diminished price will somewhat increase consumption and create a market for a portion which would otherwise be useless and unsaleable. In this way, after a few oscillations backward and forward, the supply of cotton will adjust itself to the demand and the demand to the supply, and the temporary overproduction will disappear.

This oscillation to and fro in the neighborhood of a point of stability goes on, unless it is interfered with, all the while in every department of human industry. When houses are wanted rents rise, and that stimulates the building of more houses to meet the demand. When, on the other hand, houses stand empty because there are not enough tenants to fill them, the building of them ceases until the population grows up to them. The ironmasters of the country, when they find that their production has for the moment outrun consumption, shut down all the furnaces that cannot be operated profitably and wait for better times before starting them up again. How closely tradesmen who deal in milk, butter, eggs, groceries, and other articles of daily and general use learn to regulate their purchases by the demands of their customers has often been made a subject of remark by writers upon political economy, and very justly. That a great city like New York, for instance, should daily get just so much as it needs and no more of food, drink and fuel, without waste and without scarcity, is indeed a marvellous illustration of the perfection with which human beings learn to adapt themselves to circumstances. We scarcely ever think of it except when by some unusual combination of circumstances like the riots of 1863, or the blizzard of 1888, the machinery is deranged and our comfort interfered with.

In this process of adjustment of supply to demand, and of the natural cure of overproduction by lopping off the least profitable part of it until the residue equals the consumption, silver miners must suffer like the rest of the

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.

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.

world. There are always some producers who get caught on the turn, and have to pay for their want of skill in forecasting the future. Not a year has passed in my business life that I have not heard complaints from one or more of my friends of dull trade and a want of sufficient demand for their goods to make a market for all of them. It is impossible that it should be otherwise. Even in the case of the necessities of life which I have mentioned as an example of the most perfect working of the natural law on the subject, some dealers every day get "stuck" more or less with unsold goods, and have to give them away or let them spoil on their hands, and when it comes to commodities the demand for which, as for instance that for clothing, is governed by fashion or by the weather, or like that for wines and cigars by the pecuniary condition of their purchasers, the peril of such mishaps is greater. I am told that this year the sales of costly pictures are very much less than they were before the Baring collapse of year before last, and it is attributed to the decline in the number of new fortunes, the possession of which is a potent stimulus to the acquisition of works of art. To complain of these fluctuations is as silly as to complain that the weather of one year is not exactly like that of another year, or that the temperature and the sunshine or rain of every day of every month do not correspond to those of the corresponding day and month of the year before, and may not be counted upon as sure to recur the year following.

It must be expected, therefore, that the price of silver will continue to de-

cline until the point is reached at which no more of it is produced than is demanded for actual use in the arts; but I cannot see that this is a calamity to be deplored above all others of the same nature. The allegation that gold is specially favored because it is the official standard of value, and that silver is entitled to the same advantage, finds no support in the statistics of gold mining. Within my own recollection hundreds of gold mines have been opened, worked for a little while, and then abandoned because they were not profitable. The production of gold, like that of cotton, iron, wheat, and everything else, is regulated by natural law, and that silver is subject to the same law affords no ground for anxiety. MATTHEW MARSHALL.

Too Much Trust in Business.

From the National Grocer.

While there is no doubt whatever that one of the fundamental principles in business is that of confidence between business men, there is no doubt whatever that this confidence can be and is abused. It is hard to say which man is honest and which is not upon an ordinary acquaintance or even upon a business intercourse of moderately long standing. There are many men in this world who lack all business honor and integrity. All they strive for is to suit their own ends. They live for the day and are quite satisfied with the result. While some of these men may succeed a majority of them fall at their own hands. Still their fall does not assist those who have trusted them. It does not bring back to them the dollars they invested in a good-for-nothing merchant. Indeed, while the annoyance is very great when such things occur, little or no recompense can be forthcoming, excepting, perhaps, the knowledge gained by the experience, and this in many cases is very poor compensation for the amount involved.

It is told of an old Quaker merchant, who was passing down a main thoroughfare in his town and who saw a new store opened, that he quietly and unostentatiously entered the store and told the new proprietor that if he wanted to succeed in life he must be very careful whom he trusted. This advice was given after a business experience of over thirty years, and was told entirely for the benefit of the young beginner. It is said that he took the advice to heart and that his business became a great success.

While we do not regard the world as dishonest, or as bad, we believe that a good deal of annoyance and trouble would be saved if more caution were displayed by business men in this matter. It is easy to believe that everybody is honest and straightforward, but it is better to test all before you trust them.

A very prominent merchant in this city said "that he would sooner trust a man of character without capital than a man of no character or of comparatively questionable character with capital." While discussions were going on amongst his partners regarding whom they should trust his invariable answer to all questions was: "I have faith in the man and I will trust him." Another member of a firm of equally high standing and extended experience, once said that he never liked to deal with a customer he could not fully trust, and that in nine cases out of ten wherever a man's account was guaranteed there was trouble with him. This same man had once taken to him a slip of paper upon which was an account of a considerable amount that was overdue. In a very off-hand manner he told the credit clerk: "Oh, that's all right, he'll pay." The credit clerk was very much disappointed at the reply and desired to emphasize the time the account was overdue, when the merchant further replied: "I hope that all accounts on our books are as safe as this." There were many accounts on his book that if they were overdue twenty-four hours a prompt note would be sent to them to pay. Yet this gentleman made fewer bad debts than any

other merchant in the same line of business. It is, no doubt, a hard matter to discriminate between those you should trust and those you should not trust, but at the same time it is much better that you know your men before you trust them. There are those in this world whose only object in life is to get into debt. They are always cogitating how they can raise the wind by borrowing, obtaining credit, or by any other means to get hold of somebody's else property. Pay day with them never comes. Yet, it is strange to say, that there are any lumber of such characters as these who are constantly obtaining new credit, and it is strange to say that they always find merchants ready to trust them. Once bit, twice shy, is an old adage, but somehow or other it does not fully bear fruit in every case, for there are those who are constantly getting bit, and still they are not shy, but are ready dupes for the next fraud who comes along.

Always make it a rule never to trust a man who has once deceived you. Be something like the Quaker who lent a merchant a certain sum of money for a fixed period. When the money was lent the Quaker heard the true character of the man and found out that it was not unusual for him to pay the first three or four loans back promptly. He certainly paid this loan on the very first day it was due and paid it very early in the morning, but it was only a few days before he was around again for another loan, when the Quaker quietly told him: "Thou hast deceived me once; I cannot allow thee to deceive me again." The man was indignant, and abruptly asked him if he did not pay his first loan back promptly, and the Quaker replied, "Ah, that is where thou deceived me. I did not expect it," and this is the only explanation that the borrower could get out of him. It is this same kind of shrewdness which the Quaker so aptly displayed which makes, or rather helps to make money. Trust only those who have good characters and who never deceive you.

GERMAN AND VICTOR COFFEE. BAKING POWDER ABSOLUTELY THE BEST!

German Coffee is Superior to all Package Coffees.

A True Mixture of Old Dutch Java and Mocha.

Carefully Selected
Uniformly Roasted
Handsomely Packed

By Experts of Vast Experience.

You cannot miss it if You try GERMAN COFFEE. Beautiful Pictures and Choice Books Free. See certificate in each package

Try It You can buy it of your jobber.

Manufactured by

Paramaribo, Dutch Guiana.

Victor Baking Powder

Strictly Pure.

6 oz., 9 oz., and 16 oz. Cans.

With the rich resources of seventeen years experience in the manufacture of Baking Powder; with as fine, scientific and ample equipment as exist, and by the use of only THE BEST ingredients known to scientists or the world at large, VICTOR is not only as good as other Baking Powder, but is

Superior to All.

Every Can Guaranteed to give Satisfaction or Money Refunded

THE TOLEDO SPICE CO., Toledo, Ohio,

Roasters of HIGH GRADE COFFEES.

Gripsack Brigade.

Thos. McLeod, the veteran representative of H. P. Baldwin, 2nd & Co., was in town Saturday.

Geo. F. Owen is getting out plans for a seven-story brick block to be erected on his lot on Ellsworth avenue.

J. P. Visner, local representative for Edwin J. Gillies & Co., of New York, has removed from 304 to 167 North Ionia street.

Geo. H. Chandler, traveling representative for the Standard Oil Co., has removed from Kalamazoo to Holland, where he has taken up his residence.

Chas. S. Brooks has so far recovered from his recent illness as to be able to sit up in bed and hopes to get out doors in the course of a couple of weeks.

John C. Utman, formerly with Musselman & Widdicombe, has engaged to travel for the Hammel Cigar Co., of Ionia, taking Southern Michigan as his territory.

Rhine Osting was confined to his home last week by an acute attack of inflammation of the bowels. He has so far recovered as to resume his duties with the Lemon & Wheeler Company.

Edward C. Groesbeck, traveling representative for Louis Sands, of Lake City, has returned from an extended trip through the Eastern States and went to Lake City Monday to look over the manufacturing end of the house.

Wm. H. Sigel, who has traveled several years for C. G. A. Voigt & Co., has engaged to represent A. S. Davis on the road. He is succeeded at the Star Mills by M. Campau, formerly traveling representative for LaBar & Cronwell, of Cadillac.

The Board of Directors of the Michigan Commercial Travelers' Association has elected Daniel Morris Secretary and Treasurer of the organization. Mr. Morris has been acting in that capacity since Feb. 20, pending official action by the Board. Mr. Morris is a retired traveler, having represented W. H. Edgar & Son on the road for many years.

The Business Outlook.

For the time being the stock market is in possession of the bears—prices are selling down. The masses are pretty generally at work at fair wages, trade is of increasing volume, the railroads are earning well, yet for all this the bears hammer the market, and would make us believe that trade matters are not satisfactory. Every dog has his day. The Bering Sea difficulty has been solved, the silver bill shelved and the farmers are busy seeding the earth; what more is needed? True, the cotton account isn't doing well, we are digging too much iron and silver out of the earth, and the holders of grain find their margins shrinking. Fact is, we are suffering from excess of good things.

Thirty thousand miles of new railways are under survey. With plenty of money and cheap iron it does seem opportune to go ahead if branches and extensions are required. Already we have 171,000 miles of railroads, so with the projected lines completed we shall overtop 200,000. There is a good time coming if we can only restrain the scheming politicians. This is the danger. The crude legislation proposed at Washington is sometimes simply terrific in its manifestations of ignorance and in its possible results. Give us a rest. GEO. R. SCOTT.

Push in Business.

It is an assured fact now-a-days that if you intend to make money, you must, says *Finance*, take hold of something, you must devote your work, your skill, your experience, and whatever money you have to something.

Caution is, indeed, a great thing in investment, but, as in everything else, there can be too much of it. The man who is too cautious in his business policy runs a greater risk of being ruined by missing golden opportunities than one who is seemingly reckless in his undertakings. Conservatism of the genuine sort should be the characteristic of every legitimate business man; aggressiveness, however, in every line of commerce, enlarges to a thousand fold the possibilities of success, while at the same time permitting of the employment of conservative methods.

The genuine business man is a speculator; he is no gambler. He takes risks, but they are warranted by the necessities of his enterprises. He also, often comes to grief, but his ruin only emphasizes the mistake that should be avoided by others.

Any man who wishes to invest has lots of good chances. But he must act and by rightly acting he will win.

Country Callers.

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

Yeakey & Pallett, Wayland.
Thos. Van Eueenenaam, Zealand.
A. Sessions, Wayland.
J. W. Randall, Wacousta.
Geo. W. McKee, Alto.
W. H. Pardee, Freeport.
W. N. Hutchinson, Grant.
Nelson F. Miller, Lisbon.
Hannah & Lay Merc. Co., Traverse City.
Robt. F. Armstrong, Reed City.
C. Van Amberg, Whitneyville.
Bates & Trontman, Moline.
Jos. Deal, Gun Marsh.

Commercial Credit Co.

65 Monroe St.

GRAND RAPIDS, April 1, 1892.
We take pleasure in announcing that we have this day consolidated the two agencies, formerly known as Cooper's Commercial Agency and the Union Credit Co. under the style of the

Commercial Credit Co.

retaining the best features of each, thereby giving our members the benefits of both. We shall place competent and experienced help in charge of each department and combine our efforts to please and benefit the business men.

**STEVENSON & CUMINGS,
UNION CREDIT CO.**

The office of the Commercial Credit Co. will be at the former location of the Cooper Agency, 65 Monroe street, where experienced and competent men will be on hand at all times to attend to the wants of our patrons.

Telephone 163 for Commercial Reports.
1030 for Collection Department.

HESTER & FOX,

AGENT FOR THE



MANUFACTURERS OF

Plain Slide Valve Engines with Throttling Governors.

Automatic Balanced Single Valve Engines.

Horizontal, Tubular and Locomotive

BOILERS.

Upright Engines and Boilers for Light Power.

Prices on application.

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

The Grocery Market.

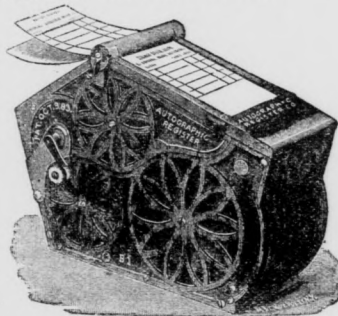
Sugar is steady, with no indication of an advance until the present stocks in jobbers' hands are depleted. Green coffees are $\frac{1}{2}$ c lower and the manufacturers of Bunola package have reduced their price $\frac{1}{2}$ c also. String beans have advanced, owing to the fact that the market is nearly bare of stock. Common fine salt has declined 5c per barrel.

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

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

FOR SALE—ESTABLISHED JEWELRY BUSINESS, stock and fixtures at Evart, Mich. No opposition. Reasons for selling, owner deceased. Splendid opportunity. F. P. Atherton, Reed City, Mich. 430

SPLENDID BUSINESS CHANCE FOR A PERSON with \$100 cash. Can step into an old established cash retail and paying business. Don't fail to investigate this. For particulars address No. 471, care Michigan Tradesman. 471

FOR SALE—ONE OF THE BEST DRY GOODS houses in southern Michigan; established 25 years; best of reasons for selling; excellent opportunity for obtaining a good business. Address Lock box 1237, Coldwater, Mich. 477

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 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 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—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.

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

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

SITUATIONS WANTED.

SITUATION WANTED AS BOOKKEEPER OR salesman in general store. Eight years experience. Best of references. Address No. 474, care Michigan Tradesman. 474

WANTED—A POSITION MAY 1, BY A registered pharmacist of twelve years practical experience in the business. Am a married man and a permanent situation is desired at moderate wages. Best of references. Address Lock Box 11, Akron, Mich. 466

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

WANTED—POSITION BY YOUNG LADY as stenographer, typewriter, copyist or cashier. Can furnish best of references. No. 478, care Michigan Tradesman. 478

WANTED—POSITION ON THE ROAD FOR grocery or specialty house, or situation as buyer for a large retail house. Jacob Vavilberg, corner Buckeye and Wells streets, Grand Rapids. 476

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 stock 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 IM- proved), 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, \$85 per acre, will exchange for stock of dry goods, if any difference will pay cash. A. Retan, Little Rock, Ark. 341

FOR SALE—BEST RESIDENCE LOT IN Grand Rapids, 70x175 feet, beautifully shaded with native oaks, situated in goo 1 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

WANTED—SOBER, INDUSTRIOUS TINNER with some experience in plumbing and pipe fitting. Good wages; steady employment to right man. Address No. 475, care Michigan Tradesman. 475

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.

FOR SALE—\$1,100 BUYS 5-ROOM HOUSE and corner lot within ten minutes walk of post office. W. A. Stowe, 100 Louis St. 469

WANTED—REGISTERED DRUG CLERK. Write particulars as to experience and salary expected. L. A. Seoville, Clarksville, Mich. 472

FOR SALE—11-ROOM HOUSE IN GOOD LO-cation, within ten minutes walk of Monroe St. Price, \$3,200. W. A. Stowe, 100 Louis St. 470

WANTED—TO INVEST ABOUT \$3,000 IN some manufacturing or jobbing business whereby I can have employment in office or see city trade. References exchanged. Correspondence confidential. Address No. 473, care Michigan Tradesman. 473

Drugs & Medicines.

State Board of Pharmacy.

One Year—Jacob Jesson, Muskegon.
Two Years—James Vernon, Detroit.
Three Years—Ottmar Eberbach, Ann Arbor.
Four Years—George Gundrum, Ionia.
Five Years—C. A. Engbee, Cheboygan.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernon, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Meetings for 1922—Star Island (Detroit), July 5; Marquette, Aug. 31; Lansing, November 1.

Michigan State Pharmaceutical Ass'n.

President—H. G. 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. Wurzburg, 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. Rohmert; Secretary, J. P. Rheinfank.

Muskegon Drug Clerks' Association.

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

Incidence of Loss in Committing Errors.

In every business, wholesale or retail, errors occur, either through accident, negligence, carelessness, or the ignorance of employees, and sometimes are traceable to the employers themselves, giving evidence of the fact that we are all liable to make mistakes. But as these same errors invariably cost in time or money a loss results, either directly or indirectly, and the loss is a matter of considerable consequence. The question as to who shall bear the loss is a fine one, and admits of considerable argument. Every employer who has a thought for his reputation, or regard for the quality of the goods he offers, will avoid as far as possible any loss from such a cause, and will do so most successfully by employing only the most thorough and competent workmen. Of these he may reasonably expect skilled and perfect work, and small loss on account of errors, which he must expect to be made by a poorer class of labor. With first-class help few errors should ever be made, and allowance should be made when they are, for they are generally the result of an accident rather than of carelessness, and in almost every case a good workman is willing for the sake of his reputation to make good the injury as far as is within his power, and is still more careful in the future. But that he should be made to suffer the loss in the majority of cases would seem hardly justifiable, under the above circumstances. Therefore, we would say that the employer should either bear the loss entire, or be willing to do so as a counterbalance to losses and imperfections of which he is the cause. The employer who will hazard his business and reputation by the employment of incompetent, careless and uninterested workmen deserves to sustain the loss they invariably cause, not only pecuniarily, but in the matter of time and quality of work, and should console himself with the fact, if it be any consolation, that the difference in wages balances the loss. So that in either case it would seem that the employer should sustain the loss, as in the first mentioned case it will be but slight, will serve as a lesson, and if satisfied that it was done when in the exercise of due care, he will not be the loser in the end. In the other case he should be loser, because he not only knowingly places himself liable to such loss, but encourages this class of workmen, and thus directly or indirectly causes and encourages loss to others. There are, of course, "mitigating" circumstances which justify an employer in requiring a man to make good the loss he has caused, as when the same error occurs often, or there is evidence that a want of due care has been exercised. So that in this, as in everything else, there is reason, and it is due to interest of common justice and humanity that careful judgment be used in drawing the line that makes either party liable for the loss incurred.

Why Do Millionaires Work?

It appears strange to some young men just starting out in life to see men who are worth their millions toiling away,

day after day, just as hard as if they were the humblest clerks in the establishment and sometimes much harder. The young man says, "if I had as much money as that man, I would not work like that," and perhaps he will do the same thing at some time in his life.

The cause of all this toil is not so hard to see after all. When the same rich merchant was beginning in life he formed the habit of working for some one else, and then when he got into an establishment of his own he kept on working hard and after his fortune is made he finds it almost impossible to remain idle or even give up a little work. He has formed the habit of diligence and it is as hard to break as any habit.

In the beginning a man sets out to make money for two reasons: First, because he wants to secure an existence; second, he desires to secure pleasures and luxuries. But while working for these purposes men become acquainted with great projects and problems and schemes and industries, and if they are earnest men who have more than a selfish interest in the business world about them they soon become absorbed in those things. It is not charitable to suppose that rich men cling to their business simply for the amount of money it brings in, when they already have more than they can readily spend. But there is a certain pleasure and excitement obtained from holding the rudder of a great enterprise and sending it boldly ahead through all kinds of weather. Does the old sailor love the sea because of the dollars he has made as wages or the dollars he expects to make? Not he. He loves it because his life-work has been identified with it. It is just the same with the rich business man. His work has become a pleasure and he cannot be induced to leave it long. It is like running a large machine and seeing how well it does its work under the hand of a man of long experience, and when it is out of order he takes pleasure in putting down his hand and adjusting it so that it will run smoothly again.

Points for Clerks.

Every sound man, says Dr. Talmage, starts life with a capital of \$100,000—I say every man. You tell me to prove it. I will prove it. Your right arm—will you take \$5,000 and have it cut off? "No," you say. Then certainly it is worth \$5,000, and your left arm is worth as much, and your right foot as much, and your left foot as much. Twenty thousand dollars to start with. Your mind—for how much would you go up and spend your life in Bloomingdale Asylum? Twenty thousand dollars for your intellect. You would refuse it. It is worth that, anyhow; \$40,000 for equipment. Then you have an immortal soul; for how much would you sell it? For \$50,000? "No," you say, with indignation. Then certainly it is worth that much. And there are your \$100,000, the magnificent outfit with which the Lord started every one of you. And yet there are young men who are waiting for others to come and make them; waiting for institutions to make them; waiting for circumstances to make them.

Cigarette Statistics.

From the Worcester Spy.

The Boston Herald has been gathering some statistics in regard to the increased manufacture of cigarettes during the last fourteen years, which are of special interest in view of the recent agitation in the State Legislature for a law entirely prohibiting their sale in Massachusetts. From a manufacture in 1878 of less than 240,000,000 a year in the United States, the number has increased, until now the total is almost 3,000,000,000 per year, the figures for all the years since 1878 showing an almost steady growth, notwithstanding the laws that have been passed in many states restricting the sale of tobacco in this form—such restrictions being chiefly in the form of laws forbidding the sale of cigarettes to minors. From the rapid increase that has been shown, it is to be feared that such restrictions have been of the kind that do not restrict.

Use Tradesman or Superior Coupons.

The Patrons of Industry in Canada.

The Montreal Shareholder and Insurance Gazette denounces the Patrons of Industry for their efforts to compel retail dealers to sell goods at a profit of only 12 per cent. over cost. The Gazette says that such a percentage means starvation for the retailers, and adds that Montreal wholesalers are being deluged with applications for false invoices and blank invoices, through which the Patrons may be deceived. The arbitrary action of the Patrons, says the Gazette, makes such deception necessary, and wholesalers who refuse to give crooked invoices are losing their custom, which is being gained by less scrupulous merchants.

Save Your Discounts.

The writer happened in a retail store one rainy day, when business was slack, but the enterprising proprietor and clerk were busy figuring on bills. "I thought," said the proprietor, "I would see what I could make by discounting some bills which I received by this morning's mail, and I find that I will make exactly \$6.75 sending out checks for these bills this morning, and that is more than I could make net by waiting on customers for several hours. In fact, I am making more this morning by its being rainy than I would if it had been pleasant." And there is not a merchant who could not save money by discounting his bills as they come.

The Drug Market.

Alcohol has advanced. Gum opium is dull. Morphia is unchanged. Nitrate silver is lower. P. & W. quinine has declined. German is unchanged. Celery seed has advanced. Linseed oil is higher. Cubebs are lower. Gum kino has advanced.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS

SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

—AND—

Gents' Furnishing Goods.

184, 186 & 188 JEFFERSON AVE.,

DETROIT, MICH.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 S. Ionia St., Grand Rapids.

Can You Spend \$10

Which will be better appreciated by your customers, or which will do you more good than to have **1,000 men** each carry one of your **Vest Pocket Memorandum Books** with your advertisement on both outside cover pages?

If these are not good enough for you, we can make better ones for \$12, \$15, \$20 and upwards.

We are not retailing these Books!

We are not jobbing these Books!

We Make 'Em!

No quantity is too large, and the larger the quantity, the less the price per thousand.
Send for samples!

We do not confine ourselves to making memorandum books, but execute anything in the printing line. Let your orders for stationery or circulars come in for shipment with your memorandum books.

PRINTING DEPARTMENT

THE TRADESMAN COMPANY,

Wholesale Price Current.

Advanced—Alcohol, linseed oil, celery seed, gum kino.
Declined—Nitrate silver, P & W quinine, cubeb berries.

ACIDUM.		CUBEAE.	
Aceticum	80 10	Cubebae	2 60
Benzoleum German.	60 65	Excelsior	2 50 25
Boric	20 30	Geranium, ounce	2 00 25
Carbolicum	20 30	Gossyp, Sem. gal.	50 75
Citricum	55 60	Hedera	1 40 25
Hydrochloric	30 35	Juniper	50 20 00
Nitricum	100 12	Lavendula	90 20 00
Oxalicum	100 12	Limonia	2 75 35
Phosphoricum dil.	20 30	Mentha Piper.	2 75 35
Salicylicum	1 30 25	Mentha Verid.	2 20 25
Sulphuric	1 15 50	Morhuase, gal.	1 00 25
Tannic	1 40 25	Myrica, ounce	2 50
Tartaric	30 35	Oleum	80 25
AMMONIA.		Potassium.	
Aqua, 16 deg.	3 1/2 5	Bi Carb.	150 18
" 20 deg.	5 1/2 7	Bichromate	130 14
Carbonas	130 14	Bromide	130 14
Chloridum	130 14	Carb.	130 14
ANILINE.		Chlorate, (po. 16)	180 20
Black	2 00 25	Cyanide	50 55
Brown	80 25	Iodide	2 80 25
Red	45 50	Potassa, Bitart. pure	2 80 25
Yellow	2 50 30	Potassa, Bitart. com.	2 80 25
BACCAR.		Potassa Nitras, opt.	80 10
Cubebae (po. 75)	75 80	Potassa Nitras	70 9
Juniperus	80 10	Prussiate	280 30
Xanthoxylum	25 30	Sulphate po.	150 18
BALSAMUM.		RADIX.	
Copaiba	47 50	Aconitum	20 25
Peru	20 30	Althae	25 30
Terebin, Canada	35 40	Anchusa	130 15
Tolutan	35 40	Arum, po.	20 25
CORTEX.		Calamus	20 25
Ables, Canadian	18	Gentiana, (po. 15)	100 12
Cassia	11	Glycyrrhiza, (pv. 15)	180 18
Cinchona Flava	18	Hydrastis Canaden.	2 35
Eucalyptus atropurp.	30	" (po. 40)	2 35
Myrica Cerifera, po.	20	Hellebore, Ala, po.	150 20
Prunus Virgini.	12	Inula, po.	150 20
Quillaja, grd.	14	Ipecac, po.	2 50 25
Sassafras	14	Iris plox (po. 35 38)	35 40
Ulmus Po (Ground 12)	10	Jalap, pr.	42 45
EXTRACTUM.		Maranta, 1/2 s.	150 18
Glycyrrhiza Glabra.	24 25	Podophyllum, po.	75 20 00
" po.	33 35	Rhei.	75 20 00
Haematox, 15 lb. box.	110 12	" cut	75 20 00
" 1 s.	130 14	" pv.	75 20 00
" 1/2 s.	140 15	Spigelia	48 53
" 1/4 s.	160 17	Sanguinaria, (po. 25)	35 40
FERRUM.		Serpentaria	45 50
Carbonate Precip.	2 15	Senega	40 45
Citrate and Quina.	2 30	Similax, Officialis, H	2 30
Citrate Soluble	2 50	" "	2 30
Ferrocyanidum Sol.	2 50	Sellae, (po. 35)	100 12
Solut Chloride	2 15	Symplocarpus, Posti-	2 35
Sulphate, com'l.	1 1/2 25	cus, po.	2 35
" pure.	2 7	Valeriana, Eng. (po. 30)	2 25
FLOEA.		" German.	150 20
Arnica	23 25	Ingiber a.	120 15
Anthemis	25 30	Zingiber j.	180 22
Matricaria	25 30	SEMIN.	
FOLIA.		Anisum, (po. 30)	2 15
Barosma	20 25	Apium (graveolens)	27 30
Cassia Acutifol, Tin-	25 30	Bird, is.	40 6
ively	25 30	Carul, (po. 18)	80 12
" Alz.	35 40	Cardamon	1 00 25
Salvia officinalis, 1/2 s.	120 15	Corlandrum	100 12
and 1/4 s.	120 15	Cannabis Sativa	3 1/2 40
Ura Ursi	80 10	Cydonium	75 20 00
GUMMI.		Chenopodium	100 12
Acacia, 1st picked	2 80	Dipteris Odorata	2 25 35
" 2d	2 55	Foeniculum	2 15
" 3d	2 40	Foenugreek, po.	60 8
" sifted sorts.	2 25	Lini	4 2 1/2
" po.	60 80	Lini, grd. (bbl. 3 1/2)	4 2 1/2
Aloe, Barb. (po. 60)	50 60	Lobelia	35 40
" Cape, (po. 20)	2 12	Pharlaris Canarian.	3 1/2 44
Socotri, (po. 60)	2 50	Rapa	60 7
Catechu, 1s, 1/2 s, 1 1/4 s,	2 10	Siapais, Albu.	80 9
16)	2 10	" Nigra.	110 12
Ammoniac	55 60	SPIRITUS.	
Assafetida, (po. 35)	35 40	Fruentit, W. D. Co.	2 00 25
Benzoinum	50 53	" D. F. R.	1 75 20 00
Camphora	50 53	" "	1 10 25
Euphorbium po.	35 40	Juniperis Co. O. T.	1 75 25
Galbanum	35 40	Saacharum N. E.	1 75 25
Gamboge, po.	70 75	Spt. Vini Galli.	1 75 25
Gualacum, (po. 30)	2 25	Vini Oporto	1 25 20 00
Kino, (po. 30)	2 25	Vini Alba.	1 25 20 00
Mastic	80	SPONGES.	
Myrrh, (po. 45)	2 40	Florida sheeps' wool	2 25 25
Opil, (po. 2 30)	1 75 25	carriage	2 00
Shellac	30 35	Nassau sheeps' wool	2 00
" bleached	30 35	carriage	1 10
Tragacanth	30 35	Velvet extra sheeps'	1 10
HERBA—In ounce packages.		wool carriage	85
Absinthium	25	Extra yellow sheeps'	85
Eupatorium	25	carriage	65
Lobelia	25	Hard for slate use.	75
Majorum	25	Yellow Reef, for slate	1 40
Mentha Piperita	25	use	
" Vir.	25	SYRUPS.	
Rue	30	Acacia	50
Tanacetum, V.	25	Zingiber	50
Thymus, V.	25	Ipecac.	50
MAGNESIA.		Ferri Iod.	50
Calcined, Pat.	55 60	Aurant Cortes.	50
Carbonate, Pat.	20 22	Rhei Arom.	50
Carbonate, K. & M.	20 22	Similax Officialis.	50
Carbonate, Jennings.	35 36	" Co.	50
OLEUM.		Senega	50
Absinthium	3 50 24 00	Scilla	50
Amygdalae, Dulc.	45 50	" Co.	50
Amygdalae, Amarae.	8 00 25	Tolutan	50
Anisi	1 75 20	Prunus virg.	50
Aurant Cortes.	3 00 25	TINCTURES.	
Bergamit	3 75 40 00	Aconitum Napellis R.	60
Caliputi	65 75	" F.	50
Caryophylli	75 80	Aloes.	50
Cedar	35 40	" and myrrh.	50
Chenopodii	20 25	Arnica	50
Cinnamonoli	1 20 25	Asafetida	0
Citronella	2 45	Atrope Belladonna.	60
Conium Mac.	35 40	Benzoin.	60
Copaiba	1 10 25	" Co.	50

Morphia, S. P. & W.	1 80 25	Selditz Mixture	24	Lindseed, boiled	44	47
" S. N. Y. Q. &	1 80 25	Sinapls.	18	Neat's Foot, winter	50	60
C. Co.	1 70 25	" opt.	30	strained	50	60
Moschus Canton.	2 40	Snuff, Macaboy, De	35	Spirits Turpentine	42	50
Myristica, No. 1.	70 75	" Voes	35	PAINTS.		
Nux Vomica, (po. 30)	2 10	Snuff Scotch, De. Voes	35	Red Venetian	1 1/2	2 1/2
Oa. Sepia.	180 20	Soda Boras, (po. 11)	100 11	Ochre, yellow Mars.	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	2 00	Soda et Potass Tart.	27 30	" Ber.	1 1/2	2 1/2
" Co.	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2
Picls Liq. N. C., 1/2 gal	2 00	Soda Bi-Carb.	2 5	" strictly pure	2 1/2	2 1/2
" do.	2 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 1/2	16
Picls Liq., quarts	2 10 00	Soda, Sulphas	2 2	ican	13 1/2	16
" pints	2 10 00	Spts, Ether Co.	50 55	Vermilion, English	70 75	75
Pil Hydrarg, (po. 80)	2 50	" Myrcia Dom.	2 25	Green, Peninsular	70 75	75
Piper Nigra, (po. 22)	2 1	" Myrcia Imp.	2 30	Lead, red	7 7 1/2	7 1/2
Piper Alba, (po. 22)	2 3	" Vini Rect. bbl.	2 21 2 31	" white	7 7 1/2	7 1/2
Pix Burgun.	2 7	" Less 50 gal., cash ten days.	2 21 2 31	Whiting, white Span.	2 70	70
Plumbi Acet.	14 15	Strychnia Crystal	2 1 30	Whiting, Gliders	2 96	96
Pulvis Ipecac et opil.	1 10 20	Sulphur, Subl.	3 2 4	White, Paris American	1 0	10
Pyrethrum, boxes H	75	" Roll.	2 1/2 3 1/2	Whiting, Paris Eng.	1 40	40
" P. D. Co., doz.	1 25	Tamarinds	8 10	cliff	1 40	40
Pyrethrum, pv.	30 35	Terebinth Venice.	2 30	Pioneer Prepared Paint	30 21 4	21 4
Quassia	80 10	Theobromae	38 43	Swiss Villa Prepared	1 00 21 20	21 20
Quina, S. P. & W.	20 34	Vanilla	9 00 21 00	VARNISHES.		
" S. German	20 30	Zinci Sulph.	70 8	No. 1 Turp Coach	1 10 21 20	21 20
Rubia Tincturum	12 14	OILS.		Extra Turp.	150 21 70	21 70
Saccharum Lactis pv.	2 28	Bbl. Gal		Coach Body	2 75 23 00	23 00
Salacin	1 75 21 85	Whale, winter	70 70	No. 1 Turp Furn.	1 00 21 10	21 10
Sanguis Draconis	40 50	Lard, extra.	55 60	Extra Turk Damar	1 55 21 60	21 60
Sapo, W.	12 14	Lard, No. 1.	45 50	Japan Dryer, No. 1	70 7	7
" M.	10 12	Linseed, pure raw	41 44			
" G.	15					

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES.

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Colonies

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for Medicinal Purposes only.

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

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

Grocery Price Current.

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

APPLE BUTTER		Salmon.		CHEESE.	
40 lb. pails	5	Columbia River, flat	1 85	Amboy	@ 13
20 lb. pails	5 1/2	" " " " " "	1 45	Herkimer	@ 13
Mason's, 10, 20 or 30 lbs.	6	Alaska, 1 lb.	2 10	Riverside	@ 10
" " 5 lb.	7	" 2 lb.	2 10	Allegan	@ 10
AXLE GREASE.		Sardines.		Skim	@ 10
Graphite		American	4 1/2 @ 5	Brick	13
1/2 gr. cases, per gr.	88 50	" "	6 1/2 @ 7	Edam	@ 1 00
12 1/2 lb. pails, per doz	7 50	Imported	11 @ 12	Limburger	@ 20
25 lb.	12 00	" "	13 @ 14	Pineapple	@ 25
100 lb. kegs, per lb.	4	Mustard	7 @ 9	Roquefort	@ 35
250 lb. 1/2 bbls., per lb.	3 1/2	Boneless	20	Sap Sago	@ 22
400 lb. bbls., per lb.	3 1/2	Trout	2 50	Schwitzer, imported	@ 30
BAKING POWDER.		Brook, 3 lb.	2 50	" domestic	@ 15
Acme		FRUITS.		CATSUP.	
1/2 lb. cans, 3 doz	45	Live oak	2 25	Half pint, common	80
1/2 lb.	45	Apples		Pint	1 00
1 lb.	1 00	3 lb. standard	85	Quart	1 50
Bulk	10	York State, gallons	2 40	Half pint, fancy	1 25
COOK'S FAVORITE.		Hamburg	2 50	Pint	2 00
100 1/2 lb. cans	12 00	Apricots		Quart	3 00
(141 pieces colored glass)		Live oak	2 25	CLOTHES PINS.	
(11 pieces of crystal glass)		Santa Cruz	2 00	5 gross boxes	40
100 1/2 lb. cans	12 00	Lusk's	2 50	COCOA SHELLS.	
(106 hdl cups and saucers)		Overland	1 00	35 lb. bags	@ 3
2 doz 1 lb. cans	9 60	Blackberries		Less quantity	@ 2 1/2
(bankard pitcher with each can)		B. & W.	90	Pound packages	6 1/2 @ 7
Dr Price's		Cherries		COFFEE.	
DR. PRICE'S		Red	1 20	GREEN.	
CREAM BAKING POWDER		Pitted Hamburg	1 75	Rio	
ONLY IN CAN		White	1 20	Fair	16
RED STAR		Erie	1 20	Good	17
BAKING POWDER		Damsons, Egg Plums and Green	1 20	Prime	18
ONLY IN CAN		Gages	@ 1 25	Golden	20
RED STAR		California	1 70	Peaberry	20
BAKING POWDER		Gooseberries		Santos	
ONLY IN CAN		Common	1 10	Fair	16
RED STAR		Peaches		Good	17
BAKING POWDER		Pie	1 10	Prime	18
ONLY IN CAN		Maxwell	1 50	Peaberry	20
BAKING POWDER		Shepard's	1 40	Mexican and Guatamala.	
ONLY IN CAN		Monitor	1 35	Fair	20
BAKING POWDER		Oxford	1 25	Good	21
ONLY IN CAN		Pears	1 25	Fancy	23
BAKING POWDER		Domestic	1 25	Maracaibo.	
ONLY IN CAN		Riverside	2 10	Prime	19
BAKING POWDER		Pineapples		Milled	20
ONLY IN CAN		Johnson's sliced	1 30	Java.	
ONLY IN CAN		" grated	2 75	Interior	25
ONLY IN CAN		Quinces	1 10	Private Growth	27
ONLY IN CAN		Raspberries		Mandehling	28
ONLY IN CAN		Black Hamburg	1 50	Mocha.	
ONLY IN CAN		Erie black	1 40	Imitation	23
ONLY IN CAN		Strawberries		Arabian	25
ONLY IN CAN		Lawrence	1 25	ROASTED.	
ONLY IN CAN		Hamburg	1 25	To ascertain cost of roasted	
ONLY IN CAN		Erie	1 25	coffee, add 1/4c. per lb. for roasting	
ONLY IN CAN		Terrapin	1 35	and 15 per cent. for shrink-	
ONLY IN CAN		Whortleberries		age.	
ONLY IN CAN		Common	1 20	PACKAGE.	
ONLY IN CAN		F. & W.	1 25	Arbuckle's Arlosa	
ONLY IN CAN		Blueberries	1 20	McLaughlin's XXXX	
ONLY IN CAN		MEATS.		German	
ONLY IN CAN		Corned beef, Libby's	1 80	Lion, 60 or 100 lb. case	
ONLY IN CAN		Roast beef, Armour's	1 75	130 lb. case	
ONLY IN CAN		Potted ham, 1/2 lb.	1 50	packages	
ONLY IN CAN		" 1/4 lb.	1 00	sold at case	
ONLY IN CAN		" tongue, 1/2 lb.	1 10	price, with	
ONLY IN CAN		" 1 lb.	95	additional	
ONLY IN CAN		" chicken, 1/2 lb.	95	charge of	
ONLY IN CAN		VEGETABLES.		90 cents for	
ONLY IN CAN		Beans		cabinet	
ONLY IN CAN		Hamburg stringless	1 25	EXTRACT.	
ONLY IN CAN		" French style	2 25	Valley City	
ONLY IN CAN		Limas	1 40	Felix	
ONLY IN CAN		Lima, green	1 00	Hummel's, foil	
ONLY IN CAN		" soaked	80	" tin	
ONLY IN CAN		Lewis Boston Baked	1 35	CHICORY.	
ONLY IN CAN		Bay State Baked	1 35	Bulk	
ONLY IN CAN		World's Fair	1 35	Red	
ONLY IN CAN		Corn.		4 1/2	
ONLY IN CAN		Hamburg		CLOTHES LINES.	
ONLY IN CAN		Livingston Eden	1 15	Cotton, 40 ft. per doz.	
ONLY IN CAN		Purity	1 10	" 50 ft. "	
ONLY IN CAN		Honey Dew	1 50	" 60 ft. "	
ONLY IN CAN		Morning Glory	1 10	" 70 ft. "	
ONLY IN CAN		Peas		" 80 ft. "	
ONLY IN CAN		Hamburg marrofat	1 35	Jute	
ONLY IN CAN		" early June	1 50	60 ft.	
ONLY IN CAN		Champion Eng.	1 50	72 ft.	
ONLY IN CAN		Hamburg petit pois	1 75	1 00	
ONLY IN CAN		" fancy sifted	1 90	COUPON BOOKS.	
ONLY IN CAN		Soaked	65	TRADESMAN	
ONLY IN CAN		Harris standard	75	5	
ONLY IN CAN		Van Camp's Marrofat	1 10	CREDIT COUPON	
ONLY IN CAN		" Early June	1 30	1	
ONLY IN CAN		Archer's Early Blossom	1 35	5	
ONLY IN CAN		French	1 80	CREDIT COUPON	
ONLY IN CAN		Mushrooms.		1	
ONLY IN CAN		French	16 @ 18	5	
ONLY IN CAN		Pumpkin		CREDIT COUPON	
ONLY IN CAN		Erie	95	1	
ONLY IN CAN		Squash		5	
ONLY IN CAN		Hubbard	1 20	CREDIT COUPON	
ONLY IN CAN		Succotash		1	
ONLY IN CAN		Hamburg	1 40	5	
ONLY IN CAN		Soaked	80	CREDIT COUPON	
ONLY IN CAN		Honey Dew	1 60	1	
ONLY IN CAN		Tomatoes.		5	
ONLY IN CAN		Excelsior	1 00	CREDIT COUPON	
ONLY IN CAN		Eclipse	1 00	1	
ONLY IN CAN		Hamburg	1 30	5	
ONLY IN CAN		Gallon	2 50	CREDIT COUPON	
ONLY IN CAN		CHOCOLATE-BAKER'S.		1	
ONLY IN CAN		German Sweet	22	5	
ONLY IN CAN		Premium	35	CREDIT COUPON	
ONLY IN CAN		Pure	38	1	
ONLY IN CAN		Breakfast Cocoa	40	5	



"Universal."

\$1, per hundred..... \$3 00
 " " " " " "..... 3 50
 " " " " " "..... 4 00
 " " " " " "..... 5 00
 " " " " " "..... 6 00
 " " " " " "..... 7 00
 " " " " " "..... 8 00

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

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

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

CRACKERS.
 Butter..... 6
 Seymour XXX..... 6 1/2
 Seymour XXX, cartoon..... 6 1/2
 Family XXX..... 6 1/2
 Family XXX, cartoon..... 6 1/2
 Salted XXX..... 6 1/2
 Kenosha..... 7 1/2
 Boston..... 8
 Butter biscuit..... 6 1/2
 Soda..... 6
 Soda, XXX..... 6
 Soda, City..... 7 1/2
 Soda, Duchess..... 8 1/2
 Crystal Wafer..... 10
 Reception Flakes..... 10
 Oyster..... 6
 S. Oyster XXX..... 6
 City Oyster XXX..... 6
 Farina Oyster..... 6
 CREAM TARTAR..... 6
 Strictly pure..... 30
 Telfer's Absolute..... 35
 Grocers'..... 10 @ 15

DRIED FRUITS.
 Domestic.
 Apples.
 Sundried, sliced in bbls..... 5
 " quartered..... 5
 Evaporated, 50 lb. boxes..... @ 7
 California in bags..... 8
 Evaporated in boxes..... 8 1/2
 BLACKBERRIES.
 In boxes..... 4 1/2
 NECTARINES.
 70 lb. bags..... 7 1/2
 25 lb. boxes..... @ 9 1/2
 PEACHES.
 Peeled, in boxes..... 12
 Cal. evap..... 8
 " in bags..... @ 7 1/2
 PEARS.
 California in bags..... @ 7
 PITTED CHERRIES.
 Barrels..... 11
 50 lb. boxes..... 11 1/2
 25 " " " " " "..... 12
 PRUNELLES.
 30 lb. boxes..... 12 1/2
 RASPBERRIES.
 In barrels..... 17
 50 lb. boxes..... 17 1/2
 25 lb. " " " " " "..... 18
 Foreign.
 Currants.
 Patras, in barrels..... @ 4
 " in 1/2 bbls..... @ 4 1/2
 " in less quantity..... @ 4 1/2
 PEEL.
 Citron, Leghorn, 25 lb. boxes..... 21
 Lemon " " " " " "..... 10
 Orange " " " " " "..... 11
 RAISINS.
 Domestic.
 London layers, 2 crown..... 1 40
 " 5 " " " " "..... 1 05
 " fancy..... 1 85
 Loose Muscatels, boxes..... 1 25
 70 lb. bags..... @ 5 1/2
 Foreign.
 Ondura, 29 lb. boxes..... 7 1/2 @ 7 1/2
 Sultana, 20 " " " " " "..... 11 @ 12
 Valencia, 20 " " " " " "..... 6 1/2 @ 6 1/2
 PRUNES.
 Bosnia..... @
 California, 90x100 25 lb. bxs. 8
 " 80x90 " " " " " "..... 8 1/2
 " 70x80 " " " " " "..... 9
 " 60x70 " " " " " "..... 9 1/2
 Turkey..... 6 @ 6 1/2
 Silver..... 11
 ENVELOPES.
 XX rag, white..... \$1 75
 No. 1, 6 1/2 " " " " " "..... 1 60
 No. 2, 6 1/2 " " " " " "..... 1 65
 No. 1, 6 " " " " " "..... 1 50
 No. 2, 6 " " " " " "..... 1 50
 XX wood, white..... 1 35
 No. 1, 6 1/2 " " " " " "..... 1 25
 No. 2, 6 1/2 " " " " " "..... 1 25
 6 1/2 " " " " " "..... 1 00
 6 " " " " " "..... 95
 Coin..... 1 00
 Mill No. 4..... 1 00

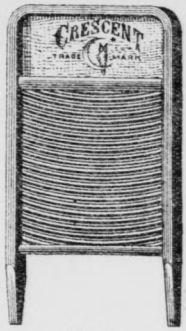
FARINACEOUS GOODS.

Farina.
 100 lb. kegs..... 4
 Hominy.
 Barrels..... 3 75
 Grits..... 4 25
 Lima Beans.
 Dried..... 4
 Macaroni and Vermicelli.
 Domestic, 12 lb. box..... 55
 Imported..... 10 1/2 @ 11 1/2
 Pearl Barley.
 Kegs..... 3 @ 4
 Peas.
 Green, bu..... 1 40
 Split, bbl..... 5 00
 Sago.
 German..... 4 1/2
 East India..... 5 1/2
 Wheat.
 Cracked..... 5

FISH-SALT.
 Bloaters.
 Yarmouth..... 1 10
 Cod.
 Pollock..... 4
 Whole, Grand Bank..... 6 @ 6 1/2
 Boneless, bricks..... 7 1/2 @ 8
 Boneless, strips..... 7 1/2 @ 8
 Halibut.
 Smoked..... 12
 Herring.
 Sealed..... 18 @ 30
 Holland, bbls..... 11 00
 " kegs..... 3 25
 Round shore, 1/2 bbl..... 3 85
 " " " " " "..... 1 35
 Mackerel.
 No. 1, 1/2 bbls, 90 lbs..... 11 00
 No. 1, kits, 10 lbs..... 1 25
 Family, 1/2 bbls, 100 lbs..... 5 50
 " kits, 10 lbs..... 75
 Sardines.
 Russian, kegs..... 45
 Trout.
 No. 1, 1/2 bbls, 100 lbs..... 6 50
 No. 1, kits, 10 lbs..... 90
 Whitefish.
 No. 1, 1/2 bbls, 100 lbs..... 8 00
 No. 1, kits, 10 lbs..... 1 10
 Family, 1/2 bbls, 100 lbs..... 3 50
 " kits 10 lbs..... 50

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

ROLLED OATS.
 Barrels 180..... @ 4 40

Solar Rock. 56 lb. sacks..... 25 Common Fine..... 85 Saginaw..... 90 Manistee..... 90 SALERATUS. Packed 60 lbs. in box..... \$3.30 Church's..... 3.15 DeLand's..... 3.30 Dwight's..... 3.30 Taylor's..... 3.00 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..... 2.55 " 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..... 2.55 Golden, 80 1 lb..... 3.25 Economic, 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 3 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 TOILET. Snow, 100 6 oz..... 3.75 Cocoa Castile, 24 lb..... 3.00 SCOURING AND POLISHING. Silverine, 100 12 oz..... 3.50 " 50 12 oz..... 1.80 Sapallo, kitchen, 3 doz..... 2.50 " hand, 3 doz..... 2.50 Potash Flakes, 72 10 oz..... 5.00 SUGAR. Cut Leaf..... @ 5 1/2 Cubes..... @ 5 Powdered..... @ 5 Granulated..... @ 4.69 Confectioners' A..... @ 4.56 Soft A..... @ 4.4 White Extra C..... @ 4.18 Extra C..... @ 4 C..... @ 3 1/2 Yellow..... 3% @ 3 1/2 Less than bbls. 1/4 advance SYRUPS. Corn. Barrels..... 23 Half bbls..... 25 Pure Cane. Fair..... 19 Good..... 25 Choice..... 30	SWEET GOODS. Ginger Snaps..... 8 Sugar Creams..... 8 Frosted Creams..... 9 Graham Crackers..... 8 1/4 Oatmeal Crackers..... 8 1/2 TEAS. JAPAN—Regular. Fair..... @ 17 Good..... @ 20 Choice..... @ 24 Choicest..... @ 32 Dust..... @ 10 SUN CURED. Fair..... @ 17 Good..... @ 20 Choice..... @ 24 Choicest..... @ 32 Dust..... @ 10 BASKET FIRED. Fair..... @ 18 Choice..... @ 25 Choicest..... @ 35 Extra choice, wire leaf..... @ 40 GUNPOWDER. Common to fair..... @ 25 Extra fine to finest..... @ 50 Choicest fancy..... @ 75 OO LONG. Common to fair..... @ 23 Superior to fine..... @ 30 IMPERIAL. Common to fair..... @ 23 Superior to fine..... @ 30 YOUNG HYSON. Common to fair..... @ 18 Superior to fine..... @ 30 ENGLISH BREAKFAST. Fair..... @ 18 Choice..... @ 24 Best..... @ 40 TOBACCOS. Fine Cut. Palls unless otherwise noted Hiawatha..... 60 Sweet Cuba..... 34 McGinty..... 24 Valley City..... 22 Dandy Jim..... 27 Torpedo..... 20 " in drums..... 19 Yum Yum..... 26 Plug. Sorg's Brands. Spearhead..... 37 Joker..... 22 Nobby Twist..... 38 Oh My..... 29	Scotten's Brands. Kyo..... 22 Hiawatha..... 38 Valley City..... 34 Finzer's Brands. Old Honesty..... 40 Jolly Tar..... 32 Middleton's Brands. Here It Is..... 28 Old Style..... 31 Jas. G. Butler & Co.'s Brands. Something Good..... 38 Toss Up..... 20 Out of Sight..... 25 Private Brands. Sweet Maple..... 30 L. & W..... 25 Smoking. Boss..... 12 1/2 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..... 33 GRAINS and FEEDSTUFFS WHEAT. No. 1 White (58 lb. test)..... 85 No. 1 Red (60 lb. test)..... 85 MEAL. Bolted..... 1.20 Granulated..... 1.40 FLOUR. Straight, in sacks..... 4.50 " barrels..... 4.69 Patent " sacks..... 5.50 " barrels..... 5.60 Graham " sacks..... 2.20 Rye " "..... 2.50 MILLSTUFFS. Bran..... 16.00 Screenings..... 15.00 Middlings..... 17.00 Mixed Feed..... 17.00 Coarse meal..... 16.50 CORN. Car lots..... 45 Less than car lots..... 43 1/2 OATS. Car lots..... 33 Less than car lots..... 35 HAY. No. 1 Timothy, car lots..... 13.00 No. 1 " ton lots..... 14.00	WASHBOARDS.  Single. Wilson..... \$2.00 Saginaw..... 1.75 Rival..... 1.40 Daisy..... 1.00 Langtry..... 1.10 Defiance..... 1.75 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 VINEGAR. 40 gr..... 7 1/2 50 gr..... 8 1/2 \$1 for barrel. WET MUSTARD. Bulk, per gal..... 30 Beer mug, 2 doz in case..... 1.75 TEAST—Compressed. Fermentum pe doz cakes..... 15 Fleischman, per doz cakes..... 15 " per lb..... 25 FISH and OYSTERS. F. J. Dettenthaler quotes as follows: FRESH FISH Whitefish..... @ 10 Trout..... @ 9 Halibut..... @ 15 Ciscos..... 5 @ 6 Flounders..... @ 10 Bluefish..... @ 12 Mackerel..... @ 15 Cod..... @ 12 California salmon..... @ 15 No. 1 Pickerel..... @ 9 Pike..... @ 8 Smoked White..... @ 8 Bloater, per box..... 1.50	OYSTERS—Cans. Fairhaven Counts..... @ 35 F. J. D. Selects..... @ 30 Selects..... @ 25 F. J. D..... @ 20 Anchor..... @ 20 Standards..... @ 18 SHELL GOODS. Oysters, per 100..... 1 2/3 @ 1.50 Clams..... 75 @ 1.00 HIDES, PELTS and FURS. Perkins & Hess pay as follows, prices nominal: HIDES. Green..... 3 @ 4 Part Cured..... @ 4 Full "..... @ 4 1/2 Dry..... 5 @ 6 Kips, green..... 3 @ 4 " cured..... 4 @ 4 1/2 Calfskins, green..... 4 @ 5 Deaconskins..... 5 @ 6 1/2 No. 2 hides 1/2 off. PELTS Shearlings..... 10 @ 25 Lambs..... 50 @ 1.50 WOOL. Washed..... 20 @ 25 Unwashed..... 10 @ 20 MISCELLANEOUS. Tallow..... 3 1/2 @ 4 Grease butter..... 1 @ 2 Switches..... 1 1/2 @ 2 Ginseng..... 2.00 @ 2.50 FURS. Outside prices for No. 1 only. Badger..... 50 @ 1.00 Bear..... 15.00 @ 25.00 Beaver..... 3.00 @ 7.00 Cat, wild..... 40 @ 50 " house..... 10 @ 25 Fisher..... 4.00 @ 6.00 Fox, red..... 1.00 @ 1.50 " cross..... 3.00 @ 5.00 " grey..... 50 @ 1.00 Lynx..... 2.00 @ 3.00 Martin, dark..... 1.00 @ 2.50 " pale & yellow..... 50 @ 1.00 Mink, dark..... 40 @ 1.00 Muskrat..... 0.30 @ 1.00 Opposum..... 15 @ 20 Otter, dark..... 5.00 @ 25.00 Raccoon..... 25 @ 75 Skunk..... 1.00 @ 2.00 Wolf..... 1.00 @ 3.00 Beaver castors, lb..... 2.00 @ 5.00 DEERSKINS—Per pound Thin and green..... 10 Long gray..... 20 Gray..... 25 Red and blue..... 35	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 1/2 Cylinder..... 27 @ 26 Engine..... 13 @ 21 Black, 25 to 30 deg..... @ 7 1/2 POULTRY. Local dealers pay as follows for dressed fowls: Fowl..... 11 @ 12 Turkeys..... 14 @ 15 Ducks..... 13 @ 14 Live Poultry. Spring chickens..... 15 @ 25 Fowls..... 9 @ 10 Turkeys..... 12 @ 13 PAPER & WOODENWARE PAPER. Straw..... 13 1/2 Rockfalls..... 2 Rag sugar..... 2 Hardware..... 2 1/2 Bakers..... 2 1/2 Dry Goods..... 5 1/2 @ 6 Jute Manilla..... @ 6 1/2 Red Express No. 1..... 5 1/2 " No. 2..... 4 1/2 TWINE. 48 Cotton, No. 1..... 22 Cotton, No. 1..... 18 " " 2..... 16 Sea Island, assorted..... 35 No. 5 Hemp..... 15 No. 6 "..... 15 WOODENWARE. Tubs, No. 1..... 7.00 " No. 2..... 6.00 " No. 3..... 5.00 Palls, No. 1, two-hoop..... 1.35 " No. 1, three-hoop..... 1.60 Clothespins, 5 gr. boxes..... 50 Bowls, 11 inch..... 1.00 " 13 "..... 1.25 " 15 "..... 2.00 " 17 "..... 2.75 " assorted, 17s and 19s..... 2.75 " 15s, 17s and 19s..... 2.75 Baskets, market..... 35 " shipping bushel..... 1.20 " full hoop "..... 1.20 " bushel..... 1.50 " willow c'ths, No. 1..... 5.75 " " No. 2..... 6.25 " " No. 3..... 7.25 " splint "..... No. 1 3.50 " " No. 2 4.25 " " No. 3 5.00
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We Affirm That
Good Goods Make
Business.

HILLSIDE JAVA!

And Poor Goods
Mar
Business.

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

Are you sure that you are selling the Best to be obtained?

HILLSIDE JAVA is a scientific combination of Private Plantation Coffees, selected by an expert and from which a cup of coffee can be made that will give universal satisfaction. Cup qualities always uniform which is one reason why it is a trade holder wherever introduced. **HILLSIDE JAVA** has many friends in Michigan! **DO YOU SELL IT?**



\$100 will be paid for a formula that will produce a Cup of Coffee better than Hillside!

Roasted in the Latest Improved Cylinders and Packed while hot into 50-lb. Cans only.

THE J. M. BOUR CO.,

Importers, Roasters and Jobbers of Fine Coffees,

140 Summit St., Toledo, O., also Detroit & New York.

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

How to Beat the Sugar Trust.

Sugar refiners have a protection of half a cent a pound against foreign competition, and they have combined in order to prevent home competition. This will enable them to obtain the full benefit of that half-cent, which will serve to equalize the difference in wages between this country and Europe and the balance go into the pockets of the refiners as extra profits. The public has only one means of heading off this conspiracy, but it is a very good one. Clean raw sugar is much better in every way than the darker grades of refined sugar, and for many purposes is better than the finest white sugar. The sugar refiners rely upon the strong prejudice of the American people in favor of white things to prevent the use of raw sugar and ensure their triumph. The people should put away their prejudice against brown sugar, just as many of them have put away their prejudice against brown flour. Sugar of a rich brown color is much better tasted and probably more wholesome than the dead-looking greyish sugar that is turned out of our sugar refineries. Grocers do not generally keep raw sugar because there is no demand for it; if the people want it, they must ask for it, and keep on asking until they get it. GEO. R. SCOTT.

Sensible Advice to Clerks.

It pays to take as much interest in your employer's business as if you were working for yourself.

It pays to earn more than you receive in salary. Your employer expects to make something from the labor of those who work for him. If he did not, there would be little use continuing in business.

It pays to be conscientious in trifling things. The sum of life is for the most part made up of trifles, and success or failure generally turn on something that at the moment seemed a trifle.

It pays to learn everything you can that has a bearing on your occupation. The more you learn the better you will do.

It pays to cultivate a pleasant and obliging manner. You may have this as a natural gift, but if not, it can be acquired by practice until it becomes a habit.

It pays to put all the capacity you have into your daily work. Intelligence is in demand. Steam and electricity have supplanted human machines.

It pays to be reliable. Reliable people are not too plentiful. Let your employer have confidence that if you undertake anything you will do it right.

The "Kicker" in Trade.

The "kicker" in trade is nearly always the fellow who asks more than he is willing to grant. He demands that the house he buys from shall give him liberties which he would not think of giving his own customers. He appears to accept it as a matter of fact that the best in the world shall be his, but that his customers must be satisfied with what he judges to be their right. He is very critical as to the kind of goods he buys, and will find a flaw where the manufacturer himself cannot find it, but is liable to show anger if his customer notices anything out of the way. The successful merchants are those who are as anxious to please as their customers are to be pleased; who bend every energy to satisfy their trade, and are willing to lose money, if it is necessary, to retain the good will of those they come in daily contact with. It is, therefore, reasonable to assume that a mistake made by the experienced dealer is not to be laid up against him, for it is one of accident, and in no wise reflects upon his judgment.

Port Huron—Hy. McMorran succeeds W. W. Campfield & Co. in the wholesale grocery, flour, feed and coal business.

Closer Trade Relations With Canada.

HALIFAX, Nova Scotia, April 11—I believe in having closer trade relations with the United States and Canada. We, with a population less than 5,000,000, cannot afford anything but the best and most friendly understanding with the 65,000,000 people in the States. Do not understand me to mean legislative union. This will not be entertained by us while we have the present connection with our glorious Queen Victoria and her family, and which must not be weakened. We have our fishery, the bait question, and the freedom of our harbors and railroads to offer young people, which they want, and could offer in exchange for a free trade to a certain extent.

GILBERT SEAMAN.

Her Criterion of Purity.

"Did you hear my little girl's last smart remark?" asked Mrs. Blake of a friend the other day.

"No; what was it?" replied the lady addressed.

"You know she says her prayers every night."

"Yes."

"She doesn't stick to the prescribed formula, 'Now I lay me,' etc., but offers up some original petitions. The other night she said: 'Dear Lord, bless papa and mamma, and all my aunts and uncles, and make me pure. Make me awful pure. Make me pure as the—baking-powder. Amen.'"

Flour Mill Wanted at New Buffalo.

NEW BUFFALO, April 9—This town has about 1,000 inhabitants and is one of the best located towns in Michigan. There is no flouring mill within ten miles of here. We are surrounded by a good farming country and three railroads—the M. C., C. & W. M. and I. I. I. If an enterprising man will come here we will give him the best site in the town free.

JOHN A. WEST.

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.



We are very large receivers of the above articles and are prepared to sell your shipments promptly at the highest market price and to give you quick returns. We also receive and sell

HAY, GRAIN, WOOL, HIDES,
GRASS SEED, BEANS, POTATOES,
GREEN AND DRIED FRUITS.

OR ANYTHING YOU MAY HAVE TO SHIP. Liberal advances made on shipments if requested. Write us for prices or any information you may want.

SUMMERS, MORRISON & CO.

Commission Merchants,

174 S. WATER ST., - CHICAGO, ILL.

Reference: Metropolitan Natl. Bank, Chicago.
Be sure and Mention this Paper.

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 \$1.20 for country stock and hold city picked pea or medium at \$1.60 per bu.

Butter—A little weaker than a week ago. Jobbers pay 18¢@19¢ for good to choice dairy and hold same at 20¢@21¢. Factory creamery is in fair demand at 27¢.

Celery—25¢ per doz.

Cabbages—50¢@60¢ per doz.

Cranberries—Repacked Cape Cod are in fair demand at \$6.50 per bbl.

Dried Apples—Sundried is held at 4½¢@5¢ and evaporated at 6½¢@7¢.

Eggs—Jobbers pay 10½¢@11½¢ for shipments reaching them in time for Easter demand, but the price will probably fall off after Saturday. Dealers should be sure to get their shipments to market by Friday morning to secure the best results.

Honey—14¢ per lb.

Lettuce—Grand Rapids Forcing is in fair demand at 15¢ per lb.

Maple Sugar—Dealers pay 7¢@9¢ per lb. and hold at 8¢@9¢.

Onions—Green are in fair demand at 20¢ per dozen bunches. Dry stock is in small demand and supply, commanding 60¢@80¢ per bu.

Pieplant—8¢ per lb.

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

Radishes—35¢ per doz. bunches.

Sweet Potatoes—The market is a little higher, choice stock now readily commanding \$3.50 per bbl.

PROVISIONS.

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

PORK IN BARRELS.

Mess, new..... 10 75

Short cut..... 11 50

Extra clear pig, short cut..... 14 00

Extra clear, heavy..... 13 25

Clear, fat back..... 13 50

Boston clear, short cut..... 13 50

Standard clear, short cut, best..... 13 75

SAUSAGE—Fresh and Smoked.

Pork Sausage..... 7 50

Ham Sausage..... 9 00

Tongue Sausage..... 9 00

Frankfort Sausage..... 7 50

Blood Sausage..... 5 00

Bologna, straight..... 5 00

Bologna, thick..... 5 00

Head Cheese..... 5 00

LARD—Kettle Rendered

Tierces..... 7 50

Tubs..... 8 00

50 lb. Tins..... 8 00

GRANGER

Tierces..... 7 50

50 lb. cases..... 7 50

20 "..... 7 50

10 "..... 7 50

5 "..... 7 50

3 "..... 8 00

LARD, Family.

Tierces..... 5 50

30 and 50 lb. Tubs..... 5 50

3 lb. Pails, 20 in a case..... 5 50

5 lb. Pails, 12 in a case..... 5 50

10 lb. Pails, 6 in a case..... 6 50

20 lb. Pails, 4 in a case..... 6 50

50 lb. Cans..... 6 50

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs..... 6 50

Extra Mess, Chicago packing..... 6 50

Boneless, rump butts..... 9 00

SMOKED MEATS—Canned or Plain.

Hams, average 20 lbs..... 9 50

" 16 lbs..... 9 50

" 12 to 14 lbs..... 10 00

" picnic..... 6 50

" best boneless..... 8 50

Shoulders..... 6 00

Breakfast Bacon, boneless..... 8 50

Dried beef, ham prices..... 8 50

Long Clear, heavy..... 6 50

Briskets, medium..... 7 00

" light..... 7 00

Mutton..... 5 00

Veal..... 5 00

FRESH MEATS.

Swift & Company quote as follows:

Beef, carcass..... 4 50 @ 6 50

" hindquarters..... 6 00 @ 7 00

" fore..... 3 50 @ 4 50

" loins, No. 3..... 8 00 @ 9 00

" ribs..... 8 00 @ 8 50

" rounds..... 5 00 @ 6 00

" tongues..... 2 00 @ 3 00

Bologna..... 2 40 @ 3 40

Pork loins..... 2 00 @ 3 00

" shoulders..... 2 00 @ 3 00

Sausage, blood or head..... 2 40 @ 3 40

" liver..... 2 40 @ 3 40

" Frankfort..... 2 00 @ 3 00

Mutton..... 2 00 @ 3 00

Veal..... 5 00 @ 6 00

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.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.

Full Weight. Bbls. Pails.

Standard, per lb..... 6 7

" H. H..... 6 7

" Twist..... 6 7

Boston Cream..... 20 lb. cases 8 5

Cut Loaf..... 7 8

Extra H. H..... cases 7 8

MIXED CANDY.

Full Weight. Bbls. Pails.

Standard..... 6 7

Leader..... 6 7

Royal..... 6 7

Nobby..... 7 8

English Rock..... 7 8

Conserves..... 7 8

Broken Taffy..... baskets 8 8

Peanut Squares..... " 8 9

French Creams..... 10 10

Valley Creams..... 13 13

Midget, 30 lb. baskets..... 8 8

Modern, 30 lb..... 8 8

FANCY—In bulk.

Full Weight. Pails.

Lozenges, plain..... 10 10

" printed..... 11 11

Chocolate Drops..... 11 11

Chocolate Monumentals..... 13 13

Gum Drops..... 5 5

Moss Drops..... 8 8

Sour Drops..... 8 8

Imperial..... 10 10

FANCY—In 5 lb. boxes. Per Box.

Lemon Drops..... 55 55

Sour Drops..... 55 55

Peppermint Drops..... 60 60

Chocolate Drops..... 60 60

H. M. Chocolate Drops..... 90 90

Gum Drops..... 40¢@50

Licorice Drops..... 1 00

A. B. Licorice Drops..... 80 80

Lozenges, plain..... 60 60

" printed..... 65 65

Imperial..... 60 60

Mottos..... 70 70

Cream Bar..... 55 55

Molasses Bar..... 55 55

Hand Made Creams..... 85¢@95

Plain Creams..... 80¢@90

Decorated Creams..... 1 00

String Rock..... 65 65

Burnt Almonds..... 1 00

Wintergreen Berries..... 60 60

CARAMELS.

No. 1, wrapped, 2 lb. boxes..... 34 34

No. 1, " 3 "..... 51 51

No. 2, " 2 "..... 28 28

No. 3, " 3 "..... 42 42

Stand up, 5 lb. boxes..... 90 90

ORANGES.

Floridas, fancy-150-175-200..... @3 75

" choice-125..... @3 00

" russets-150-175-216..... @3 50

" Tangerines..... 2 25@2 50

Californias, Riverside..... 2 25@2 50

" Navals..... 2 25@2 50

Messinas, choice 200..... @3 75

" 190..... @3 50

LEMONS.

Messina, choice, 360..... @3 50

" fancy, 360..... @4 00

" choice 300..... @3 50

" fancy 300..... @4 00

OTHER FOREIGN FRUITS.

Figs, fancy layers, 6 lb..... 12 @14

" extra " 10 lb..... 14 @15

" extra " 14 lb..... 15 @16

" extra " 20 lb..... 18 @18

Dates, Fard, 10-lb. box..... 9 9

" 5-lb. "..... 9 9

" Persian, 50-lb. box..... 4 50 @ 5 00

NUTS.

Almonds, Tarragona..... @16

" Ivaca..... @15

" California..... @16

Brazils, new..... @7 50

Filberts..... @12

Walnuts, Grenoble..... @14

" Marbot..... @10

Table Nuts, fancy..... @12 50

" choice..... @11 50

Pecans, Texas, H. P..... 11 @14

Cocoanuts, full sacks..... @4 00

PEANUTS.

Fancy, H. P., Suns..... @5 50

" Roasted..... @7 50

TALKS WITH A LAWYER.

EARNEST OR PART PAYMENT.

Written for THE TRADESMAN.

There was an ancient custom, which was deemed more or less necessary, for contracting parties to shake hands to signify the completion of the bargain. It was called handsale. The giving of earnest followed this custom. From early authorities it may be learned that the earnest formed no part of the purchase price. It was given only as a token. It might consist of a ring, or any article of value. The custom was suited to the manners of unlettered ages, and is now almost fallen into disuse. The words are not in the statutes of many of the States, but the statutes of most of the States declare that unless the buyer, at the time of the contract, pay some part of the purchase money, or give something in Earnest to bind the bargain, it is void; and it is held that mere tender of Earnest, or part payment is not sufficient. The Earnest must be given, or part payment must be made, at the time of the making of the contract. It will be understood, however, that if there be a sufficient memorandum in writing, signed by the parties, the contract will be binding under the statute known as the statute of frauds. The English statute of frauds which has served the model for all subsequent statutes, was passed in the 29th year of Charles the Second, 1677. The 17th section reads as follows: "And bee it further enacted by the authority aforesaid, That from and after the said fower and twentyeth day of June, noe Contract for the Sale of any Goods, Wares or Merchandises for the price of ten pounds Sterling or upward shall be allowed to be good except the Buyer shall accept part of the goods soe sold, and actually receive the same, or give something in earnest to bind the bargain, or in part payment, or that Some Note or Memorandum, in writing, of the said bargain be made and signed by the parties to be charged by such Contracts or their Agents thereunto lawfully authorized."

In most of the statutes of the States of the Union the price stated is \$50; in Alabama, California and Idaho it is \$200; in Arkansas, New Jersey, Maine and Missouri, \$30; in Arizona, \$100; in New Hampshire, \$33; in Vermont, \$40; in Utah, \$300.

The Florida, Iowa and Kansas statutes cover sales of personalty at any price.

As stated, if there be no memorandum in writing, the possession of the goods must have passed, and the goods must have been accepted, or something given in earnest or in part payment to bind the bargain, and the part payment must be made at the time of making the contract. If it is not so made, but is subsequently made, it does not make good the previous void agreement, but it serves to make a new agreement. It is also decided that the part payment or earnest must be in money or in money's worth, that is, something of intrinsic value.

If the buyer gives his note at the time of the contract, it is neither earnest nor part payment, but a note of a third party may be received as earnest or part payment.

If the purchaser holds the seller's note, a surrender of the note at the time of the contract will be part payment under the statute. I will conclude by citing one of the earliest English cases, illustrating the effect of a part payment at the time

of making the contract. The case is *Thornborow v. Whitacre*. It was tried in 1705. The facts are: *Thornborow* met *Whitacre* and said: "Let us strike a bargain. If I pay you a £5 note down now, will you give me two rye corns next Monday, four on Monday week, eight on Monday fortnight, and so on, doubling it every Monday for a year?"

Whitacre quickly accepted the offer. When, however, he came to calculate the amount of rye he would have to deliver, he found that it came to more than was grown in a year in all England. *Thornborow* sued *Whitacre* for failure to perform his agreement. The court said the contract was foolish, but was valid. The defendant claimed the contract was an "impossible contract." The court held it was only so in respect of the defendant's ability to perform it. The plaintiff had judgment. Wm. C. SPRAGUE.

Sizes of French Prunes.

From the American Grocer.

There constantly arises between jobbers of French prunes and their customers more or less trouble because the number of prunes to the pound differ from the designation as given by the trade. We have several times explained this matter. It must be remembered that prunes are packed in France to meet the demands of the world, and as the metric system is in operation there, and all countries except the United States buy according to that system, the prunes are packed in accordance therein. The standard for packing prunes is the half kilogramme, which is equivalent to 1.10 English pounds. If all the importers and wholesale dealers in prunes would join hands and distribute circulars explaining this difference much of the trouble now experienced would be obviated. We reproduce here, for the benefit of our readers, an explanation as given in November, 1890, as follows:

French prunes are sorted into eight different sizes, known to the wholesale trade of the country as 50-5, 60-5, 70-5, 80-5, 90-5, 100-5, 110-15 fruit to the half kilog. In Germany, Russia, Belgium, Spain, Italy and other European countries, French prunes are sold to the retail trade on the basis of the original standard of so many fruit to the half kilog., but in the United States, ever since the fruit was first introduced, the trade has handled the fruit on the basis of the English pound. This was natural enough, but unfortunately the trade learned to disregard the fractional difference between the English pound and the half kilog., and for convenience sake decided to call ten fruits less to the English pound, the equivalent of the number of fruit to a half kilog., without regard to the size of the fruit, and while this is practically correct for the smaller fruits, such as 80-5, 90-5, 100-5, and 110-15, it is not correct for the larger fruit, because the half kilog. is equal to 1 10-100 English pounds, and therefore the subtraction of ten fruits per half kilog. could not be justly applied to all sizes of fruit.

Sure Remedy for La Grippe.

The following was sent to a drug store in Pennsylvania, claimed to be a sure cure, "if the roots were not washed:"

1 handfull of each hearb roots and tops dont wash the roots—rattle roots, sarsaparilla roots, spigurad roots, saladine or gravel roots, hour houn tops, mountin tea leaves and roots, warm wood tops, catnip tops, red clover blossom, sage tops, saffron blossom, pipsisaway tops and roots, elicompain roots, maiden hair roots, slipery alim bark, black cherry bark, 4 handfulls mulin harts.

Put all in 3 quarts of water and boil it to 3 pints and strain and put 1½ pints of good whiskey and sweten with shuger housemalasses dose one half gill 3 times a day for 3 days and stop 3 days and so on as before.

Use Tradesman Coupon Books.

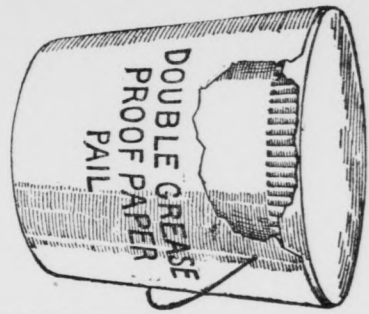
THE ONLY

Right Package for Butter.

Parchment Lined Paper Pails for 3, 5 and 10 lbs.

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.

Do You Want a Cut of Your Store Building?

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



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



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

THE TRADESMAN COMPANY,

ENGRAVERS AND PRINTERS,

GRAND RAPIDS, MICH.

Your Orders for Oranges, Bananas, Lemons, Dates, Nuts, Figs

And Everything Handled by us are Respectfully Solicited.

THE PUTNAM CANDY CO.

THE PEOPLE AND THE SUGAR TRUST.

With the Tariff.

The Sugar Trust is "protected:"

- (a) By duty of $\frac{1}{2}$ cent per pound on refined sugar.
(b) By natural advantage or protection of $\frac{1}{4}$ of a cent per pound.

Present price of raw sugar, 96 degrees centrifugal, $3\frac{1}{2}$ cents per pound.

Present price of refined sugar, granulated, 4 $\frac{1}{2}$ cents per pound.

Difference between above prices, $1\frac{1}{4}$ cents per pound.

Cost of refining, not over $\frac{3}{4}$ cents per pound.

Net profit on refined sugar, $\frac{1}{4}$ cents per pound.

Net profit per barrel, \$2.03 $\frac{1}{2}$.

Net profit on 12,600,000 barrels, or minimum yearly production, \$25,593,000.

Actual value of Sugar Trust properties, about \$35,000,000. Rate of profit on valuation, 73.08 per cent. Sugar Trust capitalization: 7 per cent. preferred stock, \$37,500,000; common stock, \$37,500,000; 6 per cent. bonds, \$10,000,000.

After paying 7 per cent. on preferred stock and 6 per cent. interest on bonds, the above rate of profit would yield 59.65 per cent. on the common stock.

Present rate of extortion from the people by means of the tariff, $\frac{3}{4}$ cents per pound, or \$15,356,000 per annum.

Without the Tariff.

The natural advantage or protection to Sugar Trust is $\frac{1}{4}$ cents per pound.

Price of raw sugar, 96 degrees centrifugal, $3\frac{1}{2}$ cents per pound.

Price of refined sugar, granulated A, 4 cents per pound.

Difference between above prices, $\frac{3}{4}$ cents per pound.

Cost of refining, not over $\frac{3}{4}$ cents per pound.

Net profit on refined sugar, $\frac{1}{4}$ cents per pound.

Net profit per barrel, 81 $\frac{1}{4}$ cents.

Net profit on 12,600,000 barrels, or minimum yearly production, \$10,237,500 per year.

After paying 7 per cent. on preferred stock and 6 per cent. on bonds, the above rate of profit would yield 18.7 per cent. on the common stock.

Proposed rate of saving to the people by means of free sugar, \$15,356,000 per annum.

In the compilation of these figures, we have treated the Trust very liberally.

Is it not time that the wholesale extortion now practiced by the Trust be stopped? Let us have free sugar in reality and not merely in name.

The Other Side of the Question.

The above argument for the repeal of the present duty on refined sugar, which is reprinted from the New York Commercial Bulletin, is thus answered by the American Grocer, which argues from the protection standpoint:

One of our esteemed contemporaries, with strong free trade leanings, is vigorously advocating the removal of the present duty of half-a-cent a pound on refined sugars, giving as a reason that the Sugar Trust has finally absorbed its competitors and has advanced the price of sugar three-eighths of a cent a pound.

If there was any reason for retaining a moderate duty on refined sugar when the present law was enacted, the same reason holds good now.

It was considered that a half-a-cent a pound did not more than make up for the difference in the price of labor and other expenses of refining sugar in this country and refining it in Germany, France and England. Hence, while making raw sugars free of duty, Congress retained a moderate duty upon refined sugars, but it reduced the duty on refined grades from an average of perhaps 3 cents a pound to half-a-cent a pound.

If this very moderate protection was abolished at the present time, it is not probable that it would inure to the benefit of the American consumer, or, at least, only in a small degree, for foreign refiners would undoubtedly raise their prices and absorb at least a portion of the half-cent a pound duty removed.

It is not to the interest of the people of the United States that the sugar refining industry should be crippled, and if it can make a profit by working all the refineries under the one organization, the American Sugar Refineries Co. buying their raw material lower in foreign countries than they could if the different refiners were competing against each other for supplies, and working them as economically as possible, fair-minded men will not object to the refiners making a good profit.

If they make too large a profit for any

length of time, it is certain that new capital will be tempted into this industry, and there is no danger of any unreasonable prices for sugar.

Some persons are so constituted, however, that they cannot bear to see any industry prosperous, especially if the tariff in any way contributes to that end.

Just now, owing to the low price of raw sugar and the advance of three-eighths of a cent a pound in refined which has recently taken place, the refiners are making a good profit, but for several months previous they were losing money and it is impossible to say how long their present margins of profit can be continued.

Within comparatively few years American sugar refiners by their improvements in the process of refining sugar have given the people of the United States a greater reduction in the price than the McKinley bill gave them in reducing the duty.

In 1865, when R. L. & A. Stuart were the principal refiners of sugar, the cost of refining was estimated at upwards of 4 cents a pound, whereas, now it is generally estimated at from one-half to five-eighths of a cent a pound.

To remove the one-half-cent duty now imposed upon refined sugars would cripple the American sugar refining industry, which would be a public misfortune, and it would be a step toward dragging down the price of American labor to the level of that of other countries that would be our competitors.

The field is free for any one who wishes to go into the sugar refining business, and we may be sure that if our refiners are enabled to exact excessive profits for any length of time there will be plenty more refineries.

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Grand Rapids & Indiana.

Schedule in effect January 10, 1892.

TRAINS GOING NORTH.

Arrive from Leave going South. North.
For Saginaw and Cadillac..... 9:15 a.m. 7:05 a.m.
For Traverse City & Mackinaw..... 9:20 a.m. 11:30 a.m.
For Saginaw & Traverse City..... 9:30 p.m. 4:15 p.m.
For Petoskey & Mackinaw..... 8:10 p.m. 10:30 p.m.
From Kalamazoo and Chicago..... 8:35 p.m.
Train arriving at 9:20 daily; all other trains daily except Sunday.

TRAINS GOING SOUTH.

Arrive from Leave going North. South.
For Cincinnati..... 6:20 a.m. 7:00 a.m.
For Kalamazoo and Chicago..... 11:50 a.m. 10:30 a.m.
For Port Wayne and the East..... 6:30 p.m. 2:00 p.m.
For Chicago..... 10:40 p.m. 11:05 p.m.
From Saginaw..... 10:40 p.m.
Trains leaving at 6:00 p.m. and 11:05 p.m. run daily; all other trains daily except Sunday.

Muskegon, Grand Rapids & Indiana.

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

SLEEPING & PARLOR CAR SERVICE.

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

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

Lv. Grand Rapids 10:30 a.m. 2:00 p.m. 11:05 p.m.
Ar. Chicago 3:55 p.m. 9:00 p.m. 6:50 a.m.
10:30 a.m. train through Wagner Parlor Car.
11:05 p.m. train daily, through Wagner Sleeping Car.
Lv. Chicago 7:05 a.m. 3:10 p.m. 10:10 p.m.
Ar. Grand Rapids 9:00 p.m. 6:15 a.m.
3:10 p.m. train through Wagner Parlor Car. 10:10 p.m. train daily, through Wagner Sleeping Car.

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

C. L. LOCKWOOD,

General Passenger and Ticket Agent.

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N.
Lv. Grand Rapids at 7:25 a.m. and 6:25 p.m.
Ar. Toledo at 1:10 p.m. and 11:00 p.m.

VIA D., G. H. & M.
Lv. Grand Rapids at 6:50 a.m. and 3:45 p.m.
Ar. Toledo at 1:10 p.m. and 11:00 p.m.

Return connections equally as good.
W. H. BENNETT, General Pass. Agent,
Toledo, Ohio.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

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

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

FRANK M. BRIDGE, Gen'l Agent, 85 Monroe St.
A. ALMQUIST, Ticket Agent, Union Depot.
Geo. W. MUNSON, Union Ticket Office, 67 Monroe St.
O. W. RUGGLES, G. P. & T. Agent, Chicago.



TIME TABLE

NOW IN EFFECT.

EASTWARD.

Trains Leave	+No. 14	+No. 16	+No. 18	+No. 82
G'd Rapids, Lv	6:50am	10:30am	3:25pm	10:55pm
Ironia.....Ar	7:45am	11:25am	4:25pm	12:37am
St. Johns.....Ar	8:28am	12:17pm	5:20pm	1:55am
Owosso.....Ar	9:03am	1:20pm	6:05pm	3:15am
E. Saginaw.....Ar	10:45am	3:45pm	8:00pm	8:45am
Bay City.....Ar	11:30am	3:45pm	8:45pm	7:30am
Flint.....Ar	10:05am	3:40pm	7:05pm	5:40am
Pt. Huron.....Ar	11:55am	6:00pm	8:50pm	7:30am
Pontiac.....Ar	10:53am	3:05pm	8:25pm	5:37am
Detroit.....Ar	11:50am	4:05pm	9:25pm	7:00am

WESTWARD.

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

*Daily. *Daily except Sunday.

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

Trains arrive from the west, 10:10 a.m., 3:15 p.m. and 9:50 p.m.

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

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

JOHN W. LOUP, Traffic Manager.
BEN FLETCHER, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.

23 Monroe Street.

CHICAGO

JAN'Y 3, 1892.

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. G'D RAPIDS..... 9:00am 12:05pm *11:25pm
Ar. CHICAGO..... 3:55pm 5:25pm *7:05am

RETURNING FROM CHICAGO.

Lv. CHICAGO..... 9:00am 4:45pm *11:15pm
Ar. G'D RAPIDS..... 3:55pm 10:10pm *6:10am

TO AND FROM BENTON HARBOR, ST. JOSEPH AND INDIANAPOLIS.

Lv. Grand Rapids..... 9:00am 12:05pm *11:25pm
Ar. Grand Rapids..... 3:55pm 10:10pm

For Indianapolis 12:05 p.m. only.

TO AND FROM MUSKOGON.

Lv. G. R..... 10:00am 12:05pm 5:30pm 8:30pm
Ar. G. R..... 10:55am 3:55pm 5:25pm

TO AND FROM MANISTEE, TRAVERSE CITY AND ELK RAPIDS.

Lv. Grand Rapids..... 7:25am 5:17pm
Ar. Grand Rapids..... 11:45am 9:40pm

THROUGH CAR SERVICE.

Between Grand Rapids and Chicago—Wagner Sleepers—Leave Grand Rapids *11:25 p.m.; leave Chicago 11:15 p.m. Parlor Buffet Cars—Leave Grand Rapids 12:05 p.m.; leave Chicago 4:45 p.m. Free Chair Cars—Leave Grand Rapids 9:00 a.m.; leave Chicago 9:00 a.m.

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

DETROIT,

JAN'Y 3, 1892

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. G'D RAPIDS..... 7:15am *1:00pm 5:40pm
Ar. DETROIT..... 12:00m *5:10pm 10:40pm

RETURNING FROM DETROIT.

Lv. DETROIT..... 7:00am *1:15pm 5:40pm
Ar. G'D RAPIDS..... 11:50am *5:15pm 10:15pm

To and from Lansing and Howell—Same as to and from Detroit.

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. Grand Rapids..... 7:05am 4:15pm
Ar. Grand Rapids..... 11:50am 10:40pm

TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids..... 7:15am 1:00pm 5:40pm
Ar. from Lowell..... 11:50am 5:15pm

THROUGH CAR SERVICE.

Between Grand Rapids and Detroit—Parlor cars on all trains. Seats 25 cents.

Between Grand Rapids and Saginaw—Parlor car leaves Grand Rapids 7:05 a.m.; arrives in Grand Rapids 7:40 p.m. Seats 25 cents.

*Every day. Other trains week days only.
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CADILLAC,
LUDINGTON.

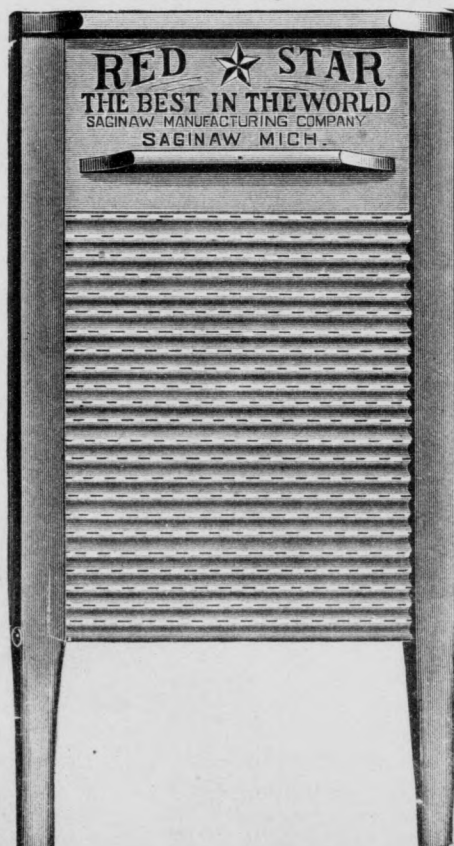
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