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VOL. 9.

GRAND RAPIDS, MAY 4, 1892.

NO. 450

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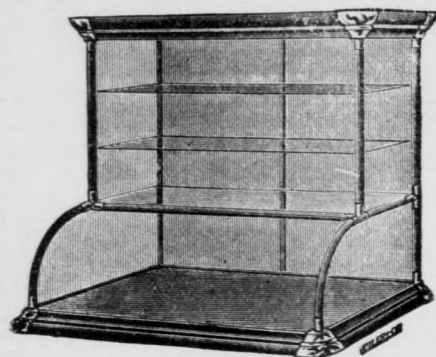
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VOL. 9.

GRAND RAPIDS, WEDNESDAY, MAY 4, 1892.

NO. 450

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A TWICE TOLD TALE.

Many years ago, I stayed awhile in an old cathedral town in the richest and loveliest part of Yorkshire. Such quaint, old houses, roofed with bright-red tiles, such green meadows and yellow cornfields, such great over-shadowing trees, and such sweet old-fashioned gardens, I shall never see again. But the great charm to my young fancy was the solemn old cathedral and the cool, silent courts of houses that clustered around it. The dreamy, peaceful life enchanted me. I thought that I could live forever among the dim aisles of the grand old church and the shady gardens of the handsome houses.

"This is a court of peace," I said. "Surely no shadow of discontent or sorrow can ever come within it."

But this I said in my haste and my ignorance. At the end of the first week of my visit, as I was wandering in my friend's garden, which touched the graveyard of the cathedral, I heard the wildest, strangest, most sorrowful music coming from it. I knew the vesper service was over. I knew this was not the organist's playing, and my interest and curiosity triumphed over my fear, and led me to take the keys of the vestry, which were at my command, and satisfy myself. No human cry of agony was ever more intelligible. I divined at once that some poor, breaking heart was pouring out itself into the Divine ear, which understands all speech and language, and so I stole away again, ashamed and sorry for my intrusion.

Frequently, after this—sometimes early in the morning, sometimes deep in the gloaming—I heard the same musician. At last I spoke to the friend with whom I was staying. She looked troubled as she answered:

"It is the poor old dean. I am glad he has this consolation. Do not disturb him."

A few days afterward, as we were walking up the court, we met the dean. He begged my friend to go into his house and see his daughter Mary; and then I soon understood what mighty grief it was which had struck the keynote of his passionate, pleading prayer.

She was dying; no one but a parent could have doubted it for one minute. The earnest of eternity was in her eyes, which looked as if they had seen some vision that had forever separated her from time. She lay upon a couch drawn close to the open window looking into a garden thick with green shade, and bright with many a sweet flower whose name is now forgotten. I gazed on her with admiration. I do not think it ever entered my mind to pity her. I reserved that feeling for the gray misery of her father, and for the hopeless, resentful-looking distress I saw in the face and manner of a handsome man whom I took to be her brother. There was, however, some element in the sorrow of that dying room that I did not understand then, though soon afterward, when I knew Mary Harlowe's history, it was clear enough to me.

She was the only child of her father, who had received her in exchange for his young wife's life. Among the silent rooms of the great house, and in the pleasant old gardens belonging to the church property, she had grown up to a sweet and lovely girlhood.

When about seventeen years of age, her cousin, Bernard Harlowe, was sent to her father's care, while he prepared for taking orders. The young man was not rich, and was never likely to have any inheritance but the handsome person, the clear head and the warm heart nature had given him. But Mary loved him almost from the first day of his arrival, and Bernard thought himself richer in that love than the Bishop in his see, or the king in his crown.

The dean was not so wrapped up in spiritual matters as to be oblivious of what was transpiring under his own roof, yet he made no remonstrance; so, though there was no positive engagement, Bernard and Mary Harlowe considered themselves as one heart and soul for time and for eternity.

One afternoon the sunny stillness of the court was broken by the galloping of horses and the rattling of a carriage. It stopped at the dean's door, and Bernard recognized a young earl, famous for his wealth and church patronage, who owned a magnificent seat about three miles distant.

"There is some dispute between my lord bishop and the earl," he said to Mary. "I wonder how the dean will manage between them?"

But the earl's visit seemed to them a matter of the very smallest importance. Wandering under the trees, pulling ripe berries, or idly gathering some flower fairer than all its mates, they did not even speculate on the length of his visit or watch for his departure. It was, therefore, with some surprise they saw him and the dean come slowly walking down the main avenue together.

Mary would have escaped the interview by taking a private walk to the house, but Bernard, with some strange instinct of being on the defensive, drew her arm through his and awaited their approach. The dean seemed annoyed at

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the attitude. He introduced his daughter and his nephew, and then bade Mary "go to prepare for dinner, which Earl Grey," he added, bowing, "will do me the honor to eat with me."

The young nobleman languidly assented, following Mary with his eyes until she was hidden from view by the shrubbery. Surely, "loving and hating come by nature," for ere the earl had spoken, Bernard hated him; and long before the night was over, he fancied he had good cause to do so.

He was angry at Mary for looking so beautiful; he was angry at the earl for looking at her beauty. He thought his uncle disgustingly subservient to the young man's rank; he thought Mary unusually cool to him. All night long he was his own tormentor, and this was but the beginning of sorrows.

The earl, charmed with Mary's fresh young beauty, so different from the clever, intriguing women with whom he had danced and trifled away all last season, fancied himself deeply in love with the simple, innocent girl. He came again and again, at first inventing all sorts of excuses, finally without any excuse at all.

It required, indeed, small persuasion to obtain the dean's full permission to woo his daughter. Then stormy scenes ensued; uncle and nephew came to bitterest strife, while Mary's defense of Bernard only brought on her such anger from her father as filled her with grief and fear.

Poor Bernard! The end his heart had prophesied came soon enough. In the presence of the dean there was a cruel, formal parting; under the silent stars, amid the thick shrubbery of the garden, there was another parting. Then two young hearts said the words which doomed one to an empty life, and the other to a splendid tomb.

Mary would have promised constancy, but Bernard would not let her do it.

"You shall never have to reproach yourself with broken promises for my sake, darling," he said. "What could you, you poor timid little dove, do between your father and that lordly earl? But whatever they make you do, remember, Mary, I shall never blame you, and will love you until my last conscious breath."

Then he kissed her pale face over and over, tenderly, clingingly, as we kiss the dead, and left her. And Mary, almost heart-broken with grief, and faint with terror lest she should be discovered, could only wave her hands in mute farewell, for she knew now that love and she must walk apart forever.

Bernard went to Oxford and Mary became Countess Grey, and went whithersoever it pleased her husband to take her. She was naturally affectionate, and would doubtless have become a loving and gentle wife, if she had received any encouragement. But she soon outlived the earl's short liking, and then he only seemed to find pleasure in those petty cruelties which unloving husbands above all others understand.

One of these was to affect the most unbounded chagrin at the sex of her first child, to sneer at all daughters, and to send it from its mother's breast to the care of a strange nurse. Another was to pretend she needed exercise and change of air, and remove her from London to the Continent before she was able to

bear the fatigue. He gave her no rest until she reached Rome, and here she became so seriously ill that even her servants remonstrated against the cruelty of moving her further.

In Rome she remained six months, nearly alone. The earl traveled hither and thither as his fancy led him, making his wife only occasional short visits of a cruelly ceremonious character. His life of extravagant dissipation was a shameful contrast to the loneliness and absolute seclusion which her Italian physician ordered, while her separation from all who loved or cared for her, and her longing for her native land and home told fearfully upon her failing health.

But one day a far more cruel sorrow faced her. A letter without signature was placed in her hands, not only accusing her husband of the most flagrant disregard for her, but also intimating that her physician was in the employ of her enemies, and not a safe person to be intrusted with her life.

She had long felt sure that she was dying, but the dread of dying away from her child, her father and her home overcame all other fears. This terror made her prudent. She arranged for an immediate return home, and took advantage of her husband's first absence to commence it.

For him she left a most noble and pathetic letter, entreating him not to follow her, forgiving all his positive and negative cruelties, and asking only to be permitted to die beside her father and their child.

Her requests so completely agreed with the earl's desires that for once he did not thwart her; and so, two years after this ill-starred marriage, Earl Gray's traveling carriage again broke the silence of the peaceful cathedral court. The dean's daughter had come back to him wearing something higher than a countess's coronet; she had received the signet of immortality, and been anointed for a heavenly coronation.

After Mary's marriage, the dean had gone to see his nephew, and easily induced him to come back with him; so it was Bernard that lifted Mary from her carriage and carried her in his strong arms to the room she never left again; and it was Bernard that rode day and night, so that he might bring a few hours earlier the child which was to comfort Mary's dying hours.

In order to excuse the step she had taken, and procure her father's promise to keep her little daughter, she had been compelled to divulge all the cruel martyrdom of her married life. After this revelation it was not hard to understand the dean's wretched look, and his passionate, pleading prayers, and the music which was an articulate agony. I could understand, too, now the angry, longing look on Bernard's face, and his miserable restlessness; but neither of the men showed, in Mary's presence, any feeling which could mar the peace of her descent into the grave.

I went often to see her the next few months. It was like lying with her at "the Gate Beautiful" of Heaven. I used to wonder at her loveliness, and rejoice in her certain hope, but I never pitied her. As I said before, I kept that feeling for the hopeless grief of the old man and the bitter sorrow of the young one.

Just before Christmas I went over to the dean's, after an absence of three

days. Despair and remorse were sitting in the handsome chambers, and a slow but certain sorrow creeping up the marble stairs. The next day a narrow coffin had separated father and daughter, mother and child, husband and wife, lover and beloved, as effectually and as widely as all the starry spaces.

No one can step in between two loving hearts without guilt; and when love is slain for gold or rank, it has bitter avengers.

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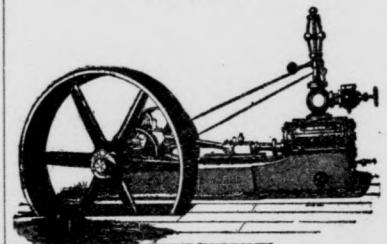
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COMMEND AND PRACTICE HONESTY.

I think it a safe thing to commend honest actions, and to practice them. If there are those whose minds may be more easily moved by holding up unselfish motives, let them have the benefit of such teaching, and if others can be led into paths of honesty only by being made to understand that dishonesty means misery and ruin, let this argument be laid on, with triple force. Let the young and the old be taught that "the way of the transgressor is hard," as well as that "virtue is its own reward."

But, after all, there is such a thing as stirring the higher motives in young hearts, and I deem it to be the first duty of the parent and the teacher to impress the young mind with the sense of a personal responsibility. When President Garfield said that the person whose character we should most closely scan is he who wears our hat, who sleeps with us, eats with us, thinks our thoughts and does our daily work, he spoke a great truth as well as a simple one. Put that truth forcibly before a young man, and let him feel that there is no way of ridding himself of this perpetual companionship. He may not be able fully to comprehend the omniscience and omnipresence of God, but he can understand that there is no way of getting rid of himself. Let him feel that the way for him to look out for the man at the other end of the bargain is to think of that "other man" as himself, grown old. Let him know that by and by there will come a time when his life will be greatly reminiscent — when he will live mostly upon the memories of the past, and that it is now in his power to lay up a treasure house full of such memories as will make his declining years the happiest of his life. Let him know, moreover, that while it is the first mis-step that costs, it is also the first mis-step that is easiest to be avoided, and easiest to be retraced.

How is a young man or a young woman to know what is a mis-step, or whether any act is permissible on personal ground? I would not have young men despise or underrate the opinions of others, but there are cases which can be settled only by the individual conscience. It is true that conscience may be badly educated, but it is, after all, the safest guide. And beyond this, young men should be taught to be self-reliant. The most critical junctures in life are those where decision has to be rendered at once and without the chance of consultation; and there is, besides, something cowardly in the attempt to shift upon other shoulders the responsibility of our own actions. The great soul-conflicts are those which are waged in secret places with none but God as witness; and one does not have to live long to feel the force of Mr. Beecher's position when he said, "If anybody would say to me, 'Brother Beecher, how is your soul?' I should answer 'none of your business.'"

Is there, then, no guide for the young man or the young woman who wants to be honest and virtuous, and who would save himself or herself from lifetime regrets?

There are a few simple rules, which I have laid down, and which have helped me, if they have done no other good; and I give them here, not as recipes, but as suggestions:

1. Never do an act or write a word that if fully exposed to the world would

place you in an embarrassing position, or that could not be explained to your own honor. This rule would cover even blunders or mistakes, honestly made.

2. Never read a book that you would be ashamed to permit to lie upon your table open to your best friend. As to young ladies that best friend would be the mother.

3. In a business transaction, while you are not called upon to supply to the other party the sagacity which you have acquired by study and experience, you are bound to a strict truthfulness, not merely in words, but in the inferences naturally drawn therefrom.

And, finally, adopt as a rule of conduct the aphorism of St. Peter Cooper—never to receive anything from the world for which you do not render an equivalent in some form of service.

And in looking out for the man at the other end of the bargain you should not lose sight of the regret, which may come to him in after days of having cheated you. So be careful, for his sake, not your own, that he does not cheat you. Have your wits about you, and compel the respect of those with whom you deal, by showing shrewdness as well as candor. The highest behests of honesty and fair dealing do not call upon you to be either a fool or a weakling.

Do not imagine that everybody is honest, nor take it for granted, because it is an easy thing to say, that the world is given to lying and dishonesty. The probabilities are that there are far more honest folks than knaves in the world, and you know a good many of them, not only in your own family, but among your neighbors. When you are told that the world is growing more wicked every day, and the country is on the very brink of destruction, just look about you, and from among your friends and acquaintances pick out the rascals and traitors that are going to precipitate this great calamity. Ask yourself, even, if you are one of them, for there is an even chance that you are an average citizen and an average man.

And, finally, do not imagine because men who make a business of politics, and go into it for what it is worth in money and power, seem at times to carry everything before them, and because vice seems prevalent and thrifty, and virtue nerveless and timid, that honor is dead and the country given over to thieves and despoilers. There is such a thing as civic virtue. Patriotism still lives, and the voice of the people—which is aptly defined as the voice of God—can make itself heard when the great occasions come. So don't despair of the republic, and don't weary in well doing. Honesty is not only the best policy but the only policy.

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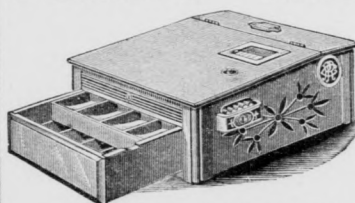
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PRINTING DEPARTMENT

THE TRADESMAN COMPANY,

Grand Rapids, Mich.

AMONG THE TRADE.

AROUND THE STATE.

Sears—Frank T. Jeffs succeeds Jeffs Bros. in general trade.

Homer—E. W. Blair has sold his restaurant to G. S. Murray.

Zeeland—H. Wykhuizen has removed his jewelry stock to Holland.

Dollar Bay—Harry A. Fry has sold his general stock to Hugh Moore.

Grassmere—Jas. W. Richards has sold his general stock to M. A. Vogel.

Saline—Alfred Humphrey succeeds O. M. Kelsey in the grocery business.

Webberville—James Dunn succeeds Sweet & Dunn in the grocery business.

Zeeland—Peter Brusse succeeds G. Brusse & Son in the clothing business.

Amasa—Jacobson & Oleson have sold their general stock to M. Gleason & Son.

Brinton—O. T. Brinton & Co. have sold their general stock to A. Husband.

Port Huron—Robert Connally has purchased the grocery stock of John Bena-way.

Sault Ste. Marie—W. C. Given succeeds Higgins & Given in the hardware business.

Negaunee—Alfred Senecal has sold his boot and shoe stock to Henry A. Bregstone.

Alpena—Geo. H. Warren, Agt., has removed his fancy goods stock to Owosso.

Detroit—F. D. Stevens & Co. are succeeded by Stevens & Todd in the drug business.

Hudsonville—L. M. Wolf has completed a 30 foot addition to his store building.

Negaunee—P. B. Kirkwood has sold his drug and stationery stock to C. H. Kirkwood.

Manchester—Gieske & Blum succeeds Gieske & Dresselhouse in the grocery and crockery business.

Jackson—Frank M. Matteson is succeeded by Matteson & Stanton in the hardware business.

Grand Haven—Clark & Lum are succeeded by Clark & Knight in the flour and feed business.

Norway—C. D. A. Wright has retired from the firm of Browning, Lindahl & Co., general dealers.

Overisel—Dangremond & Nykerk are succeeded by Dangremond & Van Bemelen in general trade.

Sault Ste. Marie—Melady & Flood are succeeded by Annie (Mrs. Robert) Flood in the grocery and crockery business.

Mecosta—J. H. Denslow has sold his general stock to Peter Gingrich, who will continue the business at the same location.

Edmore—Geo. D. Lunn has purchased the old opera house building of Edson, Moore & Co., of Detroit, and removed his drug and clothing stocks to that location.

Otsego—Chas. Pipp, Henry L. Pipp and their father have formed a copartnership under the style of Pipp Bros. & Co. and purchased the Harris grocery stock here.

Vestaburg—H. E. Hart has sold his dry goods and grocery stock to Phillip A. Johnson, who will remove the same to his own building. E. F. Owen will remove his drug stock to the store thus vacated.

Belding—W. F. Bricker has concluded to rebuild the structure recently destroyed by fire. The new building will be a three-story brick structure, with Ionia

sandstone trimmings, containing three stores and a sixty-room hotel.

Allegan—C. C. Spear has purchased a grocery store in Chicago and will remove his grocery stock to the Windy City and consolidate it with the goods purchased there. His store is located at the corner of Seventy-first and Peoria streets.

Traverse City—M. V. Gundrum has bought the vacant lot between the new Greilick block and Friedrich Bros. and will at once proceed to erect a three-story brick structure, occupying the ground floor with his grocery stock.

Miriam—Gilbert W. Stevens has removed his grocery stock from Fallasburgh to this place, locating in the store formerly occupied by Adam Hehl, who decamped a couple of months ago and is now working at the blacksmithing business at Fort Wayne, Ind.

Allegan—L. L. Putman & Co., of Albion, have opened a branch house in Allegan and will buy eggs and all kinds of produce. They are the proprietors of the Albion cold storage and also have a storage at Ogdensburg, N. Y. Irving F. Clapp will manage the Allegan end of the business.

Big Rapids—Finley F. Peterson, the grocer, died April 15, after an illness of several weeks. Mr. Peterson was born at Ameliasburg, Ontario, in 1826, and came to Big Rapids twenty-one years ago last December, when he purchased the place on North State street which has been the home of the family since 1871. Although not confined to his bed much of the time, Mr. Peterson had been ailing for about four years, diabetes being his chief complaint. Deceased was well liked by all who knew him, and he will be especially missed in the neighborhood where he so long resided. He leaves a wife and four children to mourn his death, his eldest son having been killed about five years ago by a falling tree. The business will be continued by the widow without interruption.

MANUFACTURING MATTERS.

Gladwin—The Saylor Hoop Co. is manufacturing 30,000 hoops daily.

Detroit—Wm. W. Kurtz & Co. are succeeded by the Kurtz Paper Box Co.

Tekonsha—Randall Bros. are succeeded by A. H. Randall in the milling business.

Adrian—M. H. Higby is succeeded by the Higby & Lloyd Lumber Co. in the sawmill business.

Battle Creek—Andrew Knight & Co. succeed Halbert & Knight in the sash, door and blind business.

Saginaw—Bliss & Van Auken, James McKeon and Estey & Calkins are each building short spurs of logging roads to reach more timber in Gladwin county.

Oden—The Northern Michigan Lumber Co. is having the line surveyed for a narrow gauge railroad from this place to a tract of hardwood timber, 18 miles northwest and expects to have the road in operation next fall.

Mancelona—The Mancelona Handle Co. has purchased a tract of hardwood land, with an estimated stumpage of 100,000,000 feet, on Cedar River, and surveys are being made for a narrow gauge road, to be built this season.

Marquette—George L. Burtis started his sawmill this week and has stock enough to keep him busy until the close of the season. Wm. Walton has started his mill at Dexter, where he has about

2,000,000 feet of logs. C. Hebard & Son have started their mill at Pequaming.

Cadillac—The firm of James Haynes & Sons has been dissolved by mutual consent, E. J. Haynes taking the planing mill here and Norman D. Haynes taking the planing mill at Brookings, which he will remove to Benton Harbor, where he has secured a contract for considerable work.

Empire—The Empire Lumber Co. is putting in a shingle mill, in connection with its sawmill. The company will remove its Lime Lake sawmill to Empire as soon as the cut at the former place is completed, and also close its store at that place. The company will also put in a shingle mill at Otter Creek during the course of the summer.

West Bay City—The machinery of the mill of the Kern Manufacturing Co. is being placed in position, and it is intended to start the mill by the middle of next month. The first logs will be cut for Mr. Folsom, the company having a contract to cut 3,000,000 feet for him. The mill has two band saws and is expected to cut 70,000 feet daily.

Detroit—The Galvin Valve and Hydrant Co. has begun suit against R. G. Dun & Co. and George H. Minchener for \$25,000 damages. The allegations of the complainant are that Dun & Co. published matter which was the means of breaking off negotiations for a large contract the company expected to get from parties in Illinois, and that they thus lost a large profit.

Saginaw—T. E. Dorr has sold a tract of timber on Bluff creek, estimated to cut 20,000,000 feet of pine, a large quantity of hardwood, a farm of over 200 acres, and a logging railroad four miles long, all for \$150,000. Col. A. T. Bliss was the purchaser, and the timber will be brought to Saginaw River to be manufactured. Mr. Dorr purchased this land about fifteen years ago for a mere song and has cut several million feet of logs from it every year since. In fact, it has been almost like finding money, but Colonel Bliss got it at a bargain, and will make a good sum of money in the deal.

Manistee—Henry Clay Ward has arranged to have the McKillip mill saw for him again this season. Mr. Ward is also operating in a tract of timber that he bought the past winter, and which ought to be fine stock, as he paid \$80,000 for 10,000,000 feet of it. This stock is on the Michigan Central, and will go to Bay City to be sawed. His partner, Mr. Baker, who runs a yard at this point, through which they handle all their good stock, will start a branch yard at Bay City, as they think that there is more money in manipulating their lumber in yard grades, than in selling in bulk lots.

Ratings of Business Men.

From the New York Telegram.

During the past few days the down town bankers, brokers and business men generally have been discussing a movement for the purpose of preventing the commercial agencies from sending out ratings of individuals and firms without first obtaining the consent of the parties concerning whom the information is given. The intention of the promoters of the movement is to form an organization, raise a fund, retain lawyers and appeal to the courts to ascertain just how far the managers of the agencies have a legal right to go in the publication of details and statements affecting the financial standing of business men.

It is asserted by some lawyers who have carefully investigated the matter

that the laws of the State of New York contain nothing against the sending out of true statements, no matter how much individual interests may be damaged thereby. There is talk of introducing in the State Legislature a bill to limit the privileges of agencies and to guard against business men being annoyed by the divulging of "trade secrets."

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.

Geo. H. Reeder & Co.,

JOBBERS OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St. Grand Rapids.



WRITE FOR PRICE LIST.

Wm. Brummeler & Sons

Manufacturers and Jobbers of

Pieced & Stamped Tinware,
260 S. IONIA ST., - Grand Rapids.
TELEPHONE 640.

SPEND YOUR VACATION ON THE GREAT LAKES.

Visit picturesque Mackinac Island. It will only cost you about \$13 from Detroit or \$18 from Cleveland for the round trip, including meals and berths. The attractions of a trip to the Mackinac region are unsurpassed. The island itself is a grand, romantic spot; its climate is most invigorating. Save your money by traveling between Detroit and Cleveland, via the D. & C. Line. Fare, \$2.25. This division is equipped with two new steamers, "City of Detroit" and "City of Cleveland," now famous as the largest and most magnificent on fresh water. Leave every night, arriving the following morning at destination, making SURE connection with all morning trains. Palace steamers, four trips per week between Detroit, Mackinac, Petoskey, the "Soo" and Marquette. Send for illustrated pamphlet. Address A. A. Schantz, G. P. A., Detroit & Cleveland Steam Nav. Co., Detroit, Mich.

GRAND RAPIDS GOSSIP.

Parks & Pettitt have opened a grocery store at the corner of Hastings and Kent streets.

L. Sweet has opened a grocery store at Six Corners. The Ball-Barnhart-Putman Co. furnished the stock.

G. S. Putnam & Co., wholesale confectioners, will remove from 412 South Division street to 36 South Division about May 10.

John W. McCrath has decided to continue his pickle business, south of the city, under the style of the West Michigan Pickle Works.

E. Treadgold, M. D., has sold his drug stock at 438 Jefferson avenue to James Cowin, who will continue the business at the same location.

James Gleason, formerly engaged in the grocery business at Volney, has opened a grocery store at Deerfield, Monroe county. The Lemon & Wheeler Company furnished the stock.

F. D. Winnie has formed a copartnership with D. Vinton & Son under the style of F. D. Winnie & Co. and opened a drug store at Williamsburg. The Hazeltine & Perkins Drug Co. furnished the stock.

Purely Personal.

O. C. Pemberton, the Mecosta druggist, was in town one day last week.

Dr. V. C. Van Liew, the Vestaburg druggist, was in town over Sunday and left Monday for Delton with a view to investigating the advantages of that place as the location for a drug store.

A. B. Schumaker, the Grand Ledge druggist and grocer, is taking a course of treatment at Mt. Clemens for the sciatic rheumatism. His many friends in the trade will join THE TRADESMAN in hoping for his complete recovery.

Geo. P. Hoppough, who is the oldest merchant in Otisco township, Ionia county, was in the city one day last week. He opened a general store at Smyrna in 1872 and proposes to celebrate the twentieth anniversary of the event in June.

John A. Tinholt, senior member of the drug firm of Tinholt & Abbott, at Muskegon, was married April 26 to Miss Elizabeth G. Brandt. The happy couple left immediately after the ceremony for Chicago, where they will spend a few days.

Chas. J. Brown, of the new grocery firm of Brown & Winslow, Benton Harbor, was in town Monday. Previous to embarking in business at Benton Harbor, Mr. Brown was for five years a member of the grocery firm of Collins & Brown, at Coldwater.

Jas. A. Stratton, the Gold street grocer, has the sympathy of the trade in the dangerous illness of his wife, whose life has hung in a balance for several weeks. Mr. Stratton is nearly beside himself with grief and apprehension and plainly shows the results of attempting to do double duty—attending to store and the bedside of his wife at the same time.

C. F. Walker, the Glen Arbor general dealer, was in town several days last week. He called at THE TRADESMAN office and demanded a retraction of the statement, made several weeks ago, to the effect that he drank water on the occasion of his last visit to Grand Rapids. As THE TRADESMAN has no proof

to offer in support of its statement, and has no desire to libel so genial a merchant, it hereby complies with Mr. Walker's request.

Frank Hamilton, the Traverse City clothing merchant, was in town last Thursday and called at THE TRADESMAN office. "We are not having a real estate boom," he remarked, "but a genuine building boom is, nevertheless, in progress. Carpenters and building mechanics of all kinds have never been so busily employed as they are this spring, it being almost impossible to obtain the services of a man for a short time, owing to the fact that their present employers have promised them steady work all through the season."

Grand Rapids business men will regret the action of the Merchant's Dispatch management, changing the headquarters of Thos. Hill from this city to Detroit, although the many friends of that gentleman will rejoice to learn that the promotion carries with it a considerable increase in salary, as well as added responsibility. Mr. Hill's family will continue to reside here until he disposes of his residence on Henry street, so that his former associates will have an occasional opportunity to shake him by the hand and receive the benediction of that infectious smile. His successor at the Grand Rapids office is J. W. Pierce, who was formerly agent for the same line at Suspension Bridge.

Philip B. Kirkwood, who has long been engaged in the drug business at Negaunee, writes THE TRADESMAN as follows: "My successor, Chas. H. Kirkwood, takes possession of my business to-morrow—and I leave the mercantile world; not disgusted nor sour, but with feelings like a man who is taking a last shake of the hand with an old, true, tried and trusty friend. I find that my health demands a change and a business life for the past thirty-five years is surely entitled to a rest. You kindly ask me what I intend to do. Well, I intend to do some building this summer (a business block of three stores), go fishing and hunting, spend some time round my home and, as the old chestnut says, get acquainted with my family, where I expect to continue to read THE TRADESMAN and be happy, while I ruminate over my past life and say to myself, thank God, I knew enough to quit before I was all broken down."

Gripsack Brigade.

A. W. Peck, traveling representative for the Hazeltine & Perkins Drug Co., will shortly change his residence from Petoskey to Traverse City.

Judd E. Houghton has purchased a handsome residence at the corner of Henry and Prince streets and has already taken possession of the same.

A. S. Doak has gone to Coaticook, Quebec, to attend to the settlement of his father's estate. His route is being covered in the meantime by Frank Kruse.

Chas. S. Brooks has so far recovered from his recent illness as to be able to get down town and hopes to resume his work on the road again in about two weeks.

A. F. Draper, formerly engaged in general trade at South Arm, is now on the road for the wholesale grocery house of Mendel, Smith & Co., of Milwaukee. He now resides at Marquette.

Windy Hawkins came home from Alma last Saturday and returned again Monday for a two weeks' stay at that resort.

His general health is improved, but his nervousness has not yet left him.

"If I had \$1,000 to invest in real estate," remarked A. L. Braisted the other day, "I would take my chances on Traverse City. That town is growing faster than any other place of its size in the State, yet there is no boom feeling there and the people are positively averse to working up a real estate boom. The unusual amount of building in progress tends to make business there better than at any other town on my route."

Wm. H. Berlin has begun suit against Moore & Coughlen, wholesale grocers of Indianapolis, alleging \$10,000 damages for conspiracy. The plaintiff was in the defendants' employ as traveling salesman and desired to enter the employ of another grocery firm. Under the rules of the Indianapolis Wholesale Grocers Association, the consent and release of the employer is necessary in such a case and this was refused. The case is the first of its kind in the West, and the outcome will be watched with interest by traveling men generally as well as by jobbers.

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.

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 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.

BUSINESS LAW.

Summarized Decisions from Courts of Last Resort.

EXEMPTION—DEBTOR—"FAMILY."

The Kentucky Superior Court held, in the recent case of Scholl vs. Laurenz, that where the mother of a debtor's wife having resided with him during the lifetime of the wife continues to do so after the wife's death, being dependent upon him for a support, he is a housekeeper "with a family" within the meaning of the exemption laws.

BILL OF LADING—BANK—WARRANTY.

The Supreme Court of Georgia held, in the recent case of Fourth National Bank of Cincinnati et al. vs. Meyer, that where by a bill of lading the goods were deliverable to the order of the consignee, who indorsed it in blank and delivered it, together with his draft for the purchase price, to a bank, indorsing the check for deposit to his own credit, and the bank thereupon forwarded both documents to another bank, at the place which the goods were consigned, and a third person paid the draft, received the bill of lading and took the goods as purchaser, the bank was not a joint vendor with the consignee, but the consignee alone was the vendor and liable to the purchaser for any defect in the quality of goods, or any failure of an implied warranty as to their quality, and that a joint action against the consignee and the bank upon such warranty was not maintainable.

BANK—GENERAL DEPOSIT—INVESTMENT.

When a party made a deposit of a sum of money with a bank to be kept by the bank until it could invest the same in a mortgage on real estate, and a bank-book was delivered to and accepted by the depositor, showing that the bank was debtor to the others in such sum, and the money was mixed with the other moneys of the bank, the Supreme Court of Illinois held, in the case of Wetherell vs. O'Brien, that the deposit was a general one, and created the relation only of debtor and creditor, and not trust attached to the money so deposited. In the same case the court held that when money is deposited with a bank and a pass-book given to the depositor showing such deposit, the entries therein are evidence of indebtedness, and it will amount to an implied contract on the part of the bank to restore, not the same funds, but an equivalent sum as the same may be demanded by check or checks.

NATIONAL BANK—USURY—STATE LAWS.

The Supreme Court of South Dakota held, in the recent case of State vs. First National Bank of Clark, that a national bank may be criminally punished by a state for usury. The court said, in giving judgment: "The only indication that Congress did not intend to allow its national banks to be held answerable to state criminal laws for taking illegal interest is the fact it provided that a forfeiture should result from such act, and then it is argued that a penalty or forfeiture like that named in said section 30 is inconsistent with, or at least unfavorable to, the thought that Congress understood that such banks would still be subject in this respect to the police laws of the state. This would only be a fair inference if the forfeiture provided by Congress was such in its nature as did, or would within the common understanding of law-makers, take the place or answer the purpose of the penalties usually provided in police laws, but they do not. They are precisely the penalties found in the interest-regulating laws of states, which also make the taking of illegal interest a criminal offense. It is, therefore, a strained and unwarranted deduction to conclude that when Congress imposed the usual civil penalties for taking unlawful interest common to nearly all state usury laws it meant to have such penalties cover other and different ground, and have other and different effect from the same penalties when found in corresponding provisions of state laws.



Best Six Cord Machine or Hand Use.

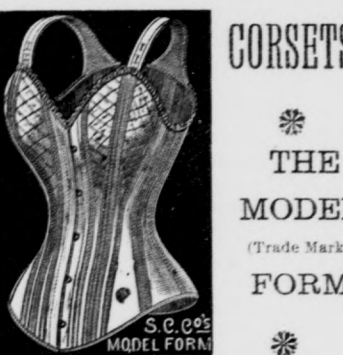
FOR SALE BY ALL Dealers in Dry Goods & Notions

BUY THE PENINSULAR Pants, Shirts, and Overalls

STANTON, MOREY & CO., Mfrs. DETROIT, MICH.

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

Schilling Corset Co.'s



Greatest Seller on Earth!



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

Dry Goods Price Current.

Table with columns for UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, UNBLEACHED CANTON FLANNEL, BLEACHED CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, PRINTS, COTTON TAPE, and COTTON DRILL. Lists various goods and their prices.

Table with columns for DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILK, HOOPS AND EYES—PER GROSS, PINS, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, and PLAID OSNABURGS. Lists various goods and their prices.

The Future of the Telephone.

From Hardware.

As the time approaches when the patents which have protected the Bell telephone will expire, there is a discussion as to the effect it will have on the various industries which play a part in it. In the matter of organized exchanges, which are found in almost every village in the densely populated portions of the country, there can be but little change in the situation. Charges for this service will naturally be held in check, for any attempt at extortion will be met by popular clamor, which may jeopardize franchises, but these plants are so interwoven with "long distance" lines reaching to neighboring communities, that innovations of this sort would only result in confusion and disappointment. This, for a long time, will be a chief obstruction to opposition companies which will take years to meet.

Again, in subways there will be insurmountable obstructions, for the present companies have taken time by the forelock, and in many cases the ducts are exclusive. It is, however, in private lines and interior wiring that the telephone will receive its great impetus. The cost of a telephone at present is surprisingly small; and a report comes from Spain that a hotel has been fitted up there with an insulation so simple that the cost is less than a dollar per phone, and it is so efficacious that the women servants used it with freedom at the start.

It is in this way that the hardware dealer will be able to increase his sales largely in electrical goods, for with so cheap a service the demand will be very large. In fact, almost everyone will be in ready communication with his butcher, his grocer, and if he is in good circumstances, his stable. The future of the telephone is to be calculated in this manner, and not in the way it is now so popular, the exchange and the long distance service with which we are familiar.

An Ingenious Contrivance.

To instantly obtain a light sufficient to read the time by a watch or clock at night, without danger of setting things on fire, is an easy matter. Take an oblong vial of the clearest of glass, put into it a piece of phosphorus about the size of a pea, upon this pour some pure olive oil heated to the boiling point; the bottle to be filled about one third full; then cork tightly. To use the light, remove the cork, allow the air to enter, and then recork. The whole empty space in the bottle will then become luminous, and the light obtained will be a good one. As soon as the light becomes dim its power can be increased by opening the bottle and allowing a fresh supply of air to enter. In very cold weather it is sometimes necessary to heat the vial between the hands to increase the fluidity of the oil, and one bottle will last a winter. This ingenious contrivance may be carried in the pocket, and is used by watchmen of Paris in all magazines where explosive or inflammable materials are stored.

How to Remove Rust from Knives.

When knives and other steel cutlery become rusty they should be cleaned at once. To remove the rust rub with a flannel dipped in sweet oil; then cover it with slacked lime and allow it to rest for twenty-four hours; wipe clean and finish off with some powdered whiting and a piece of chamois leather. This will make the article as bright as new. An excellent way to prevent steel cutlery from rusting is to plunge the blades in a pan of whiting after washing and remove them just before they are used. When they are wiped they will be perfectly bright, and if kept in this way cannot get rusty.

Glass Factories to Shut Down.

The Eastern window-glass manufacturers have indorsed the action of the Western Manufacturers' Association, which decided to shut down all factories on May 31 and remain idle until October 15. If the rule to shut down is enforced, it will be the longest window-glass shut-down since the long strike of 1883.

Hardware Price Current.

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

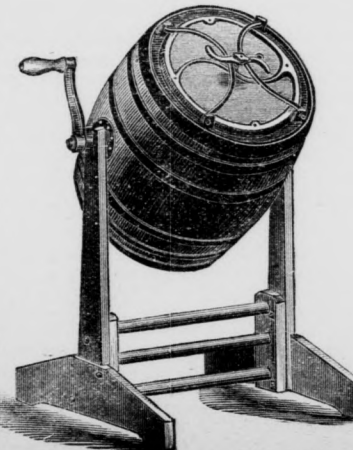
AUGERS AND BITS.	
Snell's	60
Cook's	40
Jennings', genuine	25
Jennings', imitation	50&10
AXES.	
First Quality, S. B. Bronze	7 50
" D. H. Bronze	12 00
" S. B. S. Steel	8 50
" D. B. Steel	13 50
BARROWS.	
Railroad	14 00
Garden	30 00
BOLTS.	
Stove	50&10
Carriage new list	70&10
Plow	40&10
Sleigh shoe	70
BUCKETS.	
Well, plain	3 50
Well, swivel	4 00
BUTTS, CAST.	
Cast Loose Pin, figured	70&
Wrought Narrow, bright cast joint	60&10
Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 17, '85	60
CRADLES.	
Grain	50&02
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	60
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	56
Central Fire	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	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, per pound	07
Large sizes, per pound	0 1/4
ELBOWS.	
Com. 4 piece, 8 in.	per 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	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 10
" " " 3/4	net 8 1/4
" " " 1	net 7 1/2
Strap and T	net 7 1/2
" " " "	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	dis. 50&10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 33 1/2&10
WIRE GOODS.	
Bright	dis. 70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LOCKS—DOOR.	
Stanley Rule and Level Co.'s	dis. 70
Knobs—New List	dis. 55
Door, mutual, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	55
Russell & Irwin Mfg. Co.'s new list	dis. 55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOKES.	
Adze Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, dis. 60
Hunt's	\$18.50, dis. 30&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, Ferry & Clp.'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	1 90
60. Advance over base	Steel. Wire.
50. Base	Base
40. Base	10
30. Base	05
20. Base	10
12. Base	15
10. Base	15
8. Base	15
7 & 6. Base	20
4. Base	60
3. Base	1 00
2. Base	1 50
Fine 3. Base	1 50
Case 10. Base	60
" 8. Base	75
" 6. Base	90
Finish 10. Base	85
" 8. Base	1 00
" 6. Base	1 15
Clinch 10. Base	1 10
" 8. Base	80
" 6. Base	1 15
Barrell %	1 75
PLANES.	
Ohio Tool Co.'s, fancy	2 40
Scota Bench	2 60
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 60
Stanley Rule and Level Co.'s, wood	3 10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	40
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/4c per pound extra.	

ROPES.	
Sisal, 1/4 inch and larger	9 1/4
Manilla	13
SQUARES.	
Steel and Iron	dis. 75
Try and Bevels	60
Mitre	20
SHEET IRON.	
Com. Smooth. Com.	
Nos. 10 to 14	\$4 05 3 15
Nos. 15 to 17	4 05 3 15
Nos. 18 to 21	4 05 3 15
Nos. 22 to 24	4 05 3 15
Nos. 25 to 28	4 25 3 25
No. 27	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH CORD.	
Silver Lake, White A	list 50
" Drab A	55
" White B	55
" 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
Oneida Community, Newhouse's	35
Oneida Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz.
WIRE.	
Bright Market	dis. 65
Annulated Market	70-10
Coppered Market	60
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	3 10
" painted	2 65
HORSE NAILS.	
An Sable	dis. 40
Putnam	dis. 06
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nicked	dis. 30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10
MISCELLANEOUS.	
Bird Cages	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	5 1/2&10
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/4c per pound.	
600 pound casks	6 1/4
Per pound	7
SOLDER.	
1/2@3/4	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 13
Hallett's	13
TIN—MELTN GRADE.	
10x14 IC, Charcoal	\$ 7 50
14x30 IC	7 50
10x14 IX	9 25
14x30 IX	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal	\$ 6 75
14x30 IC	6 75
10x14 IX	8 25
14x30 IX	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x30 IC	6 50
14x30 IX	8 50
20x28 IC	13 50
14x30 IC	6 00
14x30 IX	7 50
20x28 IC	12 50
20x28 IX	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15 00
14x34 IX, for No. 8 Boilers.	16 00
14x36 IX, " " 9	17 00
14x40 IX, " " 9	18 00

THE FAVORITE CHURN.

The Only Perfect Barrel Churn Made.



POINTS OF EXCELLENCE.

It is made of thoroughly seasoned material. It is finished smooth inside as well as outside. The iron ring head is strong and not liable to beak. The balls are fastened to the iron ring, where they need to be fastened. It is simple in construction and convenient to operate. No other churn is so nearly perfect as THE FAVORITE. Don't buy a counterfeit. Write for Discount.

SIZES AND PRICES.

No. 0 - 5 gal. to churn	2 gal.	\$ 8 00
" 1-10 "	4 "	8 50
" 2-15 "	7 "	9 00
" 3-20 "	9 "	10 00
" 4-25 "	12 "	12 00
" 5-35 "	16 "	16 00
" 6-60 "	30 "	26 00
" 7-75 "	37 "	30 00
" 8-90 "	45 "	35 00



Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

Published at

100 Louis St., Grand Rapids,

— BY —

THE TRADESMAN COMPANY,

One Dollar a Year, - Postage Prepaid.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

Correspondents must give their full name and address, not necessarily for publication, but as a guarantee of good faith.

Subscribers may have the mailing address of their papers changed as often as desired.

Sample copies sent free to any address.

Entered at Grand Rapids post office as second-class matter.

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

E. A. STOWE, Editor.

WEDNESDAY, MAY 4, 1892.

A month ago every indication pointed to a good summer trade in this State, both in city and country. So far as the latter is concerned, these indications promise to be fulfilled, but retail business in such cities as Detroit and Grand Rapids is likely to be seriously interfered with by the infamous strikes already inaugurated and predicted by the leaders of organized labor. As a result of this attitude, on the part of the mouthy agitators of the "rights of labor," hundreds of buildings which would have been erected this year will not be built at all this summer and the construction of one large block which would have entailed a pay roll of at least \$10,000 to workmen will be abandoned until such time as the men who are stirring up strife among the plumbers, carpenters and painters are less unreasonable in their demands. The era of good fellowship between master and man will never be ushered in until honest workmen come to realize that the walking delegate and the grievance committee, who are at the bottom of nine-tenths of the ill-feeling between employer and employe, are the worst enemies they have to contend with, as the existence of such interlopers prevents that co-operation between office and workshop which is absolutely essential to the complete success of the occupants of both.

The union plumbers of Grand Rapids are out on strike, demanding ten hours' pay for nine hours' work and the employment of none but union men. Both demands are infamous and stamp the men making such demands as unworthy of respect. If a workman is not receiving adequate compensation for his services, he has a right to ask for increased pay per hour, day or week, but a demand for ten hours' pay for nine hours' work smacks too much of dishonesty. Again, the man who denies another the right he claims for himself—renumerative employment, even though he refuse to bow to the dictation of a trades union—is a dangerous man in a community, being but one step removed from a socialist and but two steps from an anarchist. For the sake of the liberty of the individual and the independence of honest

labor, THE TRADESMAN hopes to see the plumbers' strike end in deserved disaster.

In the death of Alonzo Seymour, the traveling fraternity of Grand Rapids loses one of its earliest and most consistent exponents. While the deceased traveled almost continuously for a quarter of a century, he never did aught, by word or deed, which would reflect discredit on the profession he represented or the house whose goods he carried.

A man seldom gets more money than he wants, but he often gets more than he needs.

Women Inventors.

From the Philadelphia Times.

New York State outnumbers by many hundreds other States in the number of patents granted to women, 646 having been taken out since the year 1809, 96 being granted during the last three years. Massachusetts is next, while Pennsylvania ranks third. Two hundred and forty-seven patents have been granted to women of our State, 36 having been taken out during the last three years. Of this number, Philadelphia has furnished nearly one-half. Of these, Marie E. Beaseley, famous for having invented a machine for turning out complete barrels by the hundreds, has been granted no less than ten patents. Besides the best known and most generally employed appliances for making barrels, she is the patentee of a life-saving raft, a machine for pasting shoe uppers, a steam generator and many other useful appliances.

The women of Philadelphia are stylish or nothing, and in the number of their inventions they have not overlooked anything that would in their opinion improve upon their personal attractiveness. They do not pose as being particularly strong-minded, but since it has been done by the women of Massachusetts and especially those of Boston, it is not without point to notice that out of nearly three hundred patents granted the women of that State, two-thirds have been improvements upon corsets, hoop-skirts, bustles, hair curlers; in short, all such flummery in the line of wearing apparel, and the balance, with the several exceptions I shall name, were taken out on various good and useful things growing out of house-hold trift.

To the renown of our sisters of that State, let it be known, the first fountain pen was the invention of Susan S. Taylor, of East Cambridge. And let Helen L. Macker have due credit for an improvement in alloys to imitate silver, and Annie M. Getchell a process for hardening copper. But the greatest achievement was that of Miss Margaret E. Knight, who invented a complicated machine for making the useful square-bottomed paper bag, and refused \$50,000 for the patent, and who has since invented another machine that does the work of thirty pairs of hands in folding these bags.

Country Callers.

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

F. C. Sampson, Boon.
Wm. H. Severance, Middleville.
Geo. P. Hoppough, Smyrna.
E. E. Hewett, Rockford.
C. F. Walker, Glen Arbor.
B. Voorhorst, Overisel.
Frank Hamilton, Traverse City.
Nelson Pike, Morley.

Bank Notes.

Hanpah, Lay & Co. will merge their bank into a State organization about June 1 under the style of the Traverse City State Bank.

C. J. De Roo has been elected a director of the First State Bank of Holland, in place of J. C. Post, who has taken an interest in the Holland City State Savings Bank.

Death of Alonzo Seymour.

Alonzo Seymour, who has been very low for several weeks, expired early Monday morning at his late residence at the corner of Hastings and Clancy streets. He had been failing in health and strength for several months, owing to the gradual breaking down of his system, and the final summons has been expected hourly for weeks.

The following sketch of the life of the deceased—up to eight years ago—appeared in THE TRADESMAN of Feb. 20, 1884, under the head of "Pencil Portraits—No. 1:"

"I was born in Waterville, Oneida county, N. Y., in 1819," said Mr. Seymour, in reply to the reportorial enquiries, "and was brought up and educated at Winfield, Herkimer county, where I was married in 1844, removing to Grand Rapids in 1849. I engaged in the hub business with L. R. Atwater about a year, and was subsequently station agent at Rockford, Ill., for two years. Afterward I worked for Geo. W. Waterman, who at that time run a wholesale and retail grocery store where Julius Friedrich's music store is now located. In 1852, I formed a copartnership with the late John M. Fox and Joel Merchant, under the firm name of John M. Fox & Co., and until the panic of 1857, we carried on a general merchandising business at Eaton, Lyon & Allen's present location. When the crisis came on we closed up our business, and for a year or more I worked as a book-keeper for the firm of Wilmarth & Patten. Afterward, I engaged with Wm. Renwick in the manufacture of hubs under the firm name of Seymour & Renwick, which relationship continued about three years. Then the firm of Seymour & Brown—Jas. W. Brown—engaged in the grocery business at the present location of A. Rasch, who succeeded the firm after we had been in business about a year. In May, 1865, I engaged to travel for L. H. Randall, being the first man to carry a sample case for a Grand Rapids house. At that time there was but one railway here—the 'D. & M.' as it was then called—and traveling was done almost entirely by team. My Northern route required three weeks' time, and included Plainfield, Coon's Hollow, Rockford—then called Laphamville—Cedar Springs, Ensley, Lisbon, Casnovia, Croton, Big Prairie, Big Rapids, Paris and Hersey. It took another week to take in Hesperia, Hart and Pentwater, and still another to see my customers at Greenville, Elm Hall and other small towns. Nearly a week was usually consumed in going to and returning from Wayland and Bradley. There were no regular roads through most of the country I traveled, and it was not an uncommon thing for me to improvise a pole bridge over a swollen stream or stop to chop in two a fallen tree. Wolves, bear and deer were frequent attendants, and occasionally the wolves gave me a good chase. From Big Prairie to Big Rapids, I had a twenty mile drive without a house or stopping place of any kind between. Occasionally I encountered bands of Indians, but they never made me any trouble. On my return trips I usually had considerable sums of money, but I did not feel as timid in the deep forest as I did when I got to the city. There was no police force here then, and open robberies were not uncommon. Of course, I met many perplexing experiences which are decidedly amusing reminiscences in this time of fast railway travel and good hotel accommodations. I remember sleeping in a garret at Hesperia one cold winter night and finding an inch of snow on the bed in the morning; and my remembrance goes back to another warm morning when I awoke with an enormous bedbug in each ear.

"On leaving Mr. Randall in 1868, I took charge of A. T. Thomas' general store at Bowne for a year, after which I was employed as book-keeper by Wheeler & Borden, who were known as the 'eight hour firm.' Subsequently I worked for Wheeler & Green, taking the road again in 1870 for Wm. Sears & Co. With the exception of one year, when I was in the

employ of Berkey & Gay as a book-keeper, I have traveled continuously for the Messrs. Sears. I think that one of the most peculiar features of my long experience on the road is that I have never met with an accident of any kind. Trains before and behind mine have had smash-ups, but I have never been on a train that had a wheel leave the track. I have slept in hotels which burned the next night, involving loss of life, but have thus far escaped without mishap of any kind."

As the interview above given was read to Mr. Seymour before publication and approved by him, it probably states the facts connected with his long career with absolute accuracy. He remained with the former firm of Wm. Sears & Co. until about three years ago, when he retired from the road and thereafter devoted his entire time to his family.

Deceased leaves a wife and four children—three sons and a daughter.

Mr. Seymour was a man of strict integrity and genial disposition and made friends wherever he went—friends which remained steadfast as long as life lasted. He had no bad habits and, wherever he went, he was as welcome a guest at the home circle of the merchant as at the store and office. He leaves behind the record of a well spent life and bequeaths to his friends a reputation and character they can revere for all time to come.

Counterfeiters in Chicago.

Four counterfeiters were arrested at 117 South Greene street, Chicago, Sunday afternoon. They were Mick Dunn, a mechanic, James Dalton, a shipping clerk for Hibbard, Spencer, Bartlett & Co., Martin Lewis, who has been in the penitentiary at New Orleans, and Edward Mack, who is described as an all-round thief. The men were arrested because of the suspicions of the landlady of the premises where they had their room.

A search of the room revealed everything necessary to mold money, but no money was discovered. Upon a table were trimmings and scraps of silver, giving every indication of having come from the mold of a silver dollar. A stove stood in one corner and a roaring fire was burning within. Melted silver was strewn in promiscuous heaps upon the floor. A peculiar appliance for milling the edge of a coin was also found. The instrument was experimented with and it was found that a silver dollar just fitted the confines between the outer edges of the machines. Three crucibles, one holding perhaps a half-gallon and two a half-pint each, were found on the table filled with melted silver and a compound of tin ore. In a small kettle of common pottery was a mass of silver, partially melted, with a spoon which had been used to skim off the dross. How much of the bogus coin these parties have put into circulation is not known.

Fermentation Industries.

The Louisiana Planter says that "during the coming month of May there will be opened in Paris, under the patronage of the Minister of Agriculture, an international exposition of alcohol and the fermentation industries, comprising wine production, distillation, brewing, cider manufacture and the incidental food industries. This exposition will be installed in the vast machinery hall in the Champs de Mars, which will remain conspicuous in the memory of those who visited the great exposition. Various foreign countries, noted for their products, have already promised their support, Belgian and Dutch gin, English whisky, Russian vodka, the kirsch of Switzerland and of the Black Forest, colonial rum, and special liquors, beer from all countries, the wines of Spain and Italy, of Portugal and Hungary, and of the Crimea, as well as those of California, have their locations already marked at the exposition."

Use Tradesman Coupon Books.

FIRE INSURANCE.

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

SEVENTH PAPER.

Written for THE TRADESMAN.

"Or if the interest of the assured in the property be not truly stated in this policy," etc.

Nearly all modern policies contain a condition similar to the one quoted above, which compels a careful statement of the title of the applicant for insurance; and any material omission or misrepresentation will surely avoid the policy. Especially is this true of a mutual policy, where the insurer has a lien upon the property insured. This provision applies to cases in which the actual interest is an estate of less duration than a fee simple, or of a different character from that set forth in the description, and not to technical evidences of the title of the assured. And this, too, even in a mutual company, in the charter of which was a provision that the policy shall be deemed valid and binding on the company in all cases where the insured has an estate in fee simple to the buildings insured and the land on which they stand; but if his estate be less than a fee simple, the policy shall be void, unless the true title of the assured be expressed thereon. Where the assured had purchased an estate in fee, and was in possession under his purchase, but, by reason of a defect in the execution of his deed, the legal title did not pass to him, the court held that the equitable title in fee simple was in the assured, and that he was, therefore, entitled to recover; that the expression in the charter, "less estate therein," referred to the duration of the estate, and not to the evidences of title.

A claim to real estate, resting upon a conditional bond for a deed, will not be sufficient to sustain a policy issued by a mutual company, where the policy requires a disclosure of the "true title." In a case where the policy contained this condition, the plaintiffs insured the property as owners. The title was derived by purchase at a sale under the foreclosure of a mortgage in the State of Illinois, the mortgagor having fifteen months within which to redeem. Before plaintiff's deed was executed, the property burned. The court held that the terms of the policy did not relate to the nature of the title or its evidences, but to the character of the ownership and real interest in the property; also, that the plaintiffs, having subsequently to the fire acquired the full legal title by the deed, such legal title should relate back and take effect as of the inception of the equitable title, thereby rendering the plaintiffs, at the time the policy was issued, not only equitable owners, but holders of the legal title in fee.

In the early cases, before this condition with its ample details was inserted in fire policies, it was held that a misrepresentation of title, which was material to the risk, would avoid the policy; but modern insurers do not feel inclined to rely upon the caprice of an average jury, as to whether a misrepresentation of title on the part of the assured is or is not material to the risk; and so we have, in the modern policy, a clause much more definite. It is less liable to be misunderstood by the assured and misconstrued by the courts. Its terms are not hampered with vague provisos, but define clearly and arbitrarily what misrepresentation on the part of the assured,

will avoid the policy, whether material to the risk or not.

It has been held that parol proof is inadmissible to prove that the true state of the title was known to the agent, when the policy contains a provision that every such agent is the agent of the applicant and not of the company; also, that where a policy is rendered void by a misrepresentation of title in the application, a subsequent assignment, with the consent of the company, would not give it validity.

A father permitted his son to use his name in buying and selling goods; and, while the goods were really wholly owned by the son, the business was done in the name of both. The court held that the legal rights and interests of the parties were not so affected as to render void a policy of insurance issued on the goods in the name of the son.

A failure to disclose the true title, as to one of several parcels of property, insured by the same policy but each separately valued, was held in a Maine case, to effect an avoidance of the policy; also, that property held as collateral security was held "in trust," and must be so expressed in a policy containing the condition we are discussing, in order to sustain the policy. It will be seen by the above decision that the applicant for insurance should exercise great care and not confound the terms "mortgagee" and "trustee," in dissolving his title or interest in the property. He should clearly understand the nature of his interest in the subject for insurance and see to it that it is properly expressed in the policy, and then all will be well.

"Or if the property be mortgaged, or otherwise encumbered, at or after the date of this policy, without permission in this policy," etc.

Neglect to comply strictly with the requirements of this condition will, almost invariably, defeat the policy and leave the insured stranded, without a remedy, in case of a loss by fire. A free and easy solvency and a good financial rating in the business world are such magical aids in transacting business in this age that men will hedge, dodge and evade, in every possible way and manner, everything tending to cripple or mar their financial standing. So still mouthed do they become, and so successfully do they cover up their tracks behind them, that our commercial agencies, with all their searching of public records and their sharp system of espionage, can give us but an approximation of the true commercial standing of a very large portion of the business men of to-day. When a business man applies for insurance on a piece of property, he certainly knows whether it is encumbered or not, and, if so, to what extent; and if his policy contains the condition under discussion, and if his tongue—owing to long-established habits—refuse to speak, or speak falsely as to such encumbrances, then he does so at his peril and his policy will be avoided. The courts look upon such neglect as being wilful and devoid of any reasonable justification. They have gone still further and decided that a statement of a less amount than is due upon a mortgage, which is disclosed as an incumbrance, in answer to a question in the application, will avoid a policy.

"Or if the assured shall keep gunpowder, fireworks, nitroglycerine, phosphorus, saltpeter, nitrate of soda, petroleum, naphtha, gasoline, benzine, benzole or benzine



"The cup that cheers but does not inebriate" A cup of LION COFFEE

Why Is Lyon Coffee the best for the Merchant to handle?
Because

It is the quickest, surest and most satisfactory seller, besides attracting trade to less known articles. Lion Coffee is a perfect blend of the three standard grades, Mocha, Java and Rio. It is roasted without glazing, and packed in 1-lb. papers, with a handsome picture in every package. To suit that class of trade not desiring a package coffee, merchants find that O. D. Java and Standard Maracaibo exactly fill the bill as high grade bulk coffees.

Undoubtedly YOUR JOBBER WILL BE GLAD TO FILL YOUR ORDER, AS ALSO WILL THE

WOOLSON SPICE CO.,
ROASTERS OF
High Grade Coffees,
TOLEDO, - - OHIO.

L. WINTERNITZ,
RESIDENT AGENT,
106 KENT ST.,
GRAND RAPIDS, MICH.

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.

varnish, or keep or use camphene, spirit gas or any burning fluid or chemical oils without written permission in this policy," etc.

The policy provides that kerosene may be kept in stores and dwellings for lighting purposes, and in stores for sale in quantity not exceeding five barrels—and drawn only by daylight. The insurer has, of course, a right to stipulate for the exclusion of such articles as he may deem unusually hazardous, and if the prohibition is clearly and definitely expressed, it must be substantially complied with. It has been held, however, that such a stipulation is not broken by a mere temporary deposit of the articles prohibited; and in another case it was held that the temporary introduction of hazardous articles, for the purpose of repairs, would not be a breach of a condition which prohibits trading in or storing such articles—the object of the prohibition being held to be simply to prevent the building from being habitually used for the prohibited trade or purpose, and the habitual deposit in store of the prohibited articles, and not their occasional introduction for the purpose of repairs and painting.

In a Pennsylvania case, where the keeping of benzole was confined by the stipulations of the policy to a detached shed, the fact that the insured, in carrying on their business, used it as needed in the factory from an open can in the usual way, it was held not to be a breach of the stipulation—benzole being ordinarily used that way—and the insurers, having knowledge that it was used by the insured in their business, must be presumed to have intended that it might be used as it is ordinarily in similar manufactories.

The courts have decided that, when there is a conflict between the printed and written portions of a policy, effect is usually given to that which is written, as more surely indicating the intent of the parties. The written description of the subject insured by a policy was as follows: "A stock of goods consisting of a general assortment of dry goods, groceries, crockery, boots and shoes, and such goods as are usually kept in a general retail store." In the printed conditions, annexed, and made part of the policy, it was stipulated that if any of certain enumerated articles (including gunpowder) should be "deposited, kept or stored," without the consent of the company endorsed on the policy, the policy should be void. It appeared that at the time of effecting the insurance, the assured kept for sale a small quantity of gunpowder, and that gunpowder is an article usually kept in a general retail store in quantities from ten to fifty pounds. It was held by the Supreme Court of Minnesota, first, that keeping an article in a store for retail purposes is not a storing or keeping within the meaning of the words of the policy; second, that the written portion of the policy should control the printed conditions when there is a repugnance between them; third, that the written words in the policy were broad enough to include all articles usually dealt in by persons keeping a general retail store, and that all such articles were as much included in the policy as if each was enumerated at length, and that the policy was valid. It will be seen that a ruling similar to the above would naturally depend upon the general broadness of the written

portion, the definite clearness of the printed condition, and the customs of the trade in the conducting and make up of a general retail stock of merchandise.

It has been held by the Supreme Court of our own State, as well as that of several other states, that where, by a fire policy, the keeping of gunpowder, without written permission in the policy, was to render the policy void, knowledge by the agent taking the insurance on a stock of goods, that gunpowder was kept and to be kept, would prevent the avoidance of the policy thereby, whether such permission was endorsed thereon or not.

E. A. OWEN.

Equity Between Employer and Clerk.

The *Christian Advocate* was recently appealed to by a correspondent who enquired whether a clerk who had contributed greatly to the success of his employer's business had not a moral right to demand a partnership interest and, if denied, embark in business on his own account. The *Advocate* could do nothing but reply in the affirmative, whereupon the *American Grocer* comments on the matter as follows:

Fair play between employer and those who have contributed to the success of a business would go far to reduce competition. The world has endorsed the proposition, that "the laborer is worthy of his hire." Such cases as the above are constantly arising and, unfortunately, in small towns and villages where a multiplication of stores is not desirable. There is enough trade to make one store profitable and not enough to insure good profits to two or more.

It frequently happens that a capable clerk with strong personal characteristics becomes, through intimate association with customers, very popular. They not only like him, but take an interest in his prosperity. His hold upon patrons becomes stronger when the proprietor lacks those qualities which are calculated to make him popular. It is good policy to give such a clerk a just share of the earnings of the business. It cements the relations between the employer and clerk, as well as between customer and clerk. It places a premium on the popular man putting forth extra exertion to increase the business. If, however, he desires to be independent and hoe his own row, he has a perfect right to open a store and use every legitimate means he can to gain patronage.

There are, however, popular clerks who are unscrupulous and who, harboring an intent to start in business for themselves, deliberately set to work to undermine the reputation of their employer. They insinuate that they were driven to start in business for themselves because of the dishonesty and incompetency of their employer. They intimate that he has too many tricks of trade for them to remain and keep a good conscience. We recall an instance where a hard-working and popular but dishonest clerk falsified pass-books and created errors in accounts, in order to discredit his employer and pave his way for an easy capture of customers wholly under his influence.

The competition started by former clerks is frequently a source of great annoyance, the starting point of slander and abuse.

Dealers who are capable and whose character is of the best can afford to let such a clerk go on his way without attempting to counteract his work of defamation and injury. Nothing can destroy character, although reputation may suffer for a time. The people are not long in detecting pure gold from dross, and when they have been deceived and find it out the reaction is great in favor of the injured party.

Equity between employer and clerk is calculated to prevent the best helpers assuming the care and risk of an independent business.

Use Tradesman or Superior Coupons.

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

Michael Kolb & Son,

Wholesale Clothing Manufacturers

ROCHESTER, N. Y.

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



WILLIAM CONNOR,
Box 346, Marshall Mich.

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

BEANS

W. T. LAMOREAUX & CO.,

128, 130 and 132 W. Bridge St., GRAND RAPIDS, MICH.

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

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 CONTROL OF CORPORATIONS.

The tendency of capital toward aggregation into large masses, to which I referred last week in speaking of the so-called trusts which are a distinguishing feature of the development of modern industry, has at the same time made the control of these masses of capital an object of ambition as well as a source of profit. In the early days of corporations in this country comparatively small amounts were invested in each one. They were formed by men who were well acquainted with one another, and it was understood at the outset that their affairs were to be conducted by officers then designated, and who, like the members of a private partnership, were to retain their places for life, or during good behavior. In fact, they were really partnerships, incorporated only for the purpose of avoiding personal liability. When changes were made in their management they were usually made with the consent of all concerned, because without such consent changes were all but impossible. The capitals of the companies being, as I have said, small and their shareholders few in number, an absolute majority of the stock was easy to retain, but difficult to acquire. Thus they remained in the same hands year after year, and often descended from fathers to sons, like any other property.

This primitive simplicity could not withstand the growth of the country's wealth and the necessity of ever enlarging means for the development of its resources. The consolidation of numerous little railroad companies owning short connecting links of road into one great company covering the entire line, which was demanded by the exigencies of travel and transportation, was another powerful element of corporate aggrandizement. Thus the New York Central Railroad Company was formed in 1853 out of the companies which severally owned the pieces of road between Albany and Buffalo. It was followed by a similar consolidation of the lines between Buffalo and Detroit, and of those between Detroit and Chicago. These examples were imitated elsewhere, and we see the result in the gigantic railroad systems of the present day, the affairs of which occupy so much of the public attention. A like necessity has led to the formation of the so-called industrial trusts, and for all that I can see the process is destined to go on still further.

What may be called corporation politics has, under these new conditions, assumed an importance almost equal to the affairs of nations. Just now the leading topic of interest is the revolution supposed to be imminent in the course of the present week in the Union Pacific Railway Company. A year ago, to the surprise of everybody, Charles Francis Adams retired from the Presidency of that company, and was succeeded by Sidney Dillon as the representative of Jay Gould. Now, it is said, Mr. Dillon is to make way for a candidate proposed by the European stockholders, who are as little satisfied with Mr. Gould's management as Mr. Gould was with Mr. Adams's. Week before last we heard of a movement for supplanting the ancient dynasty which has so long ruled the Delaware and Hudson Canal Company by members of the modern house of Vanderbilt, but as the present occupants of the throne are indisposed to withdraw, a lively canvass for proxies is going on,

the result of which will appear at the election of directors May 10. The Richmond Terminal reorganization scheme seems to be hampered by a similar struggle for control of the property involved, and its fate probably depends more on the result of this struggle than on its own intrinsic merits.

Occurrences of this kind are, indeed, not absolutely new. It is now nearly thirty years since the New York Central Railroad, after having been for years the private property, as it were, of a few Albany magnates, was wrested from them by the late Commodore Vanderbilt by the aid of the millions which he had amassed in running steamships. The struggles for the control of the Erie Railroad Company are historically famous, and some of the incidents to which they have given rise have been as dramatically striking as those of a play upon the stage. How, in more recent years, the Reading Railroad property, the New Jersey Central, the New York and New England, the so-called Nickel Plate, the West Shore, and many others of equal importance have passed from one set of hands to another by revolutions as sudden and unexpected as those which occur in Spanish-American republics, most of my readers do not need to be told. The important point is that these revolutions no longer excite alarm or even surprise. They are accepted as normal contingencies in corporation affairs, and are taken as matters of course.

In this latest phase of corporation life, so to speak, we have but another illustration of the universal law that like causes tend to produce like results. Civil society, as we see it about us, is the final outcome of many years of progress in development. From the family of the savage it proceeded through the tribe to the nation, and then through the consolidation of nations into empires and republics. The same mutual attraction which keeps the members of the family together keeps men together in larger bodies, and the same necessity for mutual help and defense which preserves the tribe from disintegration guarantees the permanence of the nation. The ideal to which the world is moving is universal brotherhood, though we are yet a long way from that goal, and I do not expect that it will be reached in my time. For the present, the interests of one country are adverse in many respects to those of all other countries, and much statesmanship and diplomacy are exercised in defending each one against the aggressions of the others. So it is with corporations. They have arisen out of the industrial and financial necessities of the human race, and their relations to one another resemble those of civil societies. If nations have their wars and their treaties and their compacts, so have railroads and manufacturing companies, and in the contests for the direction of their affairs there are the same opportunities for intrigue and manoeuvre that are employed in winning high places in the State. The collection and disbursement of the millions of dollars of revenue of a great railroad, for example, the employment and promotion of its thousands of servants, and the patronage of its purchases, like those of a nation, afford abundant room for the exercise of the talent for command, and require a quality of it not inferior to that employed in civil government.



See that this Label appears on every package, as it is a guarantee of the genuine article.



FERMENTUM

THE ONLY RELIABLE

COMPRESSED YEAST

Sold in this market for the past Fifteen Years.

Far Superior to any other.
Correspondence or Sample Order Solicited.
Endorsed Wherever Used.

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

Telephone 566.

106 Kent St.



See that this Label appears on every package, as it is a guarantee of the genuine article.



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.

But while to the public at large these chances and changes in the careers of corporations are only matters of entertainment, like the other news of the day, and while its chief solicitude is that corporate aggrandizement shall not be pushed so far as to raise unduly railroad rates and the prices of commodities, such as sugar, whisky, coal and cordage, the very considerable number of small stockholders who have bought their stock for the sake of dividends, without a thought of controlling the affairs of their companies, get little or no commiseration. Yet it is upon these people that the burdens imposed by their rules weigh directly. Nominally they have votes and may protect themselves by using them, but really they are as helpless as the subjects of the Russian Czar. They buy in under one administration and before they know it a new one is in power, with whose methods of management they may have good reason to be profoundly dissatisfied, but the only remedy they have is too sell out at a loss, occasioned by the acts of their ostensible representatives. Their condition is like that of the darkey on the Mississippi steamboat, in the years before the war. Being asked by the Captain whose "boy," or slave, he was, he could only answer: "I was Col. Johnson's boy when we came on board, but he has been down in the cabin playin' poker over an hour, an' I don't know whose boy I am now."

Fortunately for these humble members of great companies, railroad and industrial, the men that contend over their heads for the control of their property are usually not altogether conscienceless, and whether from integrity or from a regard to their reputations, vouchsafe to them some of the profits to which they are entitled. If they did not, they would soon become discredited, and investors would shun every enterprise in which they were engaged. As this would deprive them of occupations, they are compelled to be reasonably considerate of the rights of their subjects, and thus it comes to pass that dividends are paid on most stocks which makes them worth holding at some price, greater or smaller.

It is but just, also, to acknowledge that the control of corporations, while it gratifies ambition, yields patronage, and affords great opportunities for personal enrichment, has, on the other hand, its burdens and its responsibilities. The business of a corporation, like that of an individual, is exposed to many contingencies of loss from competition, from depreciation of commodities, and from financial depression. The maxim "Un-easy lies the head that wears a crown," applies no less to a corporation president than to a king or to a prime minister. He has to be on the lookout for danger all the while, and to guard against it by suitable measures. He has alliances to make, treaties to negotiate, strikes to oppose, hostile legislation to avert, and continual precautions to take that his company shall not suffer detriment in new and unexpected ways. Of all this the little stockholder knows nothing. He gets his dividends when they are made, without returning thanks for them, and when he gets none he is not slow to exercise the privilege of grumbling. Inasmuch, too, as he knows or ought to know the risk that he runs when he buys his shares, he should accept with resignation changes in the

control of his property when they happen to be to his disadvantage. There is no such thing as absolute safety in investments. The best a man can do is to make them only after a thorough investigation of their character and their prospects, and then abide the result.

MATTHEW MARSHALL.

The World's Peanut Center.

From the Baltimore Sun.

Norfolk has a crop which is worth millions of dollars annually—peanuts. Norfolk supplies the civilized world with peanuts. The street-corner Italian who empties a pint in your overcoat pocket, and the Parisian fruit merchant who weighs you out a quarter of a kilogram of the homely nuts, get them from here, for this is the only peanut market in the world. Smyrna has its figs, Barbary its dates, Bordeaux its grapes, and Norfolk its peanuts. What would life be without peanuts? One can scarcely picture an existence which would be tolerable under such circumstances.

The peanut magnets grow the edible tuber in Nansemond, Isle of Wight, Surry and Southampton counties, but the common market is in Norfolk. The rows for the nuts are laid off three feet apart. They are made fifteen inches deep, and phosphates are largely used as an under dressing. They are strewn along in these trenches about the middle of April, and mature after the same term which is required for potatoes. It is a crop which is marketed like the Dutch drumhead and purple Savoy cabbage, running from November to March. The nuts, however, have to go through the factories before they are shipped northward, and these factories are, with a few exceptions, situated in Norfolk. There are two factories in Franklin, Southampton county.

"What is a peanut factory?" might be asked. A peanut factory is a place where they put the "goobers" through some such process as wheat has to undergo when it is being cleaned of chaff and rid of cockerel. The most complicated machinery is used to assort and polish the nuts, and when they are packed in the ninety-pound bags the prime class bring by the pound from \$2.75 to \$3 a bag. The "tops" bring this price in Northern cities, and are mostly used by the swell groceries. The street-corner vender sells at his apple stand the second grade, and the old lady at the foot of the wharf carries a stock of doubtful "tailers." This is the result of a market which yields to Virginia truckers \$8,000,000 annually. It is second in importance only to the sweet potato crop of Accomack and Northampton counties, on the Eastern shore of Virginia, which is calculated at as many millions per acre as Bermuda has square feet, and Bermuda is the only yam-raising country that can compete with the Southern peninsula.

Clever Swindle by a Woman.

A well-dressed woman entered a store at Elmira, the other day, bought \$75 worth of goods and asked that they be sent to a hotel. They were sent by a clerk. She presented a \$1,000 bill in payment. He asked her if it was good. She was very indignant at the question, and told him to go to any bank and see. He went out and found it good, and came back with profuse apologies for having raised the question. She, however, was now virtuously angry at his suspicions and utterly refused to take the goods. The crestfallen clerk took his bundle back to the store. In the course of an hour, however, she appeared, very penitent for her temper, asking the clerk's pardon in the sweetest way, and offered again to pay for the goods. The apologies were accepted and the goods paid for, \$925 being given in change. In another hour it was found that the second bill was counterfeit, but the woman was nowhere to be found. She had taken the goods with her, and still possesses the \$925 change.

There is one kind of co-operation that always pays—the co-operation of brains with your business.

Agents Wanted!

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

COLUMBIA
VICTOR
RUDGE
KITE
TELEPHONE
OVERLAND
LOVELL DIAMOND



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

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

STUDLEY & BARCLAY,

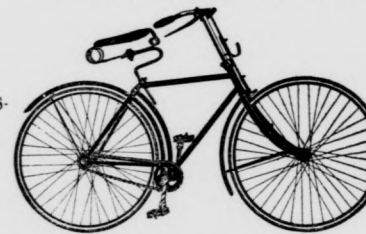
4 Monroe St.

Grand Rapids, Mich.

BICYCLES!

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

WRITE US FOR
TERMS AND DIS-
COUNTS TO
AGENTS



WE WANT
AGENTS IN EVERY
LIVE TOWN.

PERKINS & RICHMOND,

13 Fountain St., Grand Rapids, Mich.

Send us your orders for

Commercial Printing.

WE are not the cheapest printers in the State—would be ashamed of it if we were. When we find a "cheapest printer" who does workmanlike work, we will lock up our plant and sublet our printing to him. As it is, system enables us to handle work on close margins. There is more in it for us to do \$1,000 worth of work on 10 per cent. margin than \$100 worth at 25 per cent.

Besides, we carry our own paper stock, envelopes, card-boards, etc.—buy direct, discount our bills and save the middleman's profit. Let us show you what we are doing.

PRINTING DEPARTMENT
THE TRADESMAN COMPANY.

WHO URGES YOU TO KEEP

SAPOLIO?

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.

THE MERCHANT'S PARADISE.

A Dream Almost Too Good to Be True.

The day was a lovely one in spring, just warm enough to give one a touch of that dreamy, delightful malady popularly known as spring fever. The violets and dandelions were peeping above the greensward, the peach and apple blossoms perfumed the air and the persistent house-fly, renewed and rejuvenated, displayed wonderful energy in tickling the nostrils of the drowsy loafers about the corner grocery.

John Easeman, dealer in dry goods, groceries, clothing, shoes, etc., had spent the greater portion of his 48 years in his present business, and he was still far from being a rich man. He sat in the easy chair in his office, reflecting on his business cares, on the dull season, the low price of some of the staple crops, on the slowness of collections, and wondering how he could tide over his financial embarrassments until the next crops were harvested.

"It's pretty tough, sure," he muttered, "to get in such straightened circumstances through no fault of my own."

The mild, warm breeze was wafted through the window, laden with the perfume of blossoms.

"This is a lazy, sleepy sort of weather," he murmured; "the farmers are all busy in their fields and the town trade is fearfully dull to-day."

He leaned back in his chair, placed his feet on his desk and in a few moments the drowsy goddess of sleep had taken full possession of his faculties. His head fell lower and lower until his chin rested on his snirt front, and a gentle snore gave conclusive evidence that all cares were drowned in oblivion.

* * * * *

"Mr. Easeman!"

"Hey!" exclaimed Easeman, rousing himself. "Oh! it's you, is it? What do you want, Henry?" he asked his clerk.

"Several caddies of plug tobacco have just come in; what price shall we sell it for?"

"What do you ask that question for?" said Easeman irritably. "You know the manufacturers make the selling prices for retailers, and that settles it."

"You have forgotten, sir, that letter from the manufacturerers permitting the retailers to make what prices they choose. Here it is."

Easeman grasped it eagerly and read it carefully.

"Well, I'll be hanged!" he ejaculated slowly. "If this thing keeps up, retailers will be allowed after awhile to say that their souls are their own. Well, sell it at 10 per cent. less than old prices."

The clerk departed and Easeman resumed his musing.

"Hey, Easeman!" exclaimed a voice. "What prices will you make me on a barrel of granulated sugar and a sack of Java coffee?"

Easeman looked around. There stood one of the leading citizens of the town, a man who had always in the past ordered groceries for his large family from a wholesale house at the nearest market.

"How do you happen to come to me?" asked Easeman. "I thought you always bought from a wholesale house?"

"Read this," he replied handing him a letter.

DEAR SIR—We are sorry to have to decline your order. In compliance with the request of retailers, whose interests we desire to foster, the Wholesale Grocers' Association has decided to sell no more goods to consumers.

"Great Scot!" exclaimed Easeman. "Can it be possible? Let me read it again. Yes, it's true. Well, the millennium is near."

Easeman made satisfactory prices, sold a good bill, and had just resumed his easy chair when he heard some one enter the store.

"There comes that confounded Standoff," he muttered. "He's been owing me \$80 for over two years, and it's a dead duck. I'll take 50 cents for the account."

"Howdy, Easeman, old boy," cried Standoff cheerily.

"To'ble, to'ble," responded Easeman, rather coolly; "what can I do for you?"

"Well, you can write me receipt, if it isn't too much trouble. I owe you \$80; make the receipt for \$100 to cover interest," he said, counting out that amount.

Easeman gazed at him in amazement. He picked up the money, but it dropped to the floor from his trembling fingers. He picked it up again and seized a pen, but couldn't make a figure or letter.

"What the deuce is the matter with you anyhow?" asked Standoff.

"I'm paralyzed, I think," replied Easeman, pulling himself together and writing the receipt with an effort. "Much obliged Standoff, much obliged. Do you want any goods to-day? You can get all the time you want."

"I don't want any time. All the people in town, except the merchants, held a convention this morning, and resolved that as the interests of retail merchants must be fostered, they would pledge themselves to pay all old debts, and in the future pay cash for everything. Good day, old man, you look sick. Better go to bed!"

Easeman muttered an unintelligible reply and sank down in his chair.

"Blest if I don't believe I'm dreaming," he said. "No!"—pinching himself—"I'm awake. Well, that Yale College professor is right about the millennium having come."

His clerk laid several letters on the desk which had come in the last mail. The first one he opened was from a wholesale grocery firm of whom he purchased largely:

DEAR SIR—You will doubtless be gratified to learn that at a meeting of the Sugar Trust, held yesterday, it was unanimously decided, in order to protect the interests of retailers, to dissolve the Trust. You may confidently expect a drop of 25 per cent. in prices of sugar at once. The glass, tobacco and other trusts have also announced their intention of taking similar action within the next week.

"Whoo-oo-pee!" yelled Easeman in true Comanche style, causing the clerk to look back in astonishment, and wonder if he hadn't been drinking. "Well, the world is getting good—too blamed good when those trust fellows take such a step."

He arose from his chair and paced back and forth through the store to wear off his excitement. An acquaintance who always traded with a rival, Jones, between whom and Easeman there existed a deadly enmity, entered and remarked:

"Easeman, Jones sent me here to get some canned peaches. He is out of the best brands, and says you have something first-class."

"Who—sent—you?" gasped Easeman.

"Why, Jones, your competitor down the street. What's the matter with you?"

"An attack of nausea," faltered Easeman. "Here Henry, wait on Mr. Thompson."

Easeman started back to the office, his head in a whirl. Jones, his rival, his bitter enemy, his unrelenting foe, send a customer to him? Incredible! yet true, nevertheless.

"I must rest awhile," he muttered, "and get my wits together. Confound it, there comes that Mrs. Hardease who never knows what she wants, and consumes several hours of a man's time trying to find out. The last pair of shoes I sold her required four hours. She never knows what size she wants, what style, what last or what anything. As luck will have it, Henry is busy and I'll have to see what she wants."

"Good afternoon, Mrs. Hardease," he said, politely. "What can I do for you?"

"I want a pair of shoes," she replied, rapidly, a button shoe, common sense heel and toe, No. 4, D last, to cost—Great heavens! what's the matter?"

Easeman had fallen heavily to the floor.

It was the straw that broke the camel's back.

* * * * *

It was a dream.—K. C. Grocer.

Manistee—The sawmills are all at work now, and are turning out lumber very fast. We will soon have a stock of different kinds to offer the hungry buyers, in place of the empty spaces that now greet them when they come to look us over.

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—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—BAKERY, GROCERY, CONFECTIONERY and ice cream business. Established trade. Apply to Box 237, Gladwin, Mich. 496

FOR SALE—A FINE STOCK OF GROCERIES and crockery in good shape and doing a good business. Can give good reasons for selling. Box 87, Allegan, Mich. 489

FOR SALE CHEAP—SMALL STOCK OF hardware, boots and shoes and groceries, store building and fixtures in the best new growing town in Northern Michigan. Business well established. Address No. 490, care Michigan Tradesman. 490

FOR SALE—NEW, CLEAN STOCK OF DRY goods. Established trade; good town. Lock box 963, Rockford, Mich. 483

SPLENDID BUSINESS CHANCE FOR A PERSON with \$1,000 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 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—A CLEAN GROCERY STOCK, doing a good business. Reason for selling, poor health. W. L. Mead, Ionia, Mich. 395

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 CLERK IN GENERAL or dry goods store. References furnished. Address No. 493, care Michigan Tradesman. 493

WANTED—POSITION BY REGISTERED pharmacist of eleven years' experience. Address No. 487, care Michigan Tradesman. 487

WANTED—POSITION WITH WHOLESALE or retail grocery house as salesman. First class references. Address No. 488, care Michigan Tradesman. 488

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

MISCELLANEOUS.

CASH REGISTER—\$200 IS THE REGULAR price. We have a National Cash Register which we offer \$50 less than the regular price. Perfectly new. Foster, Stevens & Co., Grand Rapids, Mich. 485

WANTED—REGISTERED DRUG CLERK. Write terms, experience, etc. C. A. Gurney, Hart, Mich. 494

FOR RENT—NICE LARGE LIGHT STORE in brick block near Fifth avenue at 825. Jno. C. Dunton, Widdicombe Building. 491

FOR SALE—GOOD DIVIDEND-PAYING stocks in banking, manufacturing and mercantile companies. E. A. Stowe, 100 Louis St., Grand Rapids 379

WANTED—A DRUGGIST TO GO TO DEL ton, Barry county, Mich., and start a drug store. Living rooms above. Will be ready May 1. For particulars address H. Arbour, Stanwood, Mich. 486

STOCK OF GOODS WANTED—WILL EXCHANGE a first-class farm within six miles of Grand Rapids, for a stock of merchandise. Difference in cash. Not particular about location. Address Box 275, Grand Rapids, Mich. 497

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

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

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

SEE HERE—GOOD CHANCE FOR A BUSINESS man or practical miller, with some money to invest in a roller mill. Address J. Wylie, Fairgrove, Mich. 492

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

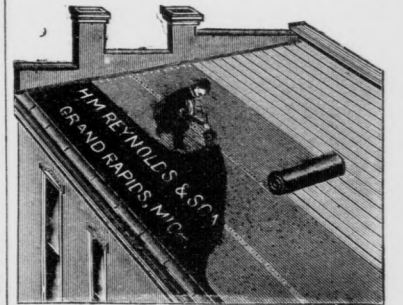
WANTED—REGISTERED DRUG CLERK. Write particulars as to experience and salary expected. L. A. Scoville, Clarksville, Mich. 472

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

FOR SALE—320 ACRES OF LAND IN HAYES county, Neb. Will sell cheap or trade for a stock of merchandise. A. W. Prindle, Owosso, Mich. 480

WANTED—REGISTERED PHARMACIST—lady preferred. Geo. C. Rounds, Vicksburg, Mich. 481

WANTED—SECOND-HAND SODA FOUNTAIN. Must be complete and in good repair. Address No. 495, care of Michigan Tradesman. 495



ASPHALT FIRE-PROOF ROOFING

This Roofing is guaranteed to stand in all places where Tin and Iron has failed; is superior to Shingles and much cheaper.

The best Roofing for covering over Shingles on old roofs of houses, barns, sheds, etc.; will not rot or pull loose, and when painted with our

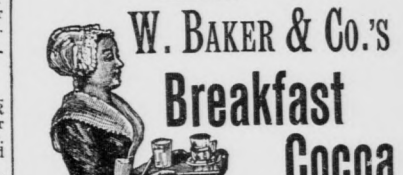
FIRE-PROOF ROOF PAINT,

Will last longer than shingles. Write the undersigned for prices and circulars, relative to Roofing and for samples of Building Papers, etc.

H. M. REYNOLDS & SON, Practical Roofers,

Cor. Louis and Campau Sts., Grand Rapids, Mich.

GOLD MEDAL, PARIS, 1878.



W. BAKER & Co.'s Breakfast Cocoa

Is Absolutely Pure and it is Soluble.

Unlike the Dutch Process

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

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

W. BAKER & CO., Dorchester, Mass.

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.

Wholesale Price Current.

Table of Wholesale Price Current listing various goods such as ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, and OLEUM with their respective prices.

Table listing various medicinal and chemical products including Morphia, S. P. & W., Selditz Mixture, Sinapis, Moschus Canton, Myrtilica, Nux Vomica, Os. Sepa, Pepsin Saac, H. & P. D., Co., Pleis Liq., N. C., 1/2 gal, doz, Pleis Liq., quarts, Pili Hydrag, (po. 30), Piper Nigra, (po. 32), Piper Albs, (po 55), Pix Burgum, Plumbi Acet, Pulvis Ipeac et opli. 1, Pyrethrum, boxes H & P. D. Co., doz, Pyrethrum, pv, Quassia, S. P. & W., Quinia, S. P. & W., S. German, 19, Rubia Tinctorum, Saccharum Lactis pv, Salacin, Sanguis Draconis, Sapo, W, M, G, 15, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw, Bbl. Gal, 70 70, 55 60, 45 50, 40 43.

HAZELTINE & PERKINS DRUG CO.

DRUGS

CHEMICALS AND PATENT MEDICINES.

Paints, Oils and Varnishes.

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

Weatherly's Michigan Catarrh Remedy. 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.

Table listing various grocery items such as AXLE GREASE, BAKING POWDER, and CANNED GOODS with their respective prices.

Table listing various grocery items such as Apricots, B. & W. Blackberries, Cherries, and various fruits.

Table listing various grocery items such as CLOTHES PINS, COCOA SHELLS, COFFEE, and various oils.

COUPON PASS BOOKS. (Can be made to represent any denomination from \$10 down.)

CONDENSED MILK. 4 doz. in case. Eagle, Crown, Genuine Swiss, American Swiss.

CRACKERS. Seymour XXX, Family XXX, Salted XXX, Kenosha, Boston, Butter biscuit.

DRIED FRUITS. Domestic. Apples, Apricots, Blackberries, Nectarines, Peaches, Pears, Prunes.

EXTRACT. Valley City, Felix, Hummel's, tin.

CHICORY. Bulk, Red.

CLOTHES LINES. Cotton, Jute, 72 ft.

COUPON BOOKS. TRADESMAN'S CREDIT COUPON 1 and 5.

COUPON BOOKS. "Superior", "Universal".

Peas. Green, Split, German, East India, Cracked.

FISH - Salt. Bloaters, Yarmouth, Cod, Pollock, Whole, Boneless, Smoked, Herring, Scaled, Holland, Round shore, Mackerel, No. 1, Family, Russian, Trout, No. 1, Whitefish, No. 1, Family, Teifer's Absolute.

FISH and OYSTERS. F. J. Dettenthaler quotes as follows: FRESH FISH, OYSTERS - CRIS.

GRAINS and FEEDSTUFFS. WHEAT, MEAL, FLOUR, CORN, OATS, HAY.

FLAVORING EXTRACTS. Jennings' D C. Lemon, Vanilla, Sage, Hops, Madras, S. F., Chicago goods, Mason's, Pure, Calabaria, Sicily, Condensed, S. F., No. 9 sulphur, Anchor parlor, No. 2 home, Export parlor.

FARINACEOUS GOODS. 100 lb. kegs, Barrels, Grits, Lima Beans, Dried, Maccaroni and Vermicelli, Imported, Pearl Barley, Kegs.

MINCE MEAT. NEW ENGLAND MINCE MEAT. T. E. DOUGHERTY.

MEASURES. 3 or 6 doz. in case per doz., Tin, per dozen, 1 gallon, Half gallon, Quart, Pint, Wooden, for vinegar per doz., 1 gallon, Half gallon, Quart, Pint, MOLASSES, Blackstrap, Sugar house, Cuba Baking, Ordinary, Porto Rico, Fancy, New Orleans, Fair, Good, Extra good, Choice, Fancy, One-half barrels, 3c extra, OATMEAL, Barrels 200, Half barrels 100, OILS, The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids: W. W. Headlight, 150 fire test (old test), Water White, Naptha, Gasoline, Cylinder, Engine, Black, 25 to 30 deg, ROLLED OATS, Barrels 180, Half bbls 90, PICKLES, Medium, Barrels, 1,200 count, Half barrels, 600 count, Small, Barrels, 2,400 count, Half bbls, 1,200 count, PIPES, Clay, No. 216, T. D. full count, Cob, No. 3, POTASH, 48 cans in case, Babbitt's, Penna Salt Co's, ROOT BEER, Williams, per doz, 3 doz, case, RICE, Domestic, Carolina head, No. 1, No. 2, Broken, Imported, Japan, No. 1, Java, Patna, SAUERKRAUT, Silver Thread, bbl, Whole Sifted, Allspice, Cassia, China in mats, Batavia in bund, Saigon in rolls, Cloves, Amboyana, Zanzibar, Mace Batavia, Nutmegs, fancy, No. 1, No. 2, Pepper, Singapore, black, white, shot, Pure Ground in Bulk, Allspice, Cassia, Batavia, and Saigon, Cloves, Amboyana, Zanzibar, Ginger, African, Cochln, Jamaica, Mace Batavia, Mustard, Eng. and Trieste, Trieste, Nutmegs, No. 2, Pepper, Singapore, black, white, Cayenne, Sage.



Cabinets containing 120 lb. packages sold at case price, with additional charge of 90 cents for cabinet.

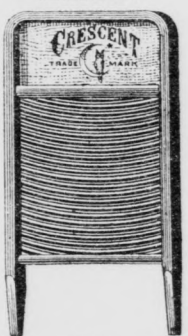


"Tradesman", "Superior", "Universal".



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

<p>"Absolute" in Packages.</p> <p>Allspice 1/4s 1/2s 1/8s Cinnamon 84 1 55 Cloves 84 1 55 Ginger, Jam 84 1 55 " Af. 84 1 55 Mustard 84 1 55 Pepper 84 1 55 Sage 84</p> <p>SAL SODA. Kegs. 1 1/4 Granulated, boxes 1 1/4</p> <p>SEEDS. Anise @12 1/2 Canary, Smyrna 3 1/2 Caraway 8 Cardamon, Malabar 90 Hemp, Russian 4 1/2 Mixed Bird 4 1/2 @ 5 1/2 Mustard, white 5 Poppy 9 Rape 6 Cuttle bone 30</p> <p>STARCH. Corn. 30-lb boxes 6 1/4 40-lb " 6 Gloss. 1-lb packages 5 1/2 3-lb " 5 1/2 6-lb " 6 40 and 50 lb. boxes 4 1/4 Barrels 4 1/4</p> <p>SNUFF. Scotch, in bladders 37 Maccaboy, in jars 35 French Rappee, in Jars 43</p> <p>SODA. Boxes 5 1/2 Kegs, English 4 1/4</p> <p>SALT 100 3-lb. sacks \$2 25 60 5-lb. " 2 00 28 10-lb. sacks 1 85 20 14-lb. " 2 25 24 3-lb. cases 1 50 56 lb. dairy in linen bags 50 28 lb. " drill " 18 Warsaw. 56 lb. dairy in drill bags 35 28 lb. " " 18 Ashton. 56 lb. dairy in linen sacks 75 Higgins. 56 lb. dairy in linen sacks 75 Solar Rock. 56 lb. sacks 25</p>	<p>Common Fine. Saginaw 80 Manistee 85</p> <p>SALEBRATUS. Packed 60 lbs. in box. Church's 3 30 DeLand's 3 15 Dwight's 3 30 Taylor's 3 00</p> <p>SOAP. LAUNDRY. Allen B. Wrisley's Brands. Old Country, 80 1-lb. 3 20 Good Cheer, 60 1 lb. 3 00 White Borax, 100 3/4-lb. 3 60 Proctor & Gamble. Concord 2 80 Ivory, 10 oz. 6 75 " 6 oz. 4 00 Lenox 3 65 Mottled German 3 15 Town Talk 3 00</p> <p>SCOURING AND POLISHING. Sapolio, kitchen, 3 doz. 2 50 " hand, 3 doz. 2 50</p> <p>SUGAR. Cut Loaf @ 5 1/2 Cubes @ 4 1/2 Powdered @ 4 1/2 Granulated. 4.50 @ 4 1/2 Confectioners' A. 4.44 @ 4 1/2 Soft A. @ 4.31 White Extra C. @ 4 1/2 Extra C. @ 4 C. @ 3 1/2 Yellow @ 3 1/2 Less than bbls. 1/4c advance</p> <p>SYRUPS. Corn. Barrels 22 Half bbls. 24</p> <p>Pure Cane. Fair 19 Good 25 Choice 30</p> <p>SWEET GOODS. Ginger Snaps 8 Sugar Creams 8 Frosted Creams 9 Graham Crackers 8 1/4 Oatmeal Crackers 8 1/4</p> <p>TEAS. JAPAN—Regular. Fair @17 Good @20 Choice @24 @26 @32 @34 Dust @10 @12</p> <p>SUN CURED. Fair @17 Good @20 Choice @24 @26</p>	<p>Choiceest. 32 @24 Dust. 10 @12</p> <p>BASKET FIRED. Fair 18 @20 Choice. 25 @25 Choiceest. 35 @35 Extra choice, wire leaf 40 @40</p> <p>GUNPOWDER. Common to fair 25 @25 Extra fine to finest. 50 @65 Choiceest fancy 75 @85</p> <p>OOLONG. Common to fair 23 @30</p> <p>IMPERIAL. Common to fair 23 @26 Superior to fine 30 @35</p> <p>YOUNG HYSOON. Common to fair 18 @26 Superior to fine 30 @40</p> <p>ENGLISH BREAKFAST. Fair 18 @22 Choice. 24 @28 Best 40 @50</p> <p>TOBACCOS. Fine Cut. Pails unless otherwise noted Hiawatha 50 Sweet Cuba 34 McGinty 24 " 22 Valley City 1/2 bbls. 32 Dandy Jim 27 Torpedo 20 " in drums 19 Yum Yum 26</p> <p>Plug. Sorg's Brands. Spearhead 37 Joker 22 Nobby Twist 38 Oh My 29</p> <p>Scotten's Brands. Kyo. 22 Hiawatha 38 Valley City 34</p> <p>Finzer's Brands. Old Homesty 40 Jolly Tar 32</p> <p>Middleton's Brands. Here It Is 28 Old Style 31 Jas. G. Butler & Co.'s Brands. Something Good 38 Toss Up 26 Out of Sight 25</p> <p>Private Brands. Sweet Maple 30 L. & W. 25 Smoking Boss. 12 1/4 Colonel's Choice 13</p>	<p>Warpath 14 Banner 15 King Bee 20 Kila Dried 17 Niger 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</p> <p>WASHBOARDS. Wilson 200 Saginaw 1 75 Rival 1 40 Daisy 1 00 Langtry 1 10 Defiance 1 75</p> <p>Double. Wilson 2 50 Saginaw 2 25 Rival 1 80 Defiance 2 00 Crescent 2 60 Red Star 2 75 Shamrock 2 50 Ivy Leaf 2 25</p> <p>VINEGAR. 40 gr. 7 50 gr. 8 \$1 for barrel.</p> <p>WET MUSTARD. Bulk, per gal 30 Beer mug, 2 doz in case 1 75</p> <p>YEAST—Compressed. Permentum per doz. cakes. per lb. 25 Fleischman, per doz. cakes. per lb. 25</p>	<p>HIDES, PELTS and FURS Perkins & Hess pay as follows, prices nominal: HIDES. Green 3 @4 Part Cured 4 @4 1/2 Full " 5 @5 Dry " 5 @5 Klips, green 3 @4 " cured 5 @5 Calfskins, green 4 @5 " cured 5 @7 Deacon skins 10 @20 No. 2 hides 1/4 off.</p> <p>WOLLS. Washed 20 @25 Unwashed 10 @20</p> <p>MISCELLANEOUS. Tallow 3 1/2 @ 4 Grease butter 1 @ 2 Swatches 1 1/2 @ 2 Ginseng 2 00 @ 2 50</p> <p>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 @ 3 00 " pale & yellow 50 @ 1 00 Mink, dark 40 @ 1 10 Muskrat 05 @ 15 Oppossum 15 @ 20 Otter, dark 5 00 @ 8 00 Raccoon 25 @ 75 Skunk 1 00 @ 1 20 Wolf 1 00 @ 3 00 Beaver castors, lb. 2 00 @ 5 00</p> <p>DEERSKINS—Per pound. Thin and green 10 Long gray 20 Gray 25 Red and blue 35</p> <p>POULTRY. Local dealers pay as follows for dressed fowls: Fowl 12 @13 Turkeys 14 @15 Ducks 13 @14 Live Poultry. Spring chickens 25 @30 Fowls 9 @10 Turkeys 12 @13</p>	<p>PAPER & WOODENWARE PAPER. Straw 1 1/4 Rockfalls 2 Rag sugar 2 1/2 Hardware 2 1/4 Bakers 5 1/2 @ 6 Dry Goods 5 1/2 @ 6 Jute Manila 2 1/2 @ 5 1/2 Red Express No. 1 5 1/2 " No. 2 4 1/2</p> <p>TWINES. 48 Cotton 20 Cotton, No. 1 17 " 2 16 Sea Island, assorted 30 No. 5 Hemp 15 No. 6 " 15</p> <p>WOODENWARE. Tubs, No. 1 7 00 " No. 2 6 00 " No. 3 5 00 Pails, No. 1, two-hoop 1 35 " No. 1, three-hoop 1 60 Clothespins, 5 gr. boxes 40 Bowls, 11 inch 80 " 13 " 90 " 15 " 1 00 " 17 " 1 25 " assorted, 17s and 19s 2 50 " 15s, 17s and 19s 2 75 Baskets, market 35 " shipping bushel 1 20 " full hoop " 1 30 " bushel 1 50 " willow cl'ths, No. 1 5 75 " " No. 2 6 25 " " No. 3 7 25 " splint " No. 1 3 50 " " No. 2 4 25 " " No. 3 5 00</p>
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A NATIONAL BEVERAGE!

GERMAN COFFEE

A Combination of
OLD DUTCH JAVA
—AND—
THE FINEST MOCHA.
Guaranteed to Give Entire Satisfaction.

The Great and only Consideration in the Manufacture of GERMAN is Purity, Strength and Fine Flavor.

Beautiful Books and Handsome Pictures GIVEN FREE to Patrons of German Coffee.
(See certificate in each package.)

TRY IT! You can get it of any Jobber in Michigan!

VICTOR The Very Best!

BAKING POWDER.

Packed 4 doz. each, 6 oz., at 80c per doz.
" 4 " " 9 " \$1.20 "
" 2 " " 16 " 2.00 "

TO DEALERS: We authorize you to guarantee every can of Victor Baking Powder to be absolutely pure; free from any article injurious to health and equal to any on the market or money refunded

Manufactured by THE TOLEDO SPICE CO., Toledo, Ohio,
Paramaribo, Dutch Guiana. Roasters of HIGH GRADE COFFEES.

Trying to Collect a Claim in Northern Michigan.

From the Detroit Collector.

Sands F. Moore, of the law firm of Sloman, Moore & Duffie, of Detroit, has just returned from Northern Michigan, and his experience in trying to enforce a claim will interest our readers.

A prominent local merchant in a northern town, having given a mortgage of three hundred and sixty dollars upon his stock, several clients of Mr. Moore's firm became alarmed, and Mr. Moore took the first train to see what could be done. On arriving there he found that a second mortgage for \$1,045 had been given to debtor's brother three days before, and assigned to the local bank one day before. The stock in the store was greatly reduced, and Mr. Moore did not like the looks of things.

A Detroit creditor had sold the debtor, three weeks before, about five hundred dollars' worth of goods, most of the bill being spring goods. The client's representative, who accompanied Mr. Moore, could find no spring clothing in the store. After several efforts to get an interview with the debtor Mr. Moore succeeded in getting him into his room in the hotel, where he denied all charges of fraud, but after some talk wanted to know how much would settle the claim, and on being informed, promised to tell Mr. Moore in fifteen minutes what he would do, and hurried to his lawyers' office.

After waiting an hour Mr. Moore telephoned to the county seat, twenty-two miles away, for a writ of replevin, and the sheriff arrived with it about nine o'clock at night. The debtor, his two lawyers and several friends locked themselves in the store and refused to let the sheriff in, but that officer promptly broke in the doors and took what few of the creditor's goods were left. When the attorney and the sheriff entered the store they were informed by debtor's attorneys that an assignment had already been made for the benefit of the creditors and that the store was then in possession of the assignee; but they were greatly taken down when they were coolly informed that the assignee was already named as a defendant in the writ.

In a few days after Mr. Moore's return to Detroit it was learned that an invoice of hats and gloves had been taken from the depot to the store on the day before the assignment, and that none of those goods were mentioned among the assets. Mr. Moore's clients then instructed his firm to use every means known to the law, regardless of expense, and make the debtor come to time, or give him the best fight possible. Returning to the scene of conflict, and learning that the stock was to be sold under the second mortgage, Mr. Moore quickly prepared a bill in chancery charging the second mortgage to be a fraud, filed it at midnight at the county seat, drove twenty-five miles, obtained an injunction from the circuit judge, got back in time to catch a train for debtor's residence and had the injunction served in time to stop the sale.

In the meantime a detective, who came from Detroit with Mr. Moore, had satisfied himself that, inasmuch as there was not more than fifteen hundred dollars' worth of goods in the store there must be some elsewhere. A search warrant was sworn out, and in the debtor's living rooms over the store was found about four hundred dollars' worth of dry goods, boots, shoes, barrels of sugar and crackers, boxes of soap, canned goods, in fact a very complete assortment; among the rest, one full box of hats and gloves which had been received the day before the assignment. The goods were hidden under beds, in trunks, and concealed as much as possible.

By this time the situation was decidedly interesting. Nearly everyone in the little town knew what was going on, and quite a crowd collected about the store. Mr. Moore proceeded in vigorous language, to tell the debtor what he thought of him, and that the fight had only just begun; and in order to give him to understand that further search would be made, he turned to the detective and said: "I would like to search that building over there," at the same time shaking his head, but indicating no building in particular. By this time Mr. Moore

had determined to have the debtor arrested for fraudulently concealing his property, which in Michigan is a misdemeanor, and for this purpose prepared to take the train for the county seat, to procure a warrant. Before reaching the depot he discovered that the whole town, apparently, was following him, and the next thing he knew he was arrested on a warrant sworn out by a man who kept a saloon next to the debtor's store, and who had complained that the attorney had charged him with having stolen property in his building. The situation had now become exciting. Mr. Moore refused to plead on the ground that the warrant charged no offense known to the law, and threatened prosecution to all who were instrumental in his arrest. A gentleman present, seeing the difficulty of Mr. Moore's situation, promptly furnished the necessary bond, and the case was adjourned to the next day. On the next day the case was called in the largest hall in the town, but one of the people's witnesses was out of town and it was proposed to adjourn to the next day. This disgusted the attorney and he demanded an adjournment for thirty days. The tormentors then hurried to the lawyer's office to get another warrant, but the attorney quickly procured a team, drove twenty-two miles to the county seat, got the sheriff started with a warrant for the debtor, and the next morning the debtor was brought before a justice of the peace who had been county clerk, and is also an attorney, and a man more fearless in the discharge of his duty cannot be found. The debtor was arraigned, Mr. Moore and the detective gave their evidence, and hurried home on the last train Saturday night, having spent a whole week on their second trip. A week afterward the examination was continued, and the debtor was defended by two attorneys, one of them the prosecuting attorney of the county. This man for two whole days, vehemently insisted that the prosecution should stop, and that his client, who had done nothing wrong, should be let go. He declared, as prosecuting attorney, that no wrong had been done, and that something dreadful should happen to Mr. Moore for setting the criminal law in motion; but when it was shown that three weeks before the assignment the debtor had about \$8,000 worth of goods, and at the time of the assignment he owed about \$9,000, and had only \$1,500 worth of goods, the justice of the peace stood firmly to his post and bound the debtor over to the circuit court. Mr. Moore learned that another warrant was out for him, drove twenty miles in a direction different from what was expected and got home again on Saturday night.

Proceeding again under the bill in chancery, it was made to appear to the circuit judge that the assignee selected by the debtor was not a proper person to represent the creditors, and an order was made removing him, stopping the sale which he was about to make and appointing a receiver. The receiver has now sold the stock, and the bank will have to make a hard fight if it ever gets any of the money.

A motion has been made requiring the debtor to appear before the circuit court in chancery with all his books and papers, and make a showing as to what has become of his property, and explain how it happens that, after starting in business with \$3,500, he fails in a little over a year, owing \$9,000 and having only \$1,500 worth of property, and that mortgaged to his brother. And if his explanation is not satisfactory to the circuit judge it may go hard with him.

If creditors throughout the country would have as much pluck and determination as these Detroit creditors have, there would be fewer failures, and collections would be much more prompt and satisfactory.

Use Tradesman Coupon Books.

CUTS for BOOM EDITIONS —OR— PAMPHLETS.

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

PRODUCE MARKET.

Apples—Russets are about the only variety still in the market, commanding \$3 per bbl. Asparagus—\$1.25 per dozen bunches. Beans—The supply of dry stock is nearly exhausted. Handlers pay about \$1.20 for country stock and hold city picked at \$1.50@\$1.60 per bu. Butter—Dairy is in better supply. Dealers pay about 16c for good to choice and hold at 17c per lb. Cabbages—New stock is in fair demand at \$1 per crate of 125 lbs. Cranberries—Repacked Jerseys are in good demand at \$2.25 per bushel box. Cucumbers—\$1.25 per doz. Dried Apples—Sundried is held at 4 1/2 @ 5c and evaporated at 6 @ 6 1/2 c. Eggs—Jobbers pay 12c and hold at 14c. Honey—14c per lb. Lettuce—Grand Rapids Forcing is in fair demand at 10c per lb. Maple Sugar—Dealers pay 7 @ 8c per lb. and hold at 8 @ 9c. Onions—Green are in fair demand at 12c per dozen bunches. Dry stock is in small demand and supply, commanding 60 @ 80c per bu. Parsnips—In full supply at 30c per bu. Peppermint—2 1/2 c per lb. Pineapples—\$1.75 per doz. Potatoes—Old stock in full supply at 25c per bushel. New stock is in limited supply and demand at \$1.75 per bushel. Radishes—35c per doz. bunches. Strawberries—Tennessee berries are arriving freely, being held at 20 @ 25c per qt.

PROVISIONS.

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

Table with 3 columns: Item, Price, and Unit. Includes Mess, new, Short cut, Extra clear pig, etc.

Table with 3 columns: Item, Price, and Unit. Includes Kettle Rendered, Tierces, 50 lb. Tins, etc.

Table with 3 columns: Item, Price, and Unit. Includes BEEF IN BARRELS, Extra Mess, warranted 200 lbs., etc.

Table with 3 columns: Item, Price, and Unit. Includes FRESH MEATS, Swift & Company quote as follows, Beef, carcass, hind quarters, etc.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

Large table listing various candies, fruits, and nuts with columns for Full Weight, Bbls., Pails, and Per Box. Includes items like Standard, per lb., Boston Cream, etc.

Your Orders for Oranges, Bananas, Lemons, Dates, Nuts, Figs And Everything Handled by us are Respectfully Solicited.

THE PUTNAM CANDY CO. PERKINS & HESS DEALERS IN Hides, Furs, Wool & Tallow, NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

Give the Boys a Practical Business Education.

Written for THE TRADESMAN.

There never was a time in the history of this country when the absolute necessity of a careful business preparation was made so manifestly apparent as it is to-day.

There is no demand for unskilled labor. The old countries of overcrowded Europe have been using this country as a common dumping ground for their surplus population to such an extent that the American market for common, unskilled and uneducated labor has become so completely glutted that an American born citizen in the condition above described is compelled to lay aside his working outfit, hang up shovel and hoe and enlist as a common private in the mighty army of satellites who manage by hook and by crook to secure a precarious living off the industry of others.

Give the boys a chance; they will be battling with the tough and knotty problem of life after we are laid away, and every assistance we may render them in their preparation for the great battle of life will be kindly remembered every time they read our epitaphs in the Silent City of the Dead.

E. A. OWEN.

Tired of Raffles and Raffle Tickets.

From the Interstate Grocer.

"Heaven deliver me from raffles," said a prominent specialty dealer. "It is my business to circulate daily among the dealers of this city, and I am asked often to buy tickets for some kind of raffle. These raffles are likely to be for anything from a pointer dog to a wagon, a stove, or a white elephant.

The lot of the unskilled American laborer is, indeed, a bad one. Free land is no longer at his disposal and the foreigner is crowding him out of the fields of common labor.

Use Tradesman Coupon Books.

Grand Rapids & Indiana.

Schedule in effect January 10, 1922.

TRAINS GOING NORTH.

Table with 2 columns: Train Name and Time. Includes Saginaw and Cadillac, Traverse City & Mackinaw, etc.

TRAINS GOING SOUTH.

Table with 2 columns: Train Name and Time. Includes Cincinnati, Kalamazoo and Chicago, etc.

Muskegon, Grand Rapids & Indiana.

Table with 2 columns: Train Name and Time. Includes Muskegon-Leave, Grand Rapids-Arrive, etc.

SLEEPING & PARLOR CAR SERVICE.

Table with 2 columns: Train Name and Service. Includes 11:30 a.m. train, 10:30 p.m. train, etc.

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

Table with 2 columns: Train Name and Time. Includes Lv Grand Rapids, Arr Chicago, etc.

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

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 7:15 a. m. and 1:00 p. m. Ar. Toledo at 12:55 p. m. and 10:20 p. m.

VIA D., O. H. & M. Lv. Grand Rapids at 6:50 a. m. and 3:25 p. m. Ar. Toledo at 12:55 p. m. and 10:20 p. m.

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

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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

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MICHIGAN CENTRAL

"The Niagara Falls Route."

Table with 2 columns: Train Name and Time. Includes Detroit Express, Mixed, Day Express, etc.

All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a. m., returning leave Detroit at 4:45 p. m.



TIME TABLE

NOW IN EFFECT.

Table with 5 columns: Trains Leave, No. 14, No. 16, No. 18, No. 82. Includes G'd Rapids, Lv, Ionia, Ar, etc.

Table with 5 columns: Trains Leave, No. 81, No. 11, No. 13, No. 15. Includes G'd Rapids, Lv, G'd Haven, Ar, etc.

*Daily. *Daily except Sunday. Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:30 p. m. and 10:30 p. m. Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:15 p. m. and 10:30 p. m.

CHICAGO AND WEST MICHIGAN R.V.

GOING TO CHICAGO. Lv. G'R'D RAPIDS 9:00am 12:05pm *11:35pm Ar. CHICAGO 3:55pm 5:25pm *7:05am

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

TO AND FROM BENTON HARBOR, ST. JOSEPH AND INDIANAPOLIS. Lv. Grand Rapids 9:00am 12:05pm *11:35pm Ar. Grand Rapids *6:10am 3:55pm 10:10pm

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

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 11:35 p. m.; leave Chicago 11:35 p. m. Parlor Buffet Cars—Leave Grand Rapids 12:05 p. m.; leave Chicago 4:45 p. m.

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

DETROIT, LANSING & NORTHERN R. R.

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

RETURNING FROM DETROIT. Lv. DETROIT 7:00am *1:15pm 5:40pm Ar. G'R'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. GEO. DEHAVEN, Gen. Pass'r Ag't.

STUDY LAW AT HOME. Take a course in the Sprague Correspondence School of Law (Incorporated). Send ten cents (stamps) for particulars to J. COTNER, Jr., Sec'y, No. 876 Whitney Block, DETROIT, MICH.



Shopping from the Standpoint of the Shopper.

"Not fond of shopping, ma'am?" says Mr. Oldstyle. "Dear me, how extraordinary! I thought the ladies always were."

There are certain traditions handed down from father to son about "the ladies," and "the gentlemen," bless them, will believe them until the end of time.

Perhaps in those old days when the customer was of importance, and when a lady could sit comfortably at a broad counter deliberating on the respective qualities of the goods laid before her, while the obliging shopkeeper dilated on their merits at length, and seemed only born to wait upon her, shopping may have had its charms; but in the present "upstairs" and "downstairs," "farther along" time, it is different.

I fancy even our great-grandmothers would not feel it necessary to keep their reputation for being all "womanly," by continuing to be "fond of shopping."

The ordinary shopper certainly regards it as one of the trials of her life. She must endure it if she would have proper raiment, and she might like a day's outing if the thing could be made easier for her. Often she would save herself long journeys and the struggle with an ill-mannered crowd, if she could get anything at the small shops. But who ever can?

Is it want of common-sense, of enterprise or of means that causes small shopkeepers always to be "out" of everything sure to be asked for every day? To drive their patrons away by offering them rusty hair-pins, needles without eyes, cotton that snaps with every stitch? After trying to deal with the poor little woman around the corner, or the nice old man two streets off, the effort is abandoned by the most benevolent. The big, four-story establishment is the only alternative, and if any woman enjoys shopping as it must be done there, she is a candidate for a museum of curiosities.

The shopper is a person of no importance in these days; the crowd of customers are usually objects of derision to the young persons behind the counters.

"Customers," I heard one saleswoman say, "are an awful bother." And her neighbor replied:

"Oh, yes. I never pay any attention to their whims."

This disregard of customers' "whims" is the rule among the salespeople; it adds to the trials of the weary shopper, who has left her house, her needle, her baby, perhaps her trade or profession, to provide

herself with articles that she really needs. She wishes to deliberate; to make a sensible choice; to exercise a little taste; and this is scarcely possible in the midst of a crowd fighting for place, standing three deep before the counters, often with no seats to sit upon, no place to lay down bag or parcel while the purse is opened; with continual advice to go "three rooms down," or "four rooms across," or "to the basement," or "upstairs," for articles that properly belong to each other, such as the linings and the buttons of a dress, trimmings to match it, silk with which to sew it; the long waiting for change or for little parcels she wishes to take home—all this in an atmosphere always oppressively close, and sickening with furnace-heat in winter.

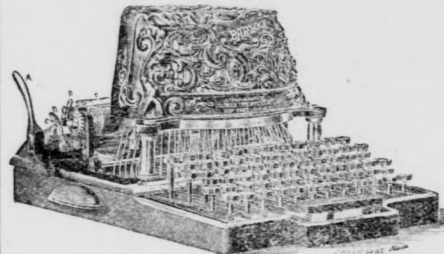
You may select a scarf in two minutes and pay for it in two more, and you may wait fifteen for your change, and then find that Mr. Smith has not signed a mysterious piece of pink paper, and wait ten more until he is found and signs it, and five more while he holds it in his hand and gets a lengthy explanation from Miss Brown, assisted by Miss Jones. No doubt it is all part of the splendid system that keeps the proprietor from being robbed by his employees; but the customer who stands quivering with impatience, and hearing, in imagination, her infant's wails, can scarcely be expected to enjoy it. Ten to one she goes home without buying half the things she put down on the list as necessary, and without having gratified her taste in anything she has bought.

In a greater or less degree, according to circumstances, this is every woman's shopping experience. I, who have left a favorite heroine hanging over a cliff by the tips of her taper fingers, and must rescue her before I sleep, have wasted nearly an hour in buying a ball of darning-cotton and waiting for one cent change. And Mr. Oldstyle thinks that it is extraordinary that I'm not "fond of shopping."

It is time to call a halt on the practice in vogue among many retailers, of advertising to sell almost everything below cost. It is a humbug plan that deceives a good many people and drives away the patronage of others. It is unnecessary, for it is a useless exaggeration. The firms who sell regularly "below cost" have big rental bill to pay and other large expenses, and they cannot pay these bills and sell goods continually "below cost." There are tricks in trade, but this one can be dispensed with.

The BAR LOCK TYPEWRITER.

The Modern Writing Machine!



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TRADESMAN COMPANY, State Agents,
Grand Rapids, Mich

Visible Writing.
Permanent Alignment.
Automatic Ribbon-Feed Reverse
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Powerful Manifold.

Light-Running, Durable.

The No. 2 Machine takes paper 9 inches wide, and writes line 8 inches long. Price, \$100 complete.

The No. 3 Machine takes paper 14 inches wide, and writes a line 13 1/2 inches long. Price, \$110 complete

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

A Full Line always Carried by

THE PUTNAM CANDY CO.

5000 Sold.

Patented 1887.

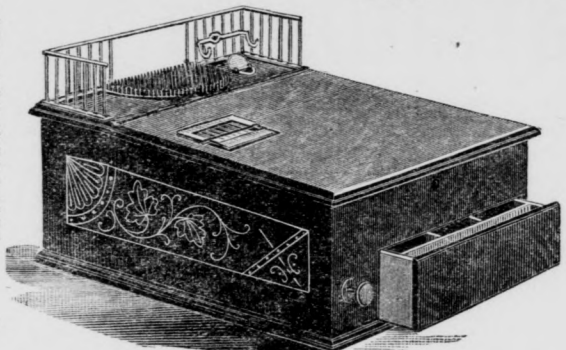


STOP

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. RUEDERBUSCH 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.

Still at the Front!

The Merchant who buys the Best always secures the Famous

RIVERSIDE CHEESE

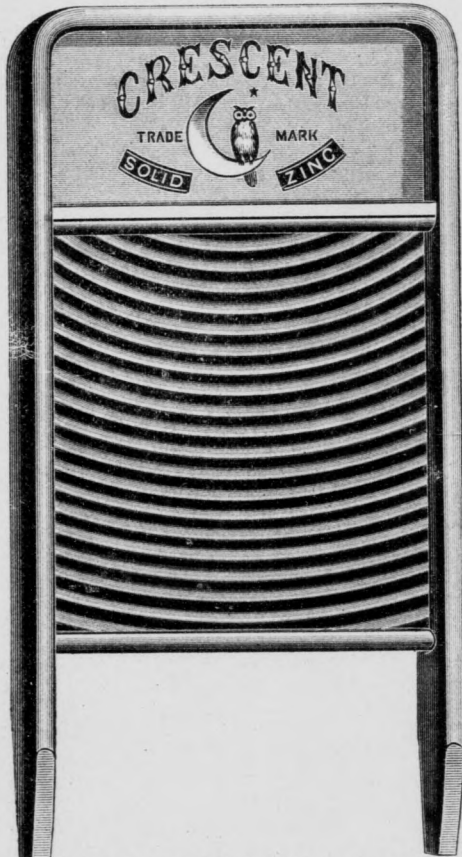
Which brand has been handled by our house exclusively for 18 years and has always taken the lead.

BALL-BARNHART-PUTMAN CO.

SAGINAW MANUFACTURING CO.,

SAGINAW, MICH.,

Manufacturers of the Following List of Washboards.



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

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HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

Wash Goods!

BATES, TOILE DU NORD, A. F. C. WARWICK, AMOSKEAG, GINGHAMS, SIMPSON, HAMILTON, MERRIMACK, HARMONY PACIFIC, GARNER AMERICAN LIGHT AND BLUE PRINTS IN FANCY AND STAPLE STYLES.

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Peerless Warps.

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

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OVERALLS OF OUR OWN MANUFACTURE.

Voigt, Herpolsheimer & Co., 48, 50, 52 Ottawa St., Grand Rapids.

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If you use River Shoes, see our line before placing orders. We make the correct styles. Also want to sell you your Boston Rubbers for next season. Terms and discount as good as offered by any agents for the Boston Rubber Shoe Co.

H. LEONARD & SONS,

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IRON LAWN, OR GARDEN VASES.



NO. 1 LAWN VASE.

No. 1 Lawn Vase.....Net, each....\$6 00
 Same, without handles..... 5 50
 Stands 30 inches high. Base, 17 inches square. Diameter, 30 inches to outside of handle. Diameter top of vase, 21 inches.



NO. 3 LAWN VASE.

No. 3 Lawn Vase.....Net, each....\$6 00
 Same, without handles..... 5 50
 Entire height, 32 inches. Entire diameter, 21 inches on top. Bottom of vase, 15 inches square.



NO. 9 LAWN VASE.

No. 9 Lawn Vase.....Net, each....\$3 75
 Entire height, 21 inches. Entire diameter, 21 inches at top. Bottom of vase, 13 inches square.



NO. 4 LAWN VASE.

No. 4 Lawn Vase.....Net, each....\$9 00
 Same, without handles..... 8 50
 Entire height, 39 inches. Bottom base, 21 inches square. Top base, 15 inches square. Diameter of Vase, 21 inches. Width to outside of handles, 29 inches.