

Michigan Tradesman.

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THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 9.

GRAND RAPIDS, MAY 11, 1892.

NO. 451

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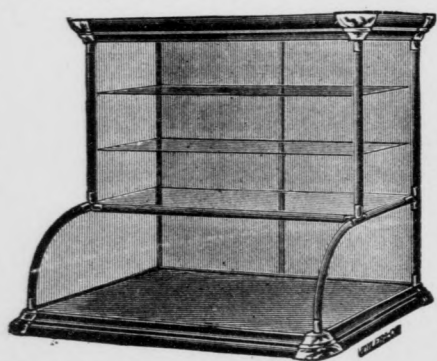
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GRAND RAPIDS, MICH.

MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, MAY 11, 1892.

NO. 451

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

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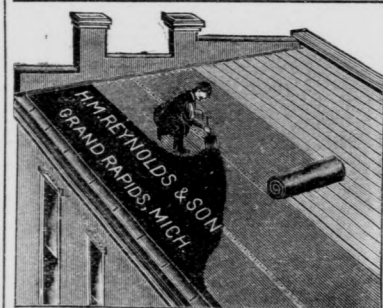
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TWO WOMEN.

Jim Harden, with much deliberation, drew toward him the tobacco-can and proceeded to stuff the bowl of his pipe full of the weed. It was significant. We knew we were about to hear what Jim called an "antidote," and our faces and attitudes at once expressed profound interest.

"Women," said Jim, between puffs, "is queer cattle—yes, they be. A feller thinks he has th'r p'int, an, mebbe keeps on thinkin' so fer awhile. Then he finds out, all of a suddint, th't what he thinks he knows an' what he don't know is more nigh alike th'n what he thinks he knows an' what he does know. One woman ain't no more like 'nother woman, th'n I be like that—wal, like that stove, f'rinstance. 'Cause why? 'Cause th'r p'verse. They be, an' they can't help it, none whatever. More-overmore, they don't want help it—that's th' p'v'ersity of 'em. W'y, ye never seen no woman that'd be, 'r do, 'r think like 'nother woman ef she hung fer not doin' it. Th'r all 'like, all right 'nough, in them respects, but not any more. Ye c'n pick out y'r female where-ever ye please, an' I don't keer ef she's th' mos' commonist, ev'ry-day sort o' critter, ye cain't find 'nother one wi' th' same markin's. Th' Lord A'mighty, didn't make 'em that way no more't all cattle is short-horns, an' I've saw a lot.

"I was jes' thinkin' of a couple o' cases I c'n rec'lect.

"Up in Dakoty, I knowed a feller th't hed a regular thor'ugh-bred wife. His name was Sammis, an' he kep' store up to Bessemer, also sellin' wagons an' grain. He was a fine feller, this Sammis, an' nothin' was too good fer him, not even his woman, an' they was reg'lar stuck on each other. Mis' Sammis had all they was goin'—Sammis had dust, an' he wasn't 'fraid t'put it up. They had a fine house, kep' a Chinese cook an' a hired girl, an' had ev'rything folks c'n hanker fer, includin' wariuous trips t' Omahaw an' Ch'cago ev'ry year. I knowed 'em a long time, an' I never seen folks get 'long so smooth t'gether—jes' like them doves that sits on th' fence b' th' stable. They'd b'en hitched seven 'r eight year, had a brace of as likely kids as ye ever seen, an' still folks used t' say, allers, how much them Sammises did sot by each other. It beat th' dooce, sure, an' might've went on fer all time, ef Sammis hadn't gone an' got inter trouble.

"Come one year, bizness was slack at the store—cash bizness, I mean—an' Sammis, he let out a heap o' stock on time, fer grub-stakes an' th' like. But he'd likewise be'n playin' poker some, as uzhal, an' was shy fer stuff w'en one day some o' th' people he was owin' called fer him t' settle up. He'd b'en borryin' dust fr'm th' c'lections he'd made fer some of 'em, 'xpectin' t' pay up right soon, but he didn't c'neet proper, an' they sinched 'im. Ev'rybody at Bessemer took a hand—'cept a few o' them th't c'd've helped him most, an' ougter-'ve did it—an' tried to help Sam out, but, feelin' innercent, Sam, he wouldn't

have it, none whatever, an' tol' them Eastern cusses th't seein' they didn't want'er wait t'll fall, an' git a fa'r squar-up, they c'd go t' th' devil, an' he'd go t' jail. So they sen's 'im up two year beltin' rock in th' pen. We'd've got a gang t'gether an' took 'im 'way f'm th' offusers, but Sam sent us word he didn't want nothin' o' th' sort—he was goin' t' take his sassyfras like a man; an' he done it.

"Now, don't think fer a minute th't all this time Mis' Sammis wa'n't doin' nothin' Great Enoch! that woman hustled like a major—went t' the men as was sinchin Sam, an' begged, an' pleaded, an' might've got 'em to give in, ef Sam hadn't been so uppish with 'em. She looked jes' orful, durin' th' trial, an' took on tur'ble w'en th' jedge sent'nced Sam. She didn't look like she useter fer a long time; jes' got paler 'n more peakid-like, an' folks thought she was goin' t' die off, sure. 'Bout three months later, she went t' see Sam, an' Sam, he tol' me 'bout it a couple years ago. They had a real scene, jam-full o' tears an' real spoony love, an' Sam wanted t' know ef it wouldn't be better fer her t' git a divorce, 'cause he was a disgrace t' her. Then, o' course, she falls on 'is neck an' weeps a hull lot, an' sez as how she'll stick t' him till th' ol' Harry goes inter th' ice-cream bizness, 'r somethin' like that.

"An, gents, it wa'n't three months longer b'fore she gits her dog-gone divorce, an' splices with a bald-headed ol' duffer f' Pennsylvany, th't'd come t' Da koty t' git unhitched hisself! Oh, it was tough, I tell ye. Sammis, he's out now, doin' good bizness, an' got his kids—at Bessemer, too, b'gosh—an' also behavin' hisself. But he was consid'ble broke up w'en th' woman shuck 'im."

Here Jim paused to refill his pipe, and took advantage of the opportunity briefly to debate the question as to whether or not Mrs. Sammis was justified in doing as she did. Then Jim proceeded.

"Th' other case I was thinkin' of is diff'runt a hull lot. Th' woman in it was 'bout th' same calibre as th' other one, I reckon, but more perseverin'."

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have used them from one to six years and they agree that as an all-around Grocer's Counter Scale the "PERFECTION" has no equal.

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And by Wholesale Grocers generally.

"It was up in Dakoty, too, this here case; over 't Gilman, 'bout twenty mile fr'm Bessemer. I was sheruff, then, an' knowed ev'rybody in that blame county. B'sides, th' gyurl was a sorter relation o' mine, how I come t' know s' much 'bout it.

"This here gyurl was a dandy high-stepper. Her ol' man was well fixed, an' she'd went t' school t' St. Louis, an' was purty persnickety. Blame fine gyurl, stunnin' purty an' nice, but persnickety, 'cause some o' th' finest an' best-fixed boys in th' county wanted 'er, an' she turned up 'er nose at th' hull bilin'. Treated 'em all nice, an' all that, but treated 'em all alike, w'ich was onpleasant fer th' boys.

"Th' trouble was, I reckon, she'd be'n readin' a hull lot o' blame trash, an' 'xpected some prince was comin' 'long t' offer hisself, w'ich did happen, only he wa'n't no prince, 'xcept, mebbe, 'cordin' t' her notion. It was a blame dood fr'm somewhere East, th't struck town an' got job a'th' Cleveland smelter, keepin' time—a feller named, 'r callin' hisself, Ward Fortescue.

"He hadn't hardly struck th' camp b'fore him an' Mame meets each other, an' is mashed, most immejit. He was one o' these slim, purty ducks th't c'n sing lots an' put up a real smooth talk, an' make book-love—one o' these sweet warts th't a feller aches t' spank an' kick. I s'pose it's women's natur' t' git stuck on 'em, 'cause they alus do.

"Anyhow, Fortescue, as he called hisself, wades right in an' rushes Mame fer all he was worth, an' Mame she liked it all right, so 'twa'n't long 'fore she up an' tells her folks th't him an' her is goin' t' git spliced. Th' ol' lady was tickled lots, 'cause Fortescue had lied t' her consid'ble 'bout his folks, an' how rich they was, an' so on; but the ol' man kicked right smart, tellin' Mame th't Mister Dood had got t' cough up his papers an' show his hand, likewise givin' Smith names o' people they c'd write to fer recommends.

"Mame, as I said b'fore, had sperrits herself, an' she kicked hard, sayin' she was of age an' her own boss, an' c'd do as she pleased; but th' ol' gent got hot in th' collar an' tol' her t' shet up, w'ich she done, keepin' up heaps o' thinkin' all th' time.

"Th' ol' gent come t' me an' chinned awhile; then he went an' seen Berry Wright, th' lawyer, an' he wrote some letters, w'ich, fer a wonder, one was answered real prompt. Pinkerton's agency wrote th't th' d'scription b'longed t' a chap named Ward th't was wanted in Michigan fer shakin' his wife an' leavin' th' bank he worked fer in th' hole.

"I tuk th' letter an' started fer Smith's, after I'd et supper. On th' way up, here come Smith, like a hen with 'er head cut off, shakin' han's with hisself, an' tur'ble 'xited, 'cause he'd be'n t' see Fortescue, an' Fortescue told 'im he was dead sure t' marry th' gyurl ef she didn't shed 'im.

"I tol' th' ol' gent 'bout th' letter an' other evidence, an' he felt better. Then we walked up t' th' house an' waded in ter th' gyurl, provin' t' her th't th' cuss was as low-lived a scamp as they was out o' jail. D'ye you think she keered? Oh, no. She jes' rips out at me, an' you bet, she roasted me bad, windin' up b' hopin' she'd never see me again. Then she turns on th' ol' gent with a lot o' rot 'bout his slanderin' Fortescue, an' how

she loves the blame rascal, an' is goin' t' foller 'im t' the devil, 'r somewheres.

"Th' next mornin' her an' th' dood was missin'. They went t' th' nex' camp, got married by a justice o' th' peace, an' skipped. She wrote t' th' ol' folks fr'm Denver, askin' t' be forgiven, an' sayin' how happy she was; but her pa wrote back sayin' she c'd come home jes' w'en she pleased, if she'd leave Ward—Smith called 'im Ward, w'ich was his name, sure 'nough—an' came t' stay.

"Did she come? I sh'd say no. She stuck t' Ward, an' got treated like a dog fer it. He used t' get drunk and 'buse Mame, an' raise Cain all sorts o' ways—an' still she didn't kick none. We never give Pinkerton any more inf'mation, so Ward wasn't bothered none f'r a couple o' year. Then he up an' run away f'm Mame an' th' kid, leavin' 'em nary red; but it jes' happened he met a feller th't knowed 'im, an' he was gently runned in 'an tuk t' Michigan. They socked it to 'im hard, too, 'cause his first wife's folks was riled up, an' th' bank he'd stole from was likewise achin' t' take a fall out o' 'im.

"Mame? She's at D'troit—I don't know how she got there—takin' in sewin' an' tryin' t' keep her an' th' kid alive till that skunk gits out o' jail. "Don't women beat th' very dooce?" And Mr. Harden shook his head and sighed heavily. R. L. KETCHUM.

Hard Hearted Grocerymen.

The Greeley-Burnham Grocery Co., of St. Louis, reports the following experience with a Texas grocery firm:

On March 12 we received a telegram, sent at our expense, and signed "C. W. Collum & Co., Decatur, Tex.," asking us to send them a round trip ticket to St. Louis and return, as they desired to come to this market and buy goods. We replied that we were a little short on round-trip tickets at the present time, and were unable to comply with the request.

We then received another telegram, also at our expense, asking us to send a salesman to Dallas to meet them. This being a little more reasonable, we telegraphed our salesman to go to Dallas, which he did at an expense of \$16, only to find fifteen or twenty other salesman, who had been summoned by mail or wire for the same purpose. Our representative succeeded, however, in getting the order, which amounted to the munificent sum of \$325, and which, in traveling expenses, telegrams, etc., had already cost nearly 10 per cent. to sell. The salesman returned home, kicking himself every few minutes at having spent three days' time and \$25 in money to sell a \$325 order. Reaching home tired, weary and disgusted, he found a telegram from C. W. Collum & Co. (also sent "collect") countermanding the entire order. His feelings may be imagined.

For genuine, unmitigated gall and impudence, we must say that C. W. Collum & Co. beat the record up to date. They are daisies, and no mistake.

New Business Block at Negaunee.

NEGAUNEE, May 5—Having fully decided to erect a brick block during the coming summer, P. B. Kirkwood is now negotiating with the Masonic lodge, with a view of putting on a third story, the entire floor space to be fitted up for the purposes of the order. Should the arrangement be effected, contracts for clearing the site will be made as soon as possible, as well as for the erection of the new structure. It is the purpose to have the new building ready for occupancy within four months from the time work is commenced. According to the plans, the front will be made of brick and red stone, with plate glass fronts, and will be the most elegant of the several handsome ones of the street. The erection of the building makes a break in a wooden row which will tend to lower insurance rates of the entire block.

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SPARKLING, HEALTHFUL, APPETIZING, EASILY MADE.

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MANUFACTURED BY
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Prompt Settlements.

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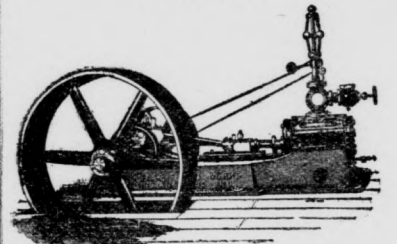
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GIVE THE BOYS A CHANCE.

Written for THE TRADESMAN.

My last article in this line of thought was descriptive of the unfortunate condition of the American citizen who finds himself upon the stage of action to-day without means and with a wife and family on his hands; and, owing to early neglect or wasted opportunities, compelled to face the world as a common, unskilled laborer. An appeal was made to the present generation of men to give their boys a chance to successfully fight the battles of life, by preparing them for the higher planes of industry and the more skillful lines of usefulness. The boys of one short generation ago, who were given a chance and improved their opportunities, are the men who turn the wheels of industry to-day. They are the skilled Knights of Industry, whose handicraft produces the wealth of the nation and furnishes us with everything material to our comfort and happiness. The spectre of idleness possesses no terrors for them, for the world will always have need of their efficiency and skillfulness. It is only the *raw material* of humanity who are compelled to carry the hod and stand on the street corners and wait for the next job. The demand for mere brute force is becoming less and less all the time and the time is rapidly approaching when the man who can offer the world nothing better than this will receive mighty little recognition for his unsolicited contribution.

These boys of the past, who were given a chance and embraced it, are the men who pour into our streets when the whistles scream out the signal for the close of the day's labor. They come from the factories and shops and, as they wend their way homeward, they pass scores of the *raw material* class standing on the street corners, growling at the times and cursing at everything in general, because there is *nothing to do*. These are the chronic grumblers and perpetual kickers and their name is legion.

Follow one of these *skilled* workmen to his home and what will you find? Yes; his home, and paid for, or being paid for, out of surplus wages. You will find a neat, cosy little cottage and in that cottage carpets are upon the floors and oil paintings adorn the walls. In the sitting room stands a book-case, well stocked with books and magazines; a fancy rack upon the wall contains the morning or evening paper—perhaps both; one or more instruments of music—quite frequently an organ or a piano—and a sewing machine are found there. Upon an extension table in the dining room, awaiting the labor-stained Knight, is spread the supper, fit for a king, and more luxurious in its make up than was ever prepared for a knight of skilled labor in any other land beneath the sun. Add to all this a happy, contented and well provided for little wife, and two or three bright-eyed and neatly-dressed American born babies, and you have the picture of an average, industrious and temperate artisan's home in this country.

The writer lives in a section of the city where these homes abound and he knows what he is writing about. Among them are carvers, pattern makers, plumbers, builders, book-binders, painters, printers, etc., and all receiving \$2.50 upwards per day, with steady work the year round. The writer is acquainted with a salesman in one of our leading

dry goods stores, who receives a salary of \$1,600 per year. "What!" I hear some incompetent idler exclaim, who has become too delicate for manual labor and has concluded to wait for some "soft snap" to turn up, "a clerk in a dry goods store getting \$1,600 per year?" Just so, my young imbecile; but you must remember that this man has full and complete charge of the carpet department of this establishment. He was cradled, so to speak, in this branch of industry, and received in early life a thorough training in this particular mercantile pursuit. His early practical experience, followed by a close attention to business, has made him an expert in his line and fitted him for the responsible position which he holds. This man, naturally, is no brighter than hundreds of other men who are not capable of earning one-third as much, simply because he was trained and prepared for some usefulness, while they were not.

The writer has no desire to commit himself as to the merits or demerits of the plumbers' strike, now pending in this city, but there is one statement embodied in the reply of the employers to the set of rules adopted by the men which has the genuine ring of common horse sense in it. They stated that they would "treat with each man individually, as to his wages, under the new order, on the basis of his value to them." This is surely the only just and equitable basis of treatment in all cases involving an interchange of values—and labor and wages should be no exception to the rule. Every one knows that ten hours' labor of one man may be worth \$3.50, while ten hours' labor of another man may not be worth more than \$2.50. Now, suppose some arbitrary power undertakes to compromise the matter by fixing a uniform price of wages at \$3, and then forces these men on employers at this fixed schedule of prices. The employer who might be so unfortunate as to have the poorer man assigned to him, would be compelled to pay him 50 cents per day more than he could earn, which would be an act of injustice to such employer. On the other hand, the employer to whom was assigned the better man, would get the benefit of his labor for 50 cents per day less than he earned, which certainly would be an act of injustice to this workman. This may be construed as a sort of charitable or mutual benefit system; but, in the writer's opinion, it is unreasonable, theoretically, and promotive of bad results, practically. It undertakes to annul natural law by applying unnatural law. It tries to uphold the weak by suppressing the strong. It attempts to foster incompetency at the expense of superior capacity. In fact, it puts a premium on mediocrity and retards advancement, and reverses the engine of human progress.

I repeat the admonition of my former article—give the boys a chance, by fitting them for some useful occupation.
E. A. OWEN.

Use of Samples.

Weary clerk (after cutting off twenty-five samples of dress goods)—Is that all, madam?

Miss Grabbe—Um! I would like one more sample. My mother is so particular. Cut me off a piece from that roll under your hand.

Little Sister (loudly)—Why, Moll, that won't do at all. Mother said she wasn't going to have any blue in that crazy quilt, 'cause it always tades.

PECK'S CASH REGISTER.

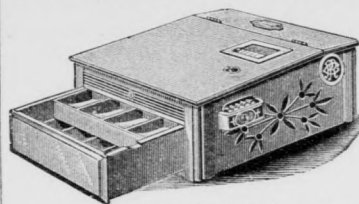
WE SELL MORE

Registers

— TO —

Business Men

Than all the Other Register Companies Combined.



Why is the Peck Autographic Cash Register the Best for Merchants?

Because it records items instead of General Results.
Because it is always ready to make and preserve a record of money paid in and out.
Because there are no "charge slips," "received on account slips," "paid out slips" and "just out slips" to be lost and break the record.
Because a merchant can file away his entire day's business on one sheet and refer in an instant to the record of any previous day.
Because figures won't lie, but machinery, if out of repair, is bound to.
Because it is not necessary to send it to the factory every six months for repairs.
Because you are not obliged to strike three or four keys to register one amount.
Because it is simple, practical, reasonable in price, and accomplishes the results that merchants desire.

LOBDELL & GEIGER, Gen'l Agents,

39 Pearl St., Grand Rapids, Mich.

"Not How Cheap, but How Good."



"Blue Label" Ketchup

SOLD ONLY IN BOTTLES,

Will be found to maintain the high character of our other food products.

We use only well-ripened, high-colored Tomatoes, seasoned with pure spices, thus retaining the natural flavor and color.

PREPARED AND GUARANTEED BY

CURTICE BROTHERS CO.,

Rochester, N. Y., U. S. A.

BALL-BARNHART-PUTMAN CO.,

Distributing Agents.

Cream Laid Bill Heads.

WE have an odd lot Cream Laid Bill Heads which we will close out while present supply lasts at the same price as our cheapest paper.

	500	1000	2000
1-6 size, 8½ in. wide, 6 lines,	\$1 65	\$2 50	\$4 50
¼ " " " 14 "	2 00	3 00	5 40
500 each size,		2 75	
1,000 "			5 00

Send for sample.

PRINTING DEPARTMENT

THE TRADESMAN COMPANY,

Grand Rapids, Mich.

MICHIGAN BARK & LUMBER CO.,

Successors to



18 and 19 Widdicomb Building.

We are now ready to make contracts for the season of 1892. Correspondence solicited.

AMONG THE TRADE.

AROUND THE STATE.

Delton—A. E. Varah has opened a hardware shop here.

Adrian—Geo. Brenner succeeds E. H. Meyer in the bakery business.

Benton Harbor—L. Kennedy has sold his grocery stock to C. M. Martin.

Wood's Corners—R. E. Anslow succeeds R. Warren in general trade.

Alpena—Jas. E. Field & Co. succeeds Field & Gray in the drug business.

Grayling—Hymon Joseph has sold his dry goods stock to Rosenthal Bros.

Constantine—R. F. Watkins will remove his drug stock to Union City.

Gulliver—H. O. Rindy is succeeded by Humeston & Stiles in general trade.

Edmore—Regis & Burgess succeed Thos. Regis in the grocery business.

Homer—J. H. Darrow succeeds Darrow & Knight in the grocery business.

Lansing—Oscar M. Elliott succeeds J. W. Higgs, Jr., in the grocery business.

Bay City—Geo. G. Powers & Co. succeeds E. A. Spear in the grocery business.

Brighton—Samuel Harwood has sold his grocery stock to W. C. Havens & Son.

Menominee—J. H. Jewett succeeds Mrs. J. F. Anson in the notion business.

Saginaw—Wm. Graham succeeds A. J. (Mrs. W. I.) Woodruff in the drug business.

Alpena—Geo. W. Kendrix succeeds E. S. (Mrs. G. H.) Warren in the dry goods business.

Bay City—Altman & Grossman succeeds Endelman & Co. in the clothing business.

Marlette—Geo. Weaver succeeds Emily L. (Mrs. James A.) Fisher in the drug business.

Kalkaska—Hobbs & Palmer succeed T. D. Hobbs in the grocery and meat business.

Muskegon—Ralph Buitendorph is now operating his meat market at 264 Terrace street.

Saginaw—F. L. Carter & Co. have disposed of their grocery stock to De Groat Bros.

Lansingburgh—Whitney & Bailey have sold their grocery stock and meat market to F. M. Dodge.

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

Jackson—Frank D. Hamilton succeeds W. H. Hamilton & Son in the tea, coffee and spice business.

Gill's Pier—Wm. F. Gill, of the firm of Wm. Gill & Son, general dealers and sawmill operators, is dead.

Ontonagon—James Corgan & Son have sold their dry goods and grocery stock to J. M. Wadsworth & Co.

Uby—J. W. Herber succeeds the former firm of J. W. Herber & Co. in the dry goods and grocery business.

Elm Hall—J. R. Shaffer has purchased the old Hudson store building and will remove his drug stock to that location.

Kalamazoo—Rudow & Galligan are succeeded by Carl Rudow in the wholesale and retail cigar and liquor business.

Cadillac—F. H. Huntley has sold his jewelry stock to E. W. Thompson, who will continue the business at the same location.

North Muskegon—A. R. Williams has opened a grocery and men's furnishing goods store at Alberts & Rosenberg's sawmill, at the outlet of Bear Lake.

Vestaburg—Dr. V. C. Van Liew has decided to remove his drug stock to West

Owosso, having given the Hazeltine & Perkins Drug Co. an order for the necessary fixtures.

Altona—Hafey & Lyons have purchased the sawmill of H. J. Brown and will increase its capacity, adding machinery for the manufacture of broom and mop handles.

Greenville—T. E. Johnson has sold his interest in the cigar firm of Roneigk, Johnson & Co. to Louis Roenigk and Craig Slaght and has gone on the road for a glove and mitten firm.

Muskegon—J. E. Rochon has sold his interest in the drug firm of Deschamps & Rochon to James P. Eddy, formerly of Lake Linden. The new firm will be known as Deschamps & Eddy.

Detroit—The three coal firms, Pittmans & Dean, Hall & Ashley and Peacock & Son, have decided to amalgamate their business into one stock company, to be known as The Pittmans & Dean Co.

Shelby—E. Rolinson, of Parma, in partnership with his son of the firm of Rolinson Bros., of Hesperia, have leased the Twining building and will open a bazaar store under the firm name of Rolinson & Son.

Allegan—J. B. Lehman and Louis Eisenberg, who have had charge of the Model shoe store here for several years, have formed a copartnership and will embark in the shoe business at Kalamazoo about Sept. 1.

Fife Lake—Ph. Bernstein has moved the old Pioneer drug store upon the lot formerly occupied by C. C. Bailey's double store. He will repair the building and add twenty-five feet at the rear. When it is completed, he will occupy it with his general stock.

Manistee—J. W. Rich, a well-known and highly respected business man of this city—formerly of the drug and grocery firm of Scoville & Rich, and later, up to the time of his death engaged in the grocery business on River street West—died on May 2 of kidney trouble.

MANUFACTURING MATTERS.

Coleman—Lloyd & McMorris are cutting 30,000 staves daily, and will put in machinery to manufacture heading.

Rhodes—Post & Ferguson are building a mill near this place for the manufacture of lumber, lath and table legs.

Detroit—Williamson, Griggs & Co., manufacturing chemists, are succeeded by the Williamson Manufacturing Co.

Hammonds Bay—Fitzpatrick Bros. have banked 6,000,000 feet of logs for the Presque Isle Lumber Co., in Presque Isle county, and will resume operations in about two weeks.

Bay City—Jonathan Boyce is driving piles for the foundation for his new planing mill. The Michigan Central Railroad is extending its tracks to this plant.

Beaverton—Seely & Flood are floating the frame of the Noland & Co. sawmill from its former site on the Coleman road down the South Tobacco river to this place, where it will be equipped with a complete outfit.

Saginaw—The Saginaw Combination Ladder Co., to manufacture and sell ladders, has been organized by Ezra Rust, Wm. Binder, George L. Burrows, W. G. Hay, Norman L. Miller, Joseph Barber and Frank R. Potter. Capital stock, \$15,000.

Ludington—James Foley banked during the past season 12,000,000 feet of logs for

the Pere Marquette Lumber Co., and next season will put in the last of the 50,000,000 feet that he contracted to log four years ago. There will be an overrun of 8,000,000 feet on the 50,000,000 contracted for.

Detroit—The Howarth Reversible Sash Co. has filed articles of incorporation. The capital stock is \$10,000, divided into 1,000 shares, 500 of which are held by Henry Howarth, 250 by Malcomb P. McGregor and 250 by Benjamin F. Berry. The company will do business all over the United States.

Manistee—Vessels have been making very quick round trips of late. One that left loaded on Friday was back on Tuesday morning, and one came from Chicago to Manistee a few days ago in fifteen hours, which is better time than has ever been made before by either barge or schooner so far as ever recorded.

Ludington—Thos. R. Lyon, Agt., sold last week 500,000 feet No. 1 strips and boards to go to Muskegon, and 350,000 feet of the same kind of stock to go to East Saginaw. The latter shipment goes by rail, and part of it is green. This will be one of the best years we have had for the lumber business if we get the logs to make the lumber out of.

Grayling—It is stated that Michelson & Hanson, whose new mill at Lewiston, on the Twin Lake branch of the Michigan Central, was burned April 16, have perfected arrangements with C. A. Cline, of West Branch, to saw 8,000,000 feet of the firm's logs. The logs will be railed from Lewiston to West Branch, and will stock the Cline mill for the entire season.

Marquette—J. C. Brown had his dam at the mouth of Boice creek carried away last week. As the loss of this would mean the hanging up of 5,000,000 or 6,000,000, he is rebuilding it. The heavy rains have helped the streams considerably, and a few warm days to melt the snow remaining in the swamps would give a fair head of water in many of the streams.

Cheboygan—The sawmill of Pelton & Reed has started for the season, with 20,000,000 feet of logs in sight, of which 9,000,000 will come from Canada, all in boom and ready to be rafted across the lake. The extensive improvements made by Thompson Smith's Sons to their big mill have been finished, and the mill is ready for business. The Huron Shore mills are all well stocked for the season, and the output will doubtless be larger than that of last year.

The Hardware Market.

The window glass market is firm at the recent advances and the general impression is that the agreement to close the factories on May 30—thirty days earlier than usual—will not be rescinded at the coming meeting of manufacturers at Chicago, but that the agreement will be carried out as originally intended. In case this is done, present prices will not only be maintained but further advances will take place.

The manufacturers of bar and sheet iron are all looking for labor troubles in June and July, which will cause a scarcity of goods and a corresponding advance in prices.

While the National Cordage Co. is in nearly absolute control of the market, yet the one or two factories outside the combination and the large stocks in the hands of jobbers tend to make the market a little unsettled.

Change in the Route of the "Grand Rapids."

The *Grand Traverse Herald* is authority for the statement that the route of the *City of Grand Rapids* has been enlarged in a way that will work still more to the benefit of Traverse City, Grand Rapids and other jobbing points in Western Michigan. Instead of simply running between Traverse City and Manistique, she will extend the line to Escanaba and Gladstone, thus not only making connections at Manistique with the through "Soo" line railroad, but at Gladstone with the Chicago & Northwestern.

The change is a most important one and THE TRADESMAN hopes to see the route so well patronized that Hannah, Lay & Co. will be impelled to make the venture permanent.

SLAUGHTER SALE!

ON June 1 I shall remove my notion stock to 41 So. Division street, where the business will be continued under the style of

SWARTOUT & DOWNS.

Previous to that time, I offer any goods in my stock at cut prices for spot cash.

W. H. DOWNS,

8 So. Ionia Street,

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.

GRAND RAPIDS GOSSIP.

H. W. Worden, grocer at 811 Fifth avenue, has removed his stock to Boon, where he has resumed business.

R. B. McCulloch, druggist at Berlin, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

Edmund Whalen has opened a grocery store at 20 Ellsworth avenue under the style of Whalen Bros. The Ball-Barnhart-Putman Co. furnished the stock.

The Fuller & Rice Lumber Co. has put in a supply store in connection with its sawmill at Gilchrist. The Lemon & Wheeler Company furnished the stock.

John C. Kendall, who embarked in the manufacture of furniture ornaments on Prescott street about six months ago, has sold the business to Frank P. McGraw for \$2,700.

J. C. Hertstein, grocer at 183 Plainfield avenue, has sold his stock to G. Timmer and Isaac Van Vliet, who will continue the business under the style of Timmer & Van Vliet.

Youngblood & Son have sold their meat market business at the corner of East and Cherry streets to Fred Pegler, Jr., who will continue the business at the same location.

John Haan has purchased the fixtures of Geo. C. Thompson, at Montague, and engaged in the grocery business at that place. The Olney & Judson Grocer Co. furnished the stock.

F. B. McKay, grocer at 670 Cherry street, and Thos. Price, meat dealer at 672 Cherry street, have joined hands under the style of McKay & Price and will hereafter conduct both branches of the business under one management.

A. M. Le Baron has sold his interest in the firm of Le Baron Cobb, grocers at 780 South Division street, to his partner, who will continue the business under the style of Geo. H. Cobb. Mr. Le Baron will continue his present connection with the Commercial Credit Co.

"There are twenty-eight men in the retail grocery business in this city who formerly worked for me in the Widdicomb Furniture Co.'s factories," remarked Wm. Widdicomb, the other day, "and of that number only one has failed and all have achieved success, in greater or less degree. I consider such a record most remarkable in every respect."

Richard D. Swartout, formerly a member of the firm of Spring & Company, has purchased a half interest in the notion and furnishing goods business of W. H. Downs and the firm will be known as Swartout & Downs after June 1, when the new arrangement goes into effect. The place of business will be changed from 8 South Ionia street to 41 South Division street, where the firm has leased a three-story and basement building for a term of years. Both members of the firm have had considerable experience in the business and have many friends among the trade who will wish them success.

Gripsack Brigade.

Ed. Pike has so far recovered from his recent illness as to be able to resume his regular trips on the road.

S. R. Evans has recovered from a six weeks' illness with typhoid fever and

taken a position as city salesman for the Ball-Barnhart-Putman Co.

Willis P. Townsend, who has traveled for S. K. Bolles & Co. for some time past, has gone on the road for the Hanselman Candy Co., of Kalamazoo, with which concern he was formerly identified. He will continue to reside here, the same as before. Geo. A. Sage, the erstwhile Rockford grocer, succeeds him with Bolles & Co.

Jack W. Lindsay, formerly State agent for the Liggett & Myers Tobacco Co., of St. Louis, but now Maine agent for the J. Wright Co., of Richmond, Vir., was in town all last week and left Saturday night for Boston, where he makes his home. He expects to return in September and complete a society event of no small dimensions.

"Our firm," says a young business man, "has a traveling man whose wife is what is commonly termed a terror. She regulates her husband in every particular, draws his salary and doles it out to him, comes in and raises Sancho with the house if he is out too long, and makes herself generally obnoxious. All the men in the office are afraid of her, and you would laugh to see them all scatter off and get very busy when she appears. Well, sir, this year the firm wanted to cut that drummer's salary down, and how do you think they did it? They knew his wife would make things lively if she knew his salary was decreased, so they fixed it up between them that his pay was to be reduced, but that his wife should draw the old amount, and that as the drummer has a little bank account he would make matters square with the firm at the end of the year. How's that for terrorizing ability—one little 130-pound woman holding under her thumb her husband and a whole firm besides."

Purely Personal.

J. C. Rings, formerly engaged in the drug business at Shelby, has taken the management of C. P. Utley's store at Hesperia.

D. W. Richardson, formerly engaged in general trade at Standish, but now engaged in the cedar pole, post and tie business at that place was in town one day last week.

Chas. H. Kirkwood, who recently purchased the long-established drug business of P. B. Kirkwood, at Negaunee, was instantly killed Saturday night by being thrown from an electric street car. His body was terribly mangled.

Albert Retan, formerly engaged in the mercantile business at Muir and St. Johns, now a wild and invincible real estate boomer at Little Rock, Ark., is in the State for a few days, calling on friends and relatives in various parts of Michigan.

Country Callers.

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

J. C. Neuman & Co., Dorris.
Brown & Winslow, Benton Harbor.
L. A. Knowles, Stetson.
F. N. Cornell, Sebewa.
J. L. Handy, Boyne City.
F. A. Jenison, Manton.

Amboy cheese are again in the market, as announced by the Olney & Judson Grocer Co. in another column. The demand so exceeded the supply that last fall they were unable to secure half enough to fill winter orders, although taking the entire make.

AMBOY CHEESE.

For 25 years the leading brand. Not the cheapest, but the best and most profitable to handle. "Good as Amboy" has been for years the argument used by our competitors to sell inferior grades. You cannot afford to experiment. Stick to the "Amboy," you KNOW they are O. K.

You can SELL ten while TRYING to sell five of any other brand.

OLNEY & JUDSON GROCER CO.

*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.

A ROW OF BRICKS.

American workmen in all branches of industry are to be congratulated upon the probability that there will be no general strike ordered in the building trades for the purpose of securing the eight hour day. The loss caused by such a strike would be wide-spread. There would be idleness and financial stringency among many thousands of house carpenters, bricklayers, stone masons, metal workers, plasterers, roofers, glaziers, decorators, painters, hod carriers, etc. These, together with owners or contractors, would constitute the direct parties to any such contention, and it is such parties who decide whether work shall proceed or cease. It is commonly thought that they alone are chiefly concerned. Not so. They make up but a small fraction of the body of people affected.

A cessation of work on the part of builders would have its most prompt secondary effect in a more or less complete stagnation of all trades that are mainly conducted for supplying builders with material. Brick kilns would grow cold, quarrymen would find business slack, iron moulders would feel the blight, manufacturers of window glass would suffer, the effect would be serious upon sawmills and planing mills, there would be trouble among the makers of cut, wrought and wire nails and white lead works would be in danger of suspension.

As the next to feel the harmful influence must be reckoned occupations which less directly yet largely depend upon the building industry. For instance, there is the immense business of making mechanics' tools. This list also includes teamsters, freight handlers and retail dealers in all commodities used in building, with their employees. If building should come to a standstill there would be less work for janitors, for elevator operators, for stationary engineers, for messenger boys and scrub women.

But we have not yet begun to get to the end. Men who do not have money cannot spend money. The total idleness of many, the partial idleness of diminished savings of many more, means unpaid debts, impaired credit, smaller consumption of food, fuel, clothing, doing without almost all luxuries and very many necessities of life. There is not a farmer in Dakota, a coal miner in Pennsylvania, a weaver in Rhode Island, a lumberman in Michigan, a shoemaker in Massachusetts, a tobacco grower in Virginia, an orange grower in Florida who would not be more or less affected by any widespread labor disorganization that might come upon any single branch of the great industrial world.

There is an old, familiar illustration that is especially in order now when labor troubles in the building industry threaten. Teachers of natural philosophy in schools sometimes give an object lesson thus: Place on any smooth surface a row of bricks, standing them with their broad sides toward one another and an inch or two apart, then tip the brick at one end of the row against the next one and watch how each in turn will fall against its neighbor until every brick has been overthrown, though only one was touched from the outside. Even so, in this complex and multiplex modern society of ours, do we all stand or fall, at any rate stand or stumble, together; and none of us can tell when he starts a movement where it will stop.

S. S. PACKARD.

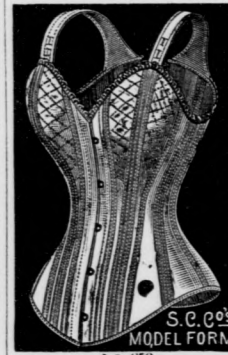
BUY THE PENINSULAR Pants, Shirts, and Overalls

Once and You are our Customer
for life.

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

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

Schilling Corset Co.'s

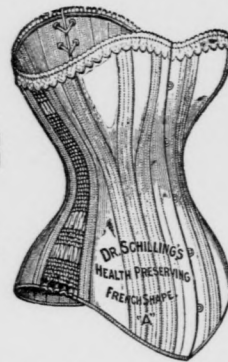


CORSETS

**THE
MODEL
FORM.**

Greatest Seller on Earth!

Dr.
Schilling's
FRENCH
SHAPE
"A"



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

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



Best Six Cord

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions.

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	6
Atlanta A.A.	6
Atlantic A.	6 1/2
" H.	6 1/2
" P.	5 1/2
" D.	6
" LL.	5
Amory	6 1/2
Archery Bunting	4 1/2
Beaver Dam A.A.	5 1/2
Blackstone O.	32
Black Crow	6
Black Rock	6
Boot, A.L.	7
Capital A.	5 1/2
Cavanat V.	5 1/2
Chapman cheese cl.	3 1/2
Clifton C.R.	5 1/2
Comet	6 1/2
Dwight Star	6 1/2
Clifton C.C.	6 1/2
BLEACHED COTTONS.	
A B C.	8 1/2
Amazon	8
Amsburg	7
Art Cambric	10
Blackstone A.A.	7 1/2
Beats All	4 1/2
Boston	12
Cabot	7 1/2
Cabot, %	7 1/2
Charter Oak	5 1/2
Conway W.	7 1/2
Cleveland	7
Dwight Anchor	8 1/2
" shorts	8
Edwards	6
Empire	7
Farwell	7 1/2
Fruit of the Loom	8 1/2
Pitchville	7
First Prize	7 1/2
Fruit of the Loom %	7 1/2
Fairmount	6 1/2
Full Value	6 1/2
HALF BLEACHED COTTONS.	
Cabot	7
Farwell	8
UNBLEACHED CANTON FLANNEL.	
Tremont N.	5 1/2
Hamilton N.	6 1/2
" L.	7
Middlesex A.T.	8
" X	9
" No. 25	9
BLEACHED CANTON FLANNEL.	
Hamilton N.	7 1/2
Middlesex P.T.	8
" A.T.	9
" X A.	9
" X F.	10 1/2
CARPET WARP.	
Peerless, white	17 1/2
colored	18 1/2
Integrity	18 1/2
DRESS GOODS.	
Hamilton	8
" 9	9
" 10 1/2	10 1/2
G G Cashmere	20
Nameless	16
" 18	18
CORSETS.	
Coraline	\$9.50
Schilling's	9.00
Davis Waists	9.00
Grand Rapids	4.50
CORSET JEANS.	
Armory	6 1/2
Androscoggin	7 1/2
Biddeford	6
Brunswick	6 1/2
PRINTS.	
Allen turkey reds.	5 1/2
" robes	5 1/2
" pink & purple	6 1/2
" buffs	6
" pink checks	5 1/2
" staples	5 1/2
" shirtings	4
American fancy	5 1/2
American indigo	5 1/2
American shirtings	4
Argentine Grays	6
Anchor Shirtings	4
Arnold	6 1/2
Arnold Merino	6
" long cloth B.	10 1/2
" C.	8 1/2
" century cloth	7
" gold seal	10 1/2
" green seal TR	10 1/2
" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballou solid black	5
" colors	5 1/2
Bengal blue, green,	5 1/2
red and orange	5 1/2
Berlin solids	5 1/2
" oil blue	6 1/2
" green	6 1/2
" Foulards	5 1/2
" red %	7
" 4	10
" 3-4 XXXX	12
Cochecho fancy	6
" madders	6
" XX twills	6 1/2
" solids	5 1/2
TICKINGS.	
Amoskeag A.C.A.	12 1/2
Hamilton N.	7 1/2
" York	8 1/2
" D.	8 1/2
" Awning	11
Farmer	8 1/2
First Prize	11 1/2
Lenox Mills	18
COTTON DRILL.	
Atlanta, D.	6 1/2
Boot	6 1/2
Clifton, K.	6 1/2
SATINES.	
Simpson	20
" 18	18
" 16	16
Cochecho	10 1/2
ARROW BRAND.	
" World Wide	6 1/2
" LL	4 1/2
Full Yard Wide	6 1/2
Georgia A.	6 1/2
Honest Width	6 1/2
Hartford A.	5
Indian Head	7
King A.	6 1/2
King E.C.	5
Lawrence L.L.	5 1/2
Madras cheese cloth	6 1/2
Newmarket B.	5 1/2
" B	5
" N	6 1/2
" DD	5 1/2
" X	6 1/2
Nolbe R.	5 1/2
Our Level Best	6 1/2
Oxford R.	6
Pequot	6 1/2
Solar	5 1/2
Top of the Heap	7
Geo. Washington	
Glen Mills	7
Gold Medal	7 1/2
Green Ticket	8 1/2
Great Falls	6 1/2
Hope	7 1/2
Just Out	4 1/2
King Phillip	7 1/2
" OP	7 1/2
Lonsdale Cambric	10
Lonsdale	8 1/2
Middlesex	5
No Name	7 1/2
Oak View	6
Our Own	5 1/2
Pride of the West	12
Rosalind	7 1/2
Sunlight	4 1/2
Utica Mills	8 1/2
Vinyard	8 1/2
White Horse	6
" Rock	8 1/2
Dwight Anchor	
Middlesex No. 1	10
" 2	11
" 3	12
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BUSINESS LAW.

Summarized Decisions from Courts of Last Resort.

FRAUDULENT REPRESENTATIONS—STOCK.

The Supreme Court of Minnesota held, in the recent case of Redding vs. Wright et al., that if a member of a corporation offering his stock for sale, falsely and fraudulently represents that the corporation is not in debt and is making profits of a specified amount, and thereby induces one to purchase his stock, he is responsible for the fraud, even though the purchaser might have discovered it by investigation into the affairs of the corporation.

HUSBAND AND WIFE—MORTGAGE.

The Supreme Court of Indiana held, in the case of Wilson et al. vs. Logue et al., that a mortgage given by a husband and wife upon real estate held by them by entireties to secure a note given by them for the husband's separate debt is void, and that where a building upon land held by husband and wife by entireties is destroyed by fire, and the husband informs the wife of his intention to rebuild it and the wife does not object, and is present when material bought by the husband is delivered and used for such purpose without objection, she is estopped to deny her liability, and the material man is entitled to a lien for the material furnished.

EXEMPTION—TAXATION—FACTORIES.

The Supreme Court of Mississippi held, in the case of Greenville Ice & Coal Co. vs. City of Greenville, that an act entitled an act to encourage the establishment of factories in the state and to exempt them from taxation, and exempting from taxation for ten years the machinery used for the manufacture of cotton and woolen goods, yarns or fabrics composed of these or other materials, or for the making of all kinds of machinery or implements of husbandry, or all other things or articles not prohibited by law, did not exempt ice factories, but exempted only machinery used for making articles of like character with the articles enumerated.

NEGLIGENCE—DEFECTIVE ARTICLE.

If one engaged in the business of manufacturing goods not ordinarily of a dangerous nature, to be put upon the market for sale and for ultimate use, so negligently constructs an article that by reason of such negligence it will obviously endanger the life or limb of any one who may use it, and if the manufacturer, knowing such defects and knowing that the same are so concealed that they are not likely to be discovered, puts the article in his stock of goods for sale, he is liable for injuries caused by such negligence to one into whose hands the dangerous implement comes for use in the usual course of business, even though there be no contract relation between the latter and the manufacturer. So held by the Supreme Court of Minnesota in the case of Schubert vs. J. R. Clark Co.

TELEPHONE SERVICE—DISCRIMINATION.

The decision rendered by Judge Wales, in the United States Circuit Court at Wilmington, in July last, granting a mandamus compelling the Delaware & Atlantic Telegraph & Telephone Co. to place a telephone in the Wilmington office of the Postal Telegraph Co., has been affirmed by the Circuit Court of Appeals in a decision rendered at Philadelphia. The refusal of the defendant company to grant the plaintiff company the privileges demanded was based upon the claim that the Western Union Telegraph Co. had secured by special contract the exclusive right to the use of its service. The Court of Appeals said that while telephone and telegraph companies are not required to extend their facilities beyond such reasonable limits as they prescribe for themselves, they cannot discriminate between individuals of classes which they undertake to serve.

Use Tradesman Coupon Books.

Hardware Price Current.

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

AUGURS AND BITS.		dis.
Snell's.....	60	
Cook's.....	40	
Jennings', genuine.....	25	
Jennings', imitation.....	50&10	
AXES.		
First Quality, S. B. Bronze.....	\$ 7 50	
" D. B. Bronze.....	12 00	
" S. B. S. Steel.....	8 50	
" D. B. Steel.....	13 50	
BARROWS.		dis.
Railroad.....	\$ 14 00	
Garden.....	net 30 00	
BOLTS.		dis.
Stove.....	50&10	
Carriage new list.....	70&10	
Plow.....	40&10	
Sleigh shoe.....	70	
BUCKETS.		
Well, plain.....	\$ 3 50	
Well, swivel.....	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured.....	70&	
Wrought Narrow, bright fast joint.....	60&10	
Wrought Loose Pin.....	60&10	
Wrought Table.....	60&10	
Wrought Inside Blind.....	60&10	
Wrought Brass.....	75	
Blind, Clark's.....	70&10	
Blind, Parker's.....	70&10	
Blind, Shepard's.....	70	
BLOCKS.		
Ordinary Tackle, list April 17, '85.....	60	
CRADLES.		dis.
Grain.....	50&02	
CROW BARS.		per lb
Cast Steel.....	5	
CAPS.		perm
Ely's 1-10.....	65	
Hick's C. F.....	60	
G. D.....	35	
Musket.....	60	
CARTRIDGES.		dis.
Rim Fire.....	50	
Central Fire.....	25	
CHISELS.		dis.
Socket Firmer.....	70&10	
Socket Framing.....	70&10	
Socket Corner.....	70&10	
Socket Slicks.....	70&10	
Butchers' Tanged Firmer.....	40	
COMBS.		dis.
Curry, Lawrence's.....	40	
Hotchkiss.....	25	
CHALK.		120 12 1/2 dis.
White Crayons, per gross.....	10	
COPPER.		
Planished, 14 oz cut to size.....	per pound	
" 14x32, 14x56, 14x60.....	28	
Cold Rolled, 14x56 and 14x60.....	23 10	
Cold Rolled, 14x48.....	23 8	
Bottoms.....	25	
DRILLS.		dis.
Morse's Bit Stocks.....	50	
Taper and straight Shank.....	50	
Morse's Taper Shank.....	50	
DRIPPING PANS.		
Small sizes, ser pound.....	07	
Large sizes, per pound.....	6 1/4	
ELBOWS.		dos. net
Com. 4 piece, 6 in.....	75	
Corrugated.....	dis. 40	
Adjustable.....	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26.....	30	
Ives', 1, \$18; 2, \$24; 3, \$30.....	25	
FILES—New List.		dis.
Diamond'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.		dis.
Stanley Rule and Level Co.'s.....	50	

HAMMERS.		dis.
Maydole & Co.'s.....	25	
Kip's.....	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.		dis.
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 and longer.....	3 1/4	
Screw Hook and Eye, 1/4.....	net 10	
" " " 1/2.....	net 8 1/4	
" " " 3/4.....	net 7 1/4	
Strap and T.....	dis. 50	
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track.....	50&10	
Champion, anti-friction.....	60&10	
Kidder, wood track.....	40	
HOLLOW WARE.		
Pots.....	60&10	
Kettles.....	60&10	
Spiders.....	60&10	
Gray enameled.....	40&10	
HOUSE FURNISHING GOODS.		new list 70
Stamped Tin Ware.....	25	
Japanned Tin Ware.....	new list 33 1/4&10	
WIRE GOODS.		dis.
Bright.....	70&10&10	
Screw Eyes.....	70&10&10	
Hook's.....	70&10&10	
Gate Hooks and Eyes.....	70&10&10	
LEVELS.		dis.
Stanley Rule and Level Co.'s.....	70	
KNOBS—New List.		dis.
Door, mineral, jap. trimmings.....	55	
Door, porcelain, jap. trimmings.....	55	
Door, porcelain, plated trimmings.....	55	
Door, porcelain, trimmings.....	55	
Drawer and Shutter, porcelain.....	70	
LOCKS—DOOR.		dis.
Russell & Irwin Mfg. Co.'s new list.....	55	
Mallory, Wheeler & Co.'s.....	55	
Brantford's.....	55	
Norwalk's.....	55	
MATTOCKS.		dis.
Adze Eye.....	\$16.00, dis. 60	
Hunt Eye.....	\$15.00, dis. 60	
Hunt's.....	\$15.50, dis. 20&10	
MAULS.		dis.
Sperry & Co.'s, Post, handled.....	50	
MILLS.		dis.
Coffee, Parkers Co.'s.....	40	
" P. S. & W. Mfg. Co.'s Malleables.....	40	
" Landers, Ferry & Clark's.....	40	
" Enterprise.....	30	
MOLASSES GATES.		dis.
Stebbin's Pattern.....	60&10	
Stebbin's Genuine.....	60&10	
Enterprise, self-measuring.....	25	
NAILS.		
Steel nails, base.....	1 85	
Wire nails, base.....	1 90	
Advance over base:		
60.....	Base 10	
50.....	Base 10	
40.....	Base 10	
30.....	Base 10	
20.....	Base 10	
16.....	Base 10	
12.....	Base 10	
8.....	Base 10	
7 & 6.....	Base 10	
4.....	Base 10	
3.....	Base 10	
2.....	Base 10	
1.....	Base 10	
Fine 3.....	Base 10	
Case 10.....	Base 10	
" 8.....	Base 10	
" 6.....	Base 10	
Finish 10.....	Base 10	
" 8.....	Base 10	
" 6.....	Base 10	
Clinch 10.....	Base 10	
" 8.....	Base 10	
" 6.....	Base 10	
Barrell 1/2.....	Base 10	
PLANES.		dis.
Ohio Tool Co.'s, fancy.....	2 40	
Scotch Bench.....	2 40	
Sandusky Tool Co.'s, fancy.....	2 40	
Bench, first quality.....	2 40	
Stanley Rule and Level Co.'s, wood.....	1 10	
PANS.		dis.
Fry, Acme.....	dis. 60-10	
Common, polished.....	dis. 70	
RIVETS.		dis.
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.		dis.
Steel and Iron.....	75	
Try and Bevels.....	60	
Mitre.....	30	
SHEET IRON.		
Nos. 10 to 14.....	Com. Smooth. 4 05	Com. 3 95
Nos. 15 to 17.....	4 05	3 95
Nos. 18 to 21.....	4 05	3 95
Nos. 22 to 24.....	4 05	3 95
Nos. 25 to 26.....	4 25	3 95
No. 27.....	4 45	3 95
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....		
SAND PAPER.		dis.
List acct. 19, '86.....	50	
SASH CORD.		
Silver Lake, White A.....	list 50	
" Drab A.....	55	
" White B.....	50	
" Drab B.....	55	
" White C.....	35	
Discount, 10.....		
SASH WEIGHTS.		per ton \$25
Solid Eyes.....	dis.	
" Hand.....	20	
" Silver Steel Dia. X Cuts, per foot.....	70	
" Special Steel Dex X Cuts, per foot.....	50	
" Special Steel Dia. X Cuts, per foot.....	30	
" Champion and Electric Tooth X Cuts, per foot.....	30	
TRAPS.		dis.
Steel, Game.....	60&10	
Onelda Community, Newhouse's.....	35	
Onelda Community, Hawley & Norton's.....	70	
Mouse, choker.....	18c per doz.	
Mouse, delusion.....	\$1.50 per doz.	
WIRE.		dis.
Bright Market.....	65	
Annealed Market.....	70-10	
Coppered Market.....	60	
Tinned Market.....	62 1/2	
Coppered Spring Steel.....	50	
Barbed Fence, galvanized.....	3 10	
" painted.....	2 65	
HORSE NAILS.		dis.
Au Sable.....	40	
Putnam.....	dis. 05	
Northwestern.....	dis. 10&10	
WRENCHES.		dis.
Baxter's Adjustable, nickleed.....	30	
Coe's Genuine.....	50	
Coe's Patent Agricultural, wrought.....	75	
Coe's Patent, malleable.....	75&10	
MISCELLANEOUS.		dis.
Bird Cages.....	50	
Pumps, Cistern.....	75	
Screws, New I st.....	70&10	
Casters, Bed a d Plate.....	50&10&10	
Dampers, American.....	40	
Forks, hoes, rakes and all steel goods.....	65&10	
METALS.		
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@1/4.....	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.		per pound
Cookson.....	"	
Hallett's.....	"	13
TIN—MELYN GRADE.		
10x14 IC, Charcoal.....	\$ 7 50	
14x20 IC, ".....	7 50	
10x14 IX, ".....	9 25	
14x20 IX, ".....	9 25	
Each additional X on this grade, \$1.75.....		
TIN—ALLAWAY GRADE.		
10x14 IC, Charcoal.....	\$ 6 75	
14x20 IX, ".....	6 75	
10x14 IX, ".....	8 25	
14x20 IX, ".....	9 25	
Each additional X on this grade \$1.50.....		
ROOFING PLATES.		
14x20 IC, " Worcester.....	6 50	
14x20 IX, " ".....	8 50	
20x28 IC, " ".....	13 50	
14x20 IC, " Allaway Grade.....	6 00	
14x20 IX, " ".....	7 50	
20x28 IC, " ".....	12 50	
20x28 IX, " ".....	15 50	
BOILER SIZE TIN PLATE.		
14x28 IX.....	\$14 00	
14x31 IX.....	15	
14x56 IX, for No. 8 Boilers, } per pound.....	10	
14x60 IX, " " 9 ".....		

THE FAVORITE CHURN.

The Only Perfect Barrel Churn Made.

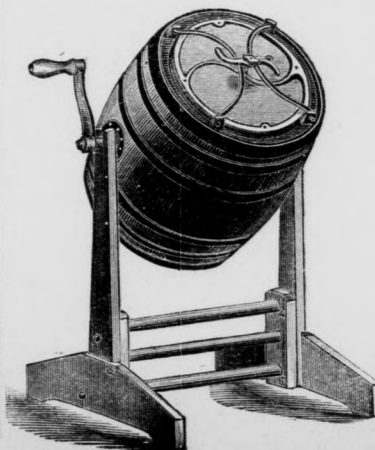
POINTS OF EXCELLENCE.

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



FOSTER & STEVENS
& CO.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

Published at

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THE TRADESMAN COMPANY,

One Dollar a Year, - Postage Prepaid.

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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 11, 1892.

ADVANTAGES OF COMPETITION.

The advantage of competition to the consumer is well illustrated by the condition of affairs in Denver, Col., where a large part of the community is enjoying the free use of as much water as is wanted. It is the result of a war between the Citizens' Water Company and the American Water Company. Both companies have been fighting for various street franchises for some time. Recently the Citizens' learned that the American was furnishing water to their customers at half price, whereupon the former company announced that until further notice they would charge nothing. The consumers, however, will have to pay for it in the end, when one company has succeeded in freezing out or buying out the other.

A survey has been made between Chicago and St. Louis for an electric railway. The distance covered is 250 miles. The route surveyed is said not to touch a single city, village, or hamlet. It even avoids all the graveyards and hits only three or four isolated houses. By the use of this air line a cheap right of way has been secured and a saving of thirty-one miles in distance, as compared with the shortest railroad between the two points has been rendered possible. The road is designed purely for through business, and it is claimed that a speed of 100 miles per hour will be attained by the cars built for this road.

While a sufficient volume of currency is of great importance, yet good faith and business honor are of more vital consequence in the long run. Every dollar issued by our government must be as good as every other dollar. This makes our credit good; and under this limitation we could stand an increase of many billions of dollars in our circulating medium. Under any other conditions a large increase would prove most disastrous.

The monthly report of the Treasury Department shows that there was a net increase in the circulation for the month of April amounting to \$4,930,724. The total circulation on May 1 was estimated at \$1,613,572,244, an increase of over

\$84,000,000 for twelve months. The per capita circulation is put at \$24.72, a slight increase as compared with April 1, when the per capita circulation was estimated at \$24.68.

People like to live in a town where real estate is lively, but when an earthquake takes the moving business in hand they think it is overdone.

The best candidate doesn't run for office. He lets the office run for him.

Keep your credit good by not using it any more than you can help.

How Not to Make a Sale.

A "visitor within our gates" stepped the other day into a big Boston clothing store not many miles from Washington street, with intent aforethought to purchase a spring overcoat. He was met at the door, says the *Herald* of that city, by an elegantly attired gentleman, who courteously and with a polite waive of the hand directed him within.

At first the visitor hesitated a little, for the place seemed filled with counters on which coats, vests and trousers were piled up to prodigious heights, and it promised to be difficult to find the article of which he was in search. But on gazing around, he gradually observed that at each long counter a gentleman was stationed, presumably to help people to find what they wanted. The ambitious customer cautiously approached the man in charge of the first counter and asked to see a spring overcoat.

The attendant, using the politest English, promptly indicated how glad he would be to effect a sale; then, without stirring from his place at the head of the table, he indicated a pile of spring overcoats some five paces down the counter. The visitor walked to the pile, took off one of the coats, tried it on, and found it not to his taste. He thereupon walked back to the attendant, and asked to be shown another specimen of the same genius. The man of clothing, who, in the meantime, had been contemplating the decorative effects of a local artist on the ceiling, affably pointed to another pile right at the end of the counter. The would-be customer again made his way to the pile indicated, and sought there for a spring overcoat that would fit him. He failed again, and again came back to the attendant.

In the interim, the attendant, still motionless as a statue at the head of his counter, had been watching the street through the plate-glass window.

"Found the one you wanted?" he asked, with a polite inclination.

"No," said the visitor, "can't I make a trade with you?"

"Trade?" said the other. "I thought you came in to buy a spring overcoat."

"Yes," said the disgusted visitor, "and I thought you were here to sell one. Now," he added, moving in the direction of the door, "my trade is this—just \$100 to \$1 that you won't see me in this particular store this side of kingdom come. Do you take it?"

Before the astonished salesman could pick up his gold-bowed spectacles, the door slammed to, and another customer had gone away—as Hans Breitman has it—"in die Ewigkeit."

Attention is directed to the advertisement of John Le Duke in the Wants Column. The business advertised is deserving of investigation.

The orange market is getting higher and fruit is becoming scarce. Lemons are in good supply and prices are low. Bananas are plenty and very reasonable in price.

Dynamite has been superseded in Sweden for blasting purposes. Electric wires are introduced in the rock and then heated. The sudden heating of the rock rends it in pieces, quietly and effectively, without peril to human life.

Use Tradesman Coupon Books.

WM. H. HOOPS.

Brief Sketch of a Genuine Michigan "Hustler."

Wm. H. Hoops was born in Jackson in 1850 and received his early education in the public schools of that place. When about 14 years of age he entered the employ of the Michigan Central Railroad as clerk in the freight office there, resigning a year later to take the position of assistant cashier of the company's main freight office in Chicago. This position he held for four years, when he was promoted to that of chief cashier—a most responsible position—which he held until April 1, 1876, when he resigned to go on the road for the wholesale grocery house of W. J. Quan & Co. Although he had had no previous experience in the business, either in wholesale or retail trade, he started out after "posting up" ten days, winning success from the start. His territory included all the towns in Michigan covered by his house and it is a matter of common knowledge that no Michigan salesman was ever able to cover more territory, see more customers and sell more goods in the grocery line than Mr. Hoops. He worked early and late six days a week, nearly sacrificing health and strength as the price of success, acquiring in the mean time a comfortable competence. Jan. 19, 1886, Mr. Hoops purchased the interest of John G. Shields in the wholesale grocery firm of Shields, Bulkley & Lemon, when the firm name was changed to Bulkley, Lemon & Hoops, Mr. Hoops resigning his position with Quan & Co. to take an active part in the management of the business. On the retirement of Mr. Bulkley, Mr. Hoops became manager of the financial department of the house, in which capacity he strikingly exhibited those traits of character which strongly marked his career on the pathway to success as a salesman. He insisted that his customers should pay their bills quite as promptly as if they were dealing with Chicago or New York houses, and the stand thus taken has since been very generally adopted by all of the houses at this market. Early in 1889 Mr. Hoops formed a copartnership with A. J. Tucker and Wm. E. Barrett, under the style of Tucker, Hoops & Co., which firm purchased the lumbering and general merchandising plant of Wilson, Luther & Wilson, at Luther. Mr. Hoops retired from the wholesale grocery business on July 1 of that year, when he entered upon the work of bringing order out of chaos in the venture at Luther—a task for which he was peculiarly adapted. He soon succeeded in thoroughly systematizing every branch of the business and the firm is commonly credited with having realized handsome returns from a business which had proved disastrous for the former owners and bore little evidence of prosperity when assumed by Tucker, Hoops & Co. Mr. Barrett retired from the firm a few months after its formation and on Sept. 1, 1891, Mr. Hoops purchased the interest of Mr. Tucker, since which time he has conducted the business on his own account, although it still runs under the old firm name. Within the last eight months, the lumber has all been sold and shipped, the mill sold and removed to the South, the logging railroad and engines disposed of and all other unnecessary assets converted into cash. Little now remains to be sold except several thousand acres of land and the stock of general merchan-

dise, both of which await prospective purchasers.

In January of this year Mr. Hoops sold his residence property in this city and removed to Chicago, where he resides in a handsome and commodious residence—bought at a bargain, of course—at 4105 Drexel Boulevard. Aside from his other duties, he has found time to purchase forty-five acres of land within the corporate limits of Winnetka, one of the most promising suburbs of Chicago, situated twelve miles North of the city. This he has platted into 396 lots as the "Wm. H. Hoops Sub-division" and is already putting the lots on the market.

It need hardly be remarked that Mr. Hoops is a man of marked individuality, with strong likes and equally strong dislikes. He is a firm friend and an implacable enemy and carries into every detail of his work the same zealous ambition and powerful energy which have served him to such good purpose in his sure and steady advancement from comparative poverty to comfortable affluence.

Women Drummers in the South.

From the Atlanta Constitution.

Women are gradually taking to the road as drummers. Two were in Atlanta last week. One handles paints and the other hardware. Mrs. Miller, a handsome blonde, sells the paints. She says that commercial traveling offers an inviting field for her sex. "You get accustomed to traveling, and after a few weeks you do not mind the fatigue," she says. "Women make good salesmen, if we can use that expression. My sex started in business by handling drugs, perfumes, soap and gloves. Now women are representing dozens of branches of trade."

"You are treated with proper respect?"

"Yes, indeed. Women are not insulted in America so long as they conduct themselves with propriety. I think we have some advantages over men. We are not good story-tellers but we dispatch business. Merchants are prompt in meeting their engagements and they do not keep us waiting for an audience. Until the novelty wears off women will have good success. After a while the business world will get used to us and merchants will tell us as quickly as they do a man that they do not want anything in our line to-day—that is, if they do not. A woman does not have to sacrifice an iota of her femininity in this occupation. Perhaps we are shown a little more courtesy and attention than men. I have never had a hotel clerk give me anything but the best sample rooms he had in the house."

"How do the expense accounts compare?" the reporter asked.

"Women have no cigar bills and no—but we won't speak of that. Possibly the day will come when an occasional dozen of roses will be allowed to go in the expense account. As we do not smoke, I think it would be reasonable, don't you?"

Porcelain Industry in Japan.

Seto-mura, a village in Owari Province, has been one of the principal centers of the Japanese porcelain manufacturing industry, and prior to the great earthquake of October 28 last the annual output of porcelain exceeded \$400,000 in value, over 500 furnaces and 3,500 employees being engaged daily in the industry. Only fifteen of these 500 furnaces, however, remained intact after the calamitous earthquake. The porcelain merchants of Nagoya have therefore decided to raise a fund on behalf of the ruined manufacturers, in order to assist them to renew their business.

No fish can equal the dolphin as a swimmer. It has been observed to dart through the water at a rate computed to be much greater than twenty miles an hour, and is often seen swimming round and round a vessel which is sailing at highest speed.

THE CHINESE IN AMERICA.

A great deal has been written about the Chinese in America, but, unfortunately, prejudice and political interests have so tinted most of the comment that it has been difficult for the uninformed reader to form anything like just conclusions on the subject. It is my purpose here to speak only of what I know, and twenty years' residence in California may perhaps be thought a sufficient basis for the formation of positive opinions and the collection of facts upon which to ground them.

Personal experience does not warrant me in echoing the denunciations of the Chinese which a certain class of politicians have made familiar to the American public. I do not believe that the Chinaman constitutes fit material for American citizenship, but this belief does not rest upon any conviction of his inferiority. It springs from observation of his non-assimilative character; from the fact that he does not adapt himself to any new or strange civilization, but maintains his peculiar national and racial habits, customs and views, no matter how long he may have lived in the United States.

The whole trend of Chinese civilization is away from the lines upon which we are proceeding. The Chinese theory of life has little in common with ours. The Chinese system of government is entirely different from the American. It is only in commerce and industry that the old and the new civilization appear to be capable of coming together.

In the struggle for existence the Chinaman appears armed with exceptionally formidable weapons, and it really is this fact which has caused him to be regarded as an enemy by those who, possessing less ability to sustain themselves, have protested against exposure to competition with him. John Chinaman, in truth, is endowed with most of the qualities which wise men everywhere and at all times have held to be conducive to progress and prosperity. He is thrifty, sober, industrious, faithful to his trusts, patient, intelligent, quick in learning, and, as a rule, honest. When such a man was willing to work for small wages, it is clear that he was a most dangerous rival to white labor, which, especially in the far west, has been handicapped by recklessness, intemperance and unreliability. The Chinaman not only worked for perhaps one-third of the current white labor rate, but he managed to live better than in his own country, and to save money steadily at the same time. There was a period in California when John seemed on the point of expelling all white labor from the State. He was rapidly taking its place in almost all manufactures. His services as a domestic were universally in demand. The entire laundry business had long been in his hands. Fruit-growers had discovered that no labor was so valuable as his in picking and packing. Farmers preferred the sober, quiet, trustworthy yellow man to white hired hands, who went off every Saturday to the nearest saloon, got drunk, gambled all Sunday, and frequently were unfit for work on Monday morning.

Since that time the Chinese influx has been checked by federal legislation, and there is no longer any danger that white labor will be driven from the Pacific Coast. A considerable permanent Chinese population remains, however, and it flourishes in its own quiet way. From

the very first, as was to have been expected, there has been trouble between John Chinaman and the United States over the opium question. John will and must have his opium, which is really much more moderately used than might be thought from the highly sensational statements about "opium joints." Of course, the drug is abused, like everything else; but, considering how large a proportion of the Chinese take it in some form, and how small a percentage of them are visibly affected by it, the conclusion is justified that it does not count nearly so many victims as whisky. However that may be, the smuggling of opium into San Francisco has given the custom-house people there a great deal of trouble, and has so educated them in the penetration of "ways that are dark and tricks that are vain," that a highly interesting and decidedly curious volume could be filled with such experiences.

To give the readers of THE TRADESMAN some idea of John Chinaman's craft and cunning, I will give an account of a few of the devices to which he used to resort for the economical introduction of his favorite drug. At one time it came to be noticed that an unusual quantity of bamboo steamer-chairs was being imported from China. Several such shipments had passed the custom-house before suspicion was aroused, and then it was discovered that the hollow bamboo legs of the folding-chairs had been skillfully fitted with tin cylinders, filled with opium. Of course, a seizure followed, but, no doubt, the "Heathen Chinese" who devised the trick had already made a handsome profit on his venture, and could afford the loss easily.

A device which was much simpler, and therefore far more difficult to detect, had probably been employed for years before it was found out. All the Chinese who landed in San Francisco came as steerage passengers, and, as such, of course, had to furnish their own bedding, which, naturally enough, being frugal-minded folks, they carried ashore with them when they arrived at their journey's end. How long the revenue officers had been accustomed to confine their perfunctory inspection of John's baggage to such examination of his bed as satisfied them that no tins of opium were sewed up in it, will probably never be known; but there came a day when an officer took it into his head to rip open one of these mattresses, and the result was surprising. Sure enough, there were no tins of opium, but the entire stuffing of the mattress had been saturated with the semi-liquid opium, several pounds of which could be distributed in this way. When the Chinaman got to Chinatown with his baggage, the opium experts put his bed through a process which released the drug, and it was once more ready for the uses of commerce. The smuggling carried on in this manner had, no doubt, been very extensive, and the loss to the revenue heavy; but though when the dodge was once discovered it could not be employed again, it was quite useless to try to detect the guilty parties, and the only course was to keep a brighter lookout for the future. But John did not give his enemies in the custom-house much rest. Scarcely a month passed without bringing to light some new and ingenious method of evading the opium duty. As invariably happens, though governments never learn wisdom from experience in such matters, it was the

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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.

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LION is our leading package coffee, being composed of Mocha, Java and Rio, with a handsome picture in each package. As high-grade bulk coffees, O. D. Java and Standard Maracaibo take the lead. We guarantee these coffees to give entire satisfaction. For quotations write your jobber, or address as below:

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high duty that engendered the smuggling. A moderate one would not have made it worth while. The risk would have been too great for the profit. But the high duty was kept up, and so the duel between the importers and the revenue officers continued; and the mere fact of its continuance proved, for many years, that it paid the smugglers well.

The craft of the Chinese was exhibited in their selection of methods. It is to be observed that they never attempted to smuggle by means of goods in themselves likely to attract special attention. They invariably made use of something common, and large quantities of which might be imported without arousing suspicion.

One day a considerable shipment of Chinese shoes had been landed from the steamer. Just such shipments had been seen on that wharf scores of times before, and nobody paid any attention to them. They were put up without heavy coverings, so that each parcel could be easily examined. The shoes were those with thick, white soles and low heels. The sole was fully an inch thick, and with little stiffening in it. Now, a package of these innocent-looking shoes had been flung on the top of a pile of cases, and a custom-house officer happened to be lounging and half sprawling over these cases while he chatted with a comrade. As an idle man will, sometimes, he had taken out his pocket-knife, and as he talked he occasionally stuck the point of the blade into the lid of the packing case, on which he was leaning. Presently, to diversify the routine a little, he stuck his knife into the heel of one of the Chinese shoes which stood temptingly near; and, as he did so, he heard the familiar "click" of metal upon metal. The sound roused him instantly from his listlessness, and it was but a moment's work to rip open the thick, white sole of the shoe, and to expose, neatly imbedded therein, a flat tin case of opium, made to fit the cavity. In this case, again, nobody ever knew how many opium-filled shoes had passed through the custom-house before the trick was found out.

Another Chinese invention was, if possible, still more subtle. It had long been the custom to import eggs from China. The practice, no doubt, originated in pioneer times, when the chicken-ranches were few and far between, and when ship-loads of dirty clothes were sent to China to be washed. Not that the owners of the clothes sent them. Your early Californian was not built that way. When he had worn a shirt until it was soiled, he simply took it off and threw it away, buying a new one instead of bothering himself about a laundry; but sundry canny folks took advantage of this custom to collect all the discarded linen, flannel, etc., send it to China to be washed, and on its return sell it for new goods. The business was found profitable for a time. At the same period, in all probability, the Chinese egg business was set on foot. Now, since the voyage from China to San Francisco is not of the shortest, and since eggs are fragile and perishable products, precautions were taken to preserve them in their primitive freshness. They were dipped in tar and then rolled in sawdust. Whether this process really had any preservative effect upon them I am unable to say; but one thing it certainly did do, that is, make it impossible to distinguish the original egg until each individual specimen had been carefully cleaned. Upon this fact the

"Heathen Chinese" acted, and with his usual good fortune. It was nearly impossible for the most skeptical revenue officers to fasten a suspicion upon these barrels of eggs, everyone of which might be passed through the hand without betraying the faintest suggestion of iniquity. Yet, as a matter of fact, these eggs were, in a startling number of instances, base impostures. Precisely how the cheat came to be revealed I do not now remember, but in due time it was realized that in every package of real eggs there was a certain (or uncertain) number of sham ones—tin eggs—made exactly to resemble the genuine article, and which, after being filled with opium, were carefully coated with tar, rolled in sawdust, and laid side by side with the innocent henfruit. Truly the heathen Chinese is peculiar for ways that are dark; but in view of the general success of his smuggling operations, it can hardly be said with truth that his tricks are vain.

He has led the revenue officers the liveliest of dances, and has so stimulated their detective faculties by the amazing versatility and fecundity of his invention that by this time it ought to be no longer possible even for him to devise a new trick. Yet opium smuggling has never ceased, and if it has been practically stopped at San Francisco, it has only been transferred to the British Columbian frontier, and placed in convenient connection with the other extensive business of surreptitiously introducing Chinese into California in defiance of the Exclusion Act. The racial likeness between Chinamen has been a standing difficulty for years, and John, with his characteristic astuteness, has taken advantage of it. Under the law, a Chinaman who had elected to live permanently in California could pay a visit to China and return, and to prevent deception all possible means of identification were resorted to. The home-going Chinaman was furnished with papers which were supposed to describe him so completely that it would be impossible for any one else to use them without being at once detected. All these precautions, however, proved unavailing to prevent the admission to the State of strangers. Perhaps a Chinaman had "made his pile" in California. Two or three thousand dollars is a fortune in China, and such a sum may be accumulated in a few years by one of these extraordinarily thrifty and abstemious people, whose living and lodging costs them very little, and who can easily save half their income upon an earning of a dollar a day. In such a case, the man about to leave the country would never think of declaring his real purpose to the authorities, for he would see in the papers authorizing his return a new means of profit, and no Chinaman allows such an opportunity to escape him. On reaching China, he looks about for some friend or acquaintance who desires to try his fortune in America, and there are always plenty eager to grasp at such a chance of wealth. Then this adventurer is carefully coached by the California Chinaman, who knows just what questions will be asked him, and who prepares him to meet every enquiry based upon the passport. Of course, there must be some personal resemblance between the two men, but there is no difficulty about that, and so the ruse generally succeeds.

At one time experiments were made with the French device, which consists

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COMPRESSED YEAST

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in taking ink-impressions of the thumb, it being alleged that no two human thumbs were identical, and that consequently, whatever facial resemblances might exist, the manual test would be beyond evasion. As it is not pretended that the entrance of new Chinamen to California has been completely prevented, the presumption must be that even the thumb-signature has failed more or less. Its adoption may, however, have diverted the smuggling of Chinamen to the frontier of British Columbia, the extent of which is such as to defeat any attempt to police it effectually.

The Chinese in California, with the exception, perhaps, of the wealthier merchants, are emphatically birds of passage, and this is one of the popular objections to them. Speaking of the merchants, it is due to them to say that their commercial standing is very high. I have been told by a California banker of large experience that he had never lost a dollar through a Chinese merchant; that, as a class, they were scrupulously upright, and that he would sooner do business with them than with a large proportion of white men. This reputation for probity attaches to the Chinese merchants of California generally, and some of these men and firms do business on a very large scale and employ a great deal of capital. Among them will be found many whose manners are refined and polished, and who so conduct themselves as to be entitled fully to the appellation of "gentlemen." It is not uncommon to meet in this class Chinese who speak and write several languages, and whose English is idiomatic and fluent. Reserved and exclusive as regards their

private lives, they know how to exercise an elegant hospitality upon occasion, and not seldom, and quite after the Oriental fashion, conceal much luxury in their homes behind the most unprepossessing exteriors.

The mass of Californian Chinese undoubtedly live squalidly. Like the lower classes in all countries, they are accustomed to crowd together, and to disregard sanitary principles in their general mode of life. Still the Chinese quarter of San Francisco is by no means the swarming and filthy region it was twenty years ago. Perhaps it will compare not unfavorably with the foreign quarters in most large cities, whether here or in Europe. In some respects the comparison would be more creditable to the Chinese than to their rivals, indeed, for no matter how close and dirty their quarters may be, John Chinaman, as a rule, and by some magic of his own, contrives to maintain a condition of personal cleanliness not at all common among the poorer population of other races. No doubt, his habit of wearing clothes all of which can be washed has something to do with this, but it is also evident that he takes a pride in being and appearing clean and neat in person and dress. Even when doing the work of a navvy on a railroad, living in movable camps by the side of the track, this trait is observable in him. On Sunday he takes to the wash-tub as naturally as a sailor, and disports his sunburned face and lean, brown arms, if possible, in a spotless white jumper or a clean blue dungaree tunic.

I have said that John is a sober fellow, but he has one failing which often brings him to grief. He is too commonly an

inveterate gambler. I have had Chinese boys in my employ, mere lads of fourteen or fifteen, who would repair whenever they had money to the nearest "Fantan" game, and remain there until they had lost everything. Sometimes the poor wretches would gamble away even their outer garments, and return next morning to work dejected and gloomy, but by no means cured of the passion. Chinese servants, according to my experience, are, as a rule, faithful, docile and honest. I know some writers have charged them with dishonesty, but in twenty years no Chinese servants stole to the value of a cent from me, and I know plenty of people who could say as much. At the same time, one must know how to treat John in order to keep him. He must be humored in various ways. He has strange idiosyncrasies, and funny little superstitions, and quaint prejudices, and a very strong self-esteem. He will not be bullied, and he cannot be driven, and if not handled judiciously, no mule can be more obstinate than he. But he is a very useful personage and a very interesting study in all his phases and conditions, and the more we know of him the more one realizes that there is, as Sam Slick put it, "a good deal of human nature in man," even though the man hails from far Cathay.

GEO. F. PARSONS.

A Sign of Failure.

From the Minneapolis Commercial Bulletin.

Whenever a young man is seen wearing the toggery that approaches the dude costume he may be set down every time as lacking in the essentials that bring success. Such young men are often seen, however.

The attention of the writer was directed to a young man on the streets of Min-

neapolis this week. He was just making his debut in business life, as his years told, and he was doing it under dude auspices. His hands were tightly gloved, in his right hand was lightly carried a walking stick that as a means of support would not carry a baby, and from his mouth protruded a cigar. The young man was gliding along the street with a motion that plainly told of his importance as viewed from within. That boy will be a failure.

In the first place he lacks sense on general lines, for the hard worker has too much sense to pattern after a dude. But if this is not objectionable in itself it will work to the boy's disadvantage, because a majority of business men would see nothing in him to command their favorable consideration. The cane, the gloves, the cigar, and the general air would be a block in the way of success at the start.

There are a good many boys in the city who should learn this lesson, but very often their environment is unfavorable for it. Their fathers humor them instead of giving them practical lessons of industry that will make good men of them. The country boy is often misled by the city boy's appearance. He sees the slickly dressed young man and imagines that it is proper ambition to reach out after good dress. It is a mistake. As a rule, the country boy is worth a dozen city dudes, and he can be content that he is building on a firmer foundation if he is working and learning the value of industry and of money, than any city young man who carries a cane as part of his daily work. It takes brains to succeed in this world, not canes, and the young man who sets about it to develop his brain will act wisely.

Every country boy should improve his opportunity to develop his mind by good reading. Read history, good fiction, zoology, astronomy and other of the sciences. They all present wonderfully interesting questions, more fascinating than dime novels, every one of which weakens the mind if read.

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"NOTHING SUCCEEDS LIKE SUCCESS!"

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Have become household words and articles of daily consumption in thousands of homes where true merit is the watchword.

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IT WILL PLEASE YOU, TRY IT.

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PARAMARIBO, DUTCH GUIANA.

BOUND TO WIN.

Failures Did Not Disturb Him and Arguments Were in Vain.

From the New York Tribune.

"The man who has it in him to win will generally win in the long run," said a New York merchant the other day. "Sometimes I think it's best to get all your bad luck in a heap. Pile it on one bit after the other, and then when the good luck comes you have a clear way and are in good training for a strong run."

"I was out west fifteen years ago when I met a young fellow who interested me a great deal. He couldn't have been over twenty-eight then, but he had seen a good deal of life—that is, life out there. I heard that he had been in the sheep-raising business a couple of years before, but had lost his whole business—bad luck, every one said. I had taken out a few thousand dollars with which I wanted and expected to make a fortune in a marvelously short time. As I knew nothing at all about sheep, and every one said that what he didn't know about sheep was not worth knowing, I thought it would be a good idea to strike a bargain with him. So I went to him."

"He was working in a railroad machine shop at the time, earning I think it was \$3.75 a day, for before he came of age he had learned this trade just to fall back on, he explained. 'And,' he added, with a twinkle in his eye, 'I've fallen back on it oftener than I expected.'"

"When I explained to him my idea about the sheep, he told me about his life. His mother had died and left him about \$3,000. When he came of age he took the money and put it all in sheep. He lost it. For a time he had 'fired' on a locomotive and then went back to his trade. He saved money, and invested it in a sawmill scheme with some others. The mill burned down—it hadn't made money, anyway—and he went back to his trade again. Then he worked his way to Deadwood; made up his mind there was nothing there for him, and got back into Wyoming. He had in his life learned how to telegraph. He had a smart head and a pleasing manner and got two jobs at once—telegraph operator and manager of the drug store in a little town, running the business end of the drug store while its owner, a physician, looked after the drug part, which was a trifle compared with the fancy-goods, paints, oils, and various other things, including coal! He established his telegraph office in the drug store and all went merrily until he had saved \$1,500. With that he went out and hunted up a partner with the same amount of capital. They went to Utah. He bought sheep and 'went broke' again!"

"'Now,' he said to me with a pleasant laugh, 'you see that I haven't made just what you might call a startling success out of sheep. But I know there is money in it. I know why I have failed before and I may fail again. But I have been saving \$75 a month to go into the business once more, and if after what I have told you you would like to try me, I am your man.' So in due course of time we 'went broke' or practically so."

"I had come to admire this man immensely. He was straightforward, bright, witty and extremely able, and I felt more sorry for him than I did for myself."

"'A—,' I said, when the game was over 'the trouble with you is sheep. You'd make a fortune at anything else in the world, because you have the brains and the pertinacity to do it, but as long as you stick to sheep you will be a poor man. It's your fate. Come, now, swear off on sheep with me. I am going back East, and make my money slowly.'"

"'Just you wait,' he said, laughing cheerfully. 'I'll hit it yet.'"

"Well, the other day a big, full-waisted, brown-bearded man walked into my office. I knew him at a glance, and was so glad to see him that I jumped half way across the room."

"How are you? I cried. How have you been doing? Tell me all about yourself. And then he told me in a modest way that he had built half a town, and had come East to get some ideas on plumbing and waterworks."

"'I'll get the contract for the water-works,' he said, 'if I can get hold of a real live man here who will go out with me. I've already completed the dicker for opening a plumbing shop. I also want you to find me a smart, wide-awake young man who wants to be a bank cashier. Have got the bank, and we've got the president—I'm that fellow, but we want a cashier.'"

"Well, A—," I said, "I told you that you could do it. I knew it was in you. I'm glad you quit the sheep finally."

"'Sheep' cried A—, with a great laugh. 'Why, man, I have one of the finest herds in the West, and the finest plant without an exception anywhere. If you want to see a sheep ranch that beats the world come out and see me. Sheep! man, it was sheep that did all the rest.'"

"And then," added the New Yorker, "while I congratulated him with all my heart, I felt a little faintness to think what I might have had if I had stuck it out with him."

Compressed Yeast a Vegetable.

One great family of the group of micro-organisms is called "yeast." When the grocer sends to the cook a little square soft cake of yeast, wrapped in tin-foil, to keep it clean and moist, he acts as a connecting link between biological science and commerce and domestic life. The commercial value of one single yeast plant may be estimated on the basis that the single yeast cake, costing its consumer 1 cent, may contain many hundred millions of the single plant. When these yeast plants, well distributed through the dough, are set in a warm place, they begin to grow, and in order to grow they must consume food. Now, the flour and salt and water in the dough are very choice viands for these little plants, and as they feed they tear these substances asunder wherever they lie, assimilating some elements under the influence of the life forces, and setting free, among other things, carbonic acid gas. This occupies more space than did the compound of which it formed a part before it came under the restless influence of the living plant cell, and so the bread "rises" and becomes light and porous; a happy result for us, for the poor yeast plants are fattened but to die, and at the right moment off goes the whole mass to the oven, where their myriad budding lives are soon extinguished.

Thus, when we eat the bread, we eat the myriads of cell fragments which make up the wheat or rye or barley of the flour, as well as the yeast cells themselves, and call it food.

This is one of the best forms of food, and, as in almost all our foods, the man, himself a vast aggregate of cells, assimilates the ruins of other cells, both animals and plants.

There is a whole, great, and important series of manufacturers dependent upon the life process of different species of yeast plants analogous to those which we have received in the bread. Beer making and many other fermentations rest upon the micro-organism called yeasts. Where the various species came from originally it would be useless to speculate. What special purpose the beer yeast, for example, served in the economy of nature before the dawn of the beer age, who shall say?

Can't Find His Land.

A Biddeford, Me., man is said to be in an odd predicament. He says that he owns fifty acres of land in the suburbs of Biddeford that he can't find, though his grandmother willed it to him. The boundary lines haven't been run for generations. He has had a surveyor at work trying to run the lines, but each time he has encroached on land to which others have clear titles. Now the property is advertised for taxes, and a possible solution has presented itself to the owner. He says he is going to let the city sell the land for taxes, bid it in himself and let the city find it for him. The city, he argues, can't sell anything it can't deliver, and it can't deliver anything it can't find.

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.

SAPOLIO?

WHO URGES YOU TO KEEP

The Public!

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

Any Jobber will be Glad to Fill Your Orders.

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 DIA-
MOND



CLIPPER
PARAGON
IROQUOIS
PHOENIX
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.

FIRE INSURANCE.

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

EIGHTH PAPER.

Written for THE TRADESMAN.

"This company shall not be liable for loss * * * to awnings, bullion, casts, sculpture, curiosities, drawings, dies, implements, jewels, manuscripts, medals, models, patterns, pictures, scientific apparatus," etc.

Most of the above articles are common to many households and some of them can be found in the house of the artisan as well as in the home of the capitalist. Indeed, to remove these fifteen articles from an average home would be an act of depletion. It would materially decrease the value of the "household goods" or the "contents of dwelling house," yet not one of these articles is included in the insurance, unless especially mentioned in the description in the policy.

How important it is, therefore, that insurers should carefully read over this condition, and give careful attention to a proper designation of everything which it is intended to cover. Insured parties are notoriously careless and negligent in the matter of their insurance contracts, frequently examining them, for the first time, after the property is destroyed, and then often finding that, through negligence and inattention, they have failed to include important and valuable property which they had intended to protect, and have been in the constant violation of conditions which were plainly printed or written out for their guidance, and which could have been easily observed, if they had taken the pains to inform themselves what they were. People are sometimes disposed to blame, quite unreasonably, companies which act honorably and faithfully up to the fullest and most liberal construction of the contract, in favor of the insured, for losses occasioned simply and alone by their own carelessness. They even sometimes blame the courts for a decision which the plain terms of the contract imperatively calls for, when they learn at great expense the plain and simple lesson, that courts, and even courts of equity, cannot make a contract for the parties nor fritter away or ignore its plain provisions, nor give equitable relief against the plaintiff's own carelessness and inattention. If this series of articles shall induce any considerable number of the readers of THE TRADESMAN, careful and prudent in other respects, to bestow proper attention upon the provisions contained in their policies of insurance, then will my labor in this direction not have been in vain.

Numerous questions have arisen as to the meaning and construction of some of the terms used in the exceptions noted. For example, in a New York case, where the exception was of "jewels, plate, medals or other curiosities, paintings and sculptures," and among the items of household furniture, for the loss of which the assured claimed, were included five portraits, with their frames, twelve silver tablespoons and silver sugar tongs, the court instructed the jury that although "plate" and "paintings" were not covered by the policy, unless specified, yet he doubted whether the condition could be applied to the portraits or silver spoons specified in the schedule of things insured. The expression, "or other curiosities," would seem to indicate that the insurers had in mind articles of ornament, as contradistinguished from those

designed for common use or kept as memorials of friends.

Lord Coke once defined the character, "etc.," as meaning "whatever else ought to have been expressed," and in a Massachusetts case, where the description was, "on thier stock of watches, watch trimmings, etc.," it was held to include the entire stock of the insured, consisting of plate, silverware, tools of trade, and such other goods as form part of similar stocks in Boston—all being covered by the "etc."

Any word or expression used will, ordinarily, be liberally construed, as including whatever is necessary to fill up its fullest and most perfect meaning.

"This company shall not be liable by virtue of this policy, for loss by theft, at, or after a fire."

It would seem to be quite unnecessary to insert a condition of this kind in a contract of indemnity against loss by fire, for the purpose of saving the insurers from liability in case of loss by theft. In the absence of precedent, it probably would be unnecessary, but the question has repeatedly been adjudicated and the decisions of the courts have clearly established such liability. In the absence of such a provision, therefore, the companies would be liable for loss by theft at, or after a fire; but where a policy contains a clause such as the one above quoted, it has been held that the insurers were not liable for goods stolen while being carried from a building which was on fire, even in pursuance of advice of the fire warden.

"Nor for bills, currency, notes, accounts, deeds, evidences of debt, or securities."

This is an absolute exception, containing no proviso—the different kinds of property enumerated being simply uninsurable.

"Nor for any loss caused or by fire, caused by means of or during an invasion, insurrection, riot, civil commotion, or military or usurped power, or by order of any civil authority."

Damage arising from the wilful and felonious acts of servants or strangers is a risk insured against, and must be borne by the insurers, unless specially excepted in the policy; and this has induced insurance companies to ingraft upon their policies this exception.

This sort of exception has been in use for more than a century. It was originally inserted in the conditions of the policies of the London Assurance Company and was stated thus, "nor for damage happening by any invasion, foreign enemy, or any military or usurped power." The Sun Fire Insurance Co. adopted a similar clause, with the addition of the words, "civil commotion," and upon its construction, discussion was had in 1780, before Lord Mansfield. During the riots which occurred in June of that year, the mob, among other acts of violence and destruction burned down the house of one Langdale, which was insured in the Sun company, and action was brought to recover for the loss. The point at issue was the meaning of the words "civil commotion." Lord Mansfield said, "I think a 'civil commotion' is this: An insurrection of the people for general purposes, though it may not amount to a rebellion where there is a usurped power. If you think this was an insurrection of the people for the purposes of mischief, though not amounting to a rebellion, you will find for the defendants."

The word "riot" has since been added, which is quite different from, and much narrower than "insurrection," or "civil

commotion." It is commonly defined to be a tumultuous disturbance of the peace by three or more persons, assembling of their own will, with intent mutually to assist each other against any who may oppose them, in the execution of some enterprise of a private nature, and afterwards actually executing, or attempting to execute the same in a violent or turbulent manner, to the terror of the people, whether the act intended were of itself lawful or unlawful.

Many very interesting cases have hinged upon a construction of the words "usurped power," which, for the want of time and space, must be passed over. The question as to what acts of destruction were within this exception has arisen in numerous cases in this country, out of events connected with, or arising out of the rebellion and civil war. In some cases a town was destroyed, or many of its valuable buildings with their contents burned, to prevent them from falling into the hands of the opposing force, by the express order of the civil magistrate. Whether such a destruction would come within the exception, I have not the means at hand of knowing.

E. A. OWEN.

The Prosperity of Our Workmen.

Edward Atkinson in the May Forum.

There has never been a period in the history of this or any other country when the general rate of wages was as high as it is now, or the prices of goods relatively to the wages as low as they are to-day, nor a period when the workman, in the strict sense of the word, has so fully secured to his own use and enjoyment such a steadily and progressively increasing proportion of a constantly increasing product. Hence, as far as our experience goes in dealing with the great flood of immigration which has poured in upon us in increasing measure during these twenty-five years, greater in the last ten years than ever before, all the facts and conditions would tend to prove that we might invite its continuance, so far as it consists of the intelligent and the capable who constitute by far the greatest portion, rather than impose taxes to keep the intelligent and capable from coming here to improve their condition. We now have specific and absolute data in respect to manufactures, the mechanic arts and mining going to prove that, through the application of science and invention in these specific directions, those who do the actual work in the sense in which the workman uses that phrase—in a lessening number of hours and with less arduous effort—secure constantly advancing wages, increased purchasing power, better food and more of it, more clothing, if not quite as good on account of the obstruction to the import of wool, and also, outside of a few congested districts in cities, better shelter at lessening cost to the occupant.

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—A DRUG STORE, NICE FIXTURES, fresh and well selected stock, increasing trade, nice residence portion of the city. Inventory, \$2,500. Address No. 498, care Michigan Tradesman. 498

FOR SALE—WELL ESTABLISHED BOOT & shoe business in Big Rapids. This stock will be sold at a bargain. For particulars enquire of owner, John Le Duke. 500

FOR SALE—BAZAAR STOCK. ESTABLISHED eight years, making money; must sell; will exchange for Detroit property. Address David Lang, Lansing, Mich. 501

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 & Knapp, rooms 15, 16 and 17, New Houseman Block, Grand Rapids, Mich. 463

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 57, 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 \$100 cash. Can step into an old established cash retail and paying business. Don't fail to investigate this. For particulars address No. 471, care Michigan Tradesman. 471

FOR SALE—ONE OF THE BEST DRY GOODS houses in southern Michigan; established 23 years; best of reasons for selling; excellent opportunity for obtaining a good business. Address Lock box 1237, Coldwater, Mich. 477

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

SITUATIONS WANTED.

WANTED—POSITION BY REGISTERED pharmacist of eleven years practical experience. Am married man. Or would like to find good place to locate with first class store. Address No. 490, care Michigan Tradesman. 490

WANTED—POSITION BY YOUNG MAN IN dry goods, men's furnishing goods or general store. Six years' experience. Good references. Address No. 532, care Michigan Tradesman. 502

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

MISCELLANEOUS.

FOR RENT—NICE LARGE LIGHT STORE in brick block near Fifth avenue at \$25. 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. 370

WANTED—A DRUGGIST TO GO TO DELTON, 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—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

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, Vickeryville, Mich. 481

WANTED!
LUMBER

RED OAK, WHITE OAK,

BLACK ASH,

ROCK ELM, GREY ELM,

BASSWOOD.

A. E. WORDEN,

19 Wonderly Building,
GRAND RAPIDS, MICH.

Wholesale Price Current.

Advanced—Nothing.

Declined—Sassafras bark, oil anise, oil cubebs, castor oil, bromide potash, salacine, turpentine.

ACIDUM.		CUBEBAE.	
Aceticum	80 10	Cubebae (po 75)	75 80
Benzolium German.	60 65	Juniperus	80 10
Boracic	30 5	Xanthoxylum	25 30
Carbolicum	22 30	BALSAMUM.	
Citricum	55 60	Copaiba	45 50
Hydrochloric	30 5	Peru	21 30
Nitricum	10 12	Terabin, Canada	35 40
Oxalicum	10 12	Tolutan	35 50
Phosphoricum dil.	20	CORTEX.	
Sulfuricum	1 30 21 70	Abies, Canadian	18
Sulphuricum	1 14 21 5	Cassia	11
Tannicum	1 40 21 60	Cinchona Flava	18
Tartaricum	33 35	Eunonymus atropurp.	30
AMMONIA.		Myrica Cerifera, po.	20
Aqua, 16 deg.	34 5	Prunus Virgin.	12
" 20 deg.	54 7	Quillaja, grd.	12
Carbonas	12 14	Sassafras	12
Chloridum	12 14	Ulmus Po (Ground 12)	10
ANILINE.		EXTRACTUM.	
Black	2 00 22 25	Glycyrrhiza Glabra	24 25
Brown	80 21 00	" po.	33 35
Red	45 50	Haematox, 15 lb. box.	11 12
Yellow	2 50 23 00	" 18.	13 14
BACCAR.		" 1/8.	14 15
Cubebae (po 75)	75 80	" 1/4.	16 17
Juniperus	80 10	FERRUM.	
Xanthoxylum	25 30	Carbonate Precip.	2 15
BALSAMUM.		Citrate and Quinia	2 30
Copaiba	45 50	Citrate Soluble	2 80
Peru	21 30	Ferrocyanidum Sol.	2 50
Terabin, Canada	35 40	Solut Chloride	2 15
Tolutan	35 50	Sulphate, com'l.	1 1/2 2 7
CORTEX.		" pure.	2 7
Abies, Canadian	18	FLORA.	
Cassia	11	Arnica	20 28
Cinchona Flava	18	Anthemis	3 35
Eunonymus atropurp.	30	Matricaria	25 30
Myrica Cerifera, po.	20	FOLIA.	
Prunus Virgin.	12	Barosma	18 65
Quillaja, grd.	12	Cassia Acutifol, Tin-	25 28
Sassafras	12	nivelly	25 28
Ulmus Po (Ground 12)	10	" Alix.	35 50
EXTRACTUM.		Salvia officinalis, 1/8	12 15
Glycyrrhiza Glabra	24 25	Ura Ursi.	80 10
" po.	33 35	GUMMI.	
Haematox, 15 lb. box.	11 12	Acacia, 1st picked	2 80
" 18.	13 14	" 2d	2 50
" 1/8.	14 15	" 3d	2 40
" 1/4.	16 17	" sifted sorts	2 25
FERRUM.		" po.	60 80
Carbonate Precip.	2 15	Aloe, Barb. (po. 60)	50 60
Citrate and Quinia	2 30	" Cape, (po. 20)	2 12
Citrate Soluble	2 80	Socotri, (po. 60)	2 50
Ferrocyanidum Sol.	2 50	CATECHU.	
Solut Chloride	2 15	Catechu, 1s, 1/4, 1/8, 1/16	2 10
Sulphate, com'l.	1 1/2 2 7	" 10.	2 1
" pure.	2 7	Ammoniac	55 60
FLORA.		Asafoetida, (po. 35)	35 40
Arnica	20 28	Benzolium	50 55
Anthemis	3 35	Camphora	50 53
Matricaria	25 30	Euphorbium po	35 50
FOLIA.		Galbanum	23 50
Barosma	18 65	Gamboge, po.	70 75
Cassia Acutifol, Tin-	25 28	Gualacum, (po. 30)	2 25
nivelly	25 28	Kino, (po. 30)	2 25
" Alix.	35 50	Mastic	2 40
Salvia officinalis, 1/8	12 15	Myrrh, (po. 45)	1 65 21 70
Ura Ursi.	80 10	Opil, (po. 2 70)	1 65 21 70
GUMMI.		Shellac	25 35
Acacia, 1st picked	2 80	" bleached	30 35
" 2d	2 50	Tragacanth	30 75
" 3d	2 40	HERBA—In ounce packages.	
" sifted sorts	2 25	Absinthium	25
" po.	60 80	Eupatorium	30
Aloe, Barb. (po. 60)	50 60	Lobelia	25
" Cape, (po. 20)	2 12	Majorum	25
Socotri, (po. 60)	2 50	Mentha Piperita	23
CATECHU.		" Vir.	25
Catechu, 1s, 1/4, 1/8, 1/16	2 10	Rue	30
" 10.	2 1	Tanacetum, V.	22
Ammoniac	55 60	Thymus, V.	25
Asafoetida, (po. 35)	35 40	MAGNESIA.	
Benzolium	50 55	Calcined, Pat.	55 60
Camphora	50 53	Carbonate, Pat.	20 22
Euphorbium po	35 50	Carbonate, K. & M.	20 25
Galbanum	23 50	Carbonate, Jennings	35 36
Gamboge, po.	70 75	OLEUM.	
Gualacum, (po. 30)	2 25	Absinthium	3 50 24 00
Kino, (po. 30)	2 25	Amygdalae, Dulc.	45 75
Mastic	2 40	Amygdalae, Amarae	8 00 28 25
Myrrh, (po. 45)	1 65 21 70	Anisi	1 65 21 75
Opil, (po. 2 70)	1 65 21 70	Aurant Cortex	3 00 23 25
Shellac	25 35	Bergamini	3 75 24 00
" bleached	30 35	Caliputi	60 65
Tragacanth	30 75	Caryophylli	75 80
HERBA—In ounce packages.		Cedar	35 65
Absinthium	25	Chenopodii	61 60
Eupatorium	30	Cinnamonfi	1 20 21 25
Lobelia	25	Citronella	2 45
Majorum	25	Conium Mac.	35 65
Mentha Piperita	23	Copaiba	1 10 21 20
" Vir.	25	TINCTURES.	
Rue	30	Aconitum Napellis R.	60
Tanacetum, V.	22	Aloes	50
Thymus, V.	25	" and myrrh.	50
MAGNESIA.		Arnica	50
Calcined, Pat.	55 60	Asafoetida	50
Carbonate, Pat.	20 22	Atrope Belladonna	0
Carbonate, K. & M.	20 25	Benzoin	60
Carbonate, Jennings	35 36	Sanguinaria	50
OLEUM.		Barosma	50
Absinthium	3 50 24 00	Cantharides	75
Amygdalae, Dulc.	45 75	Capsicum	50
Amygdalae, Amarae	8 00 28 25	Cassia	50
Anisi	1 65 21 75	Catechu	50
Aurant Cortex	3 00 23 25	Cinchona	50
Bergamini	3 75 24 00	" Co.	50
Caliputi	60 65	Columba	50
Caryophylli	75 80	Conium	50
Cedar	35 65	Cubeba	50
Chenopodii	61 60	Digitalis	50
Cinnamonfi	1 20 21 25	Ergot	50
Citronella	2 45	Gentian	50
Conium Mac.	35 65	" Co.	60
Copaiba	1 10 21 20	Gualacum	50
TINCTURES.		Zingiber	50
Aconitum Napellis R.	60	Hyocymus	50
Aloes	50	Iodine	75
" and myrrh.	50	" Colorless	75
Arnica	50	Ferri Chloridum	35
Asafoetida	50	Kino	50
Atrope Belladonna	0	Lobelia	50
Benzoin	60	Myrrh	50
Sanguinaria	50	Nux Vomica	50
Barosma	50	Opil	50
Cantharides	75	" Camphorated	50
Capsicum	50	" Deodor.	2 00
Cassia	50	Aurant Cortex	50
Catechu	50	Quassia	50
Cinchona	50	Rhatany	50
" Co.	50	Rhel	50
Columba	50	Cassia Acutifol	50
Conium	50	" Co.	50
Cubeba	50	Serpentaria	50
Digitalis	50	Stromonium	60
Ergot	50	Tolutan	60
Gentian	50	Valerian	50
" Co.	60	Veratrum Verde	50
Gualacum	50	MISCELLANEOUS.	
Zingiber	50	Ether, Spts Nit, 3 F.	26 28
Hyocymus	50	" 4 F.	30 32
Iodine	75	Alumen	2 1/2 3
" Colorless	75	" ground, (po.	3 4
Ferri Chloridum	35	Annatto	55 60
Kino	50	Antimony, po.	4 5
Lobelia	50	" et Potass T.	55 60
Myrrh	50	Antipyrin	21 40
Nux Vomica	50	Antifebrin	2 25
Opil	50	Argent Nitras, ounce	2 60
" Camphorated	50	Arsenicum	50 7
" Deodor.	2 00	Balm Gilead Bud.	55 60
Aurant Cortex	50	Bismuth S. N.	2 10 22 20
Quassia	50	Calcium Chlor, 1s, (1/4	2 9
Rhatany	50	11; 1/2, 12)	2 9
Rhel	50	Cantharides Russian,	21 20
Cassia Acutifol	50	po.	21 20
" Co.	50	Capsici Fructus, af.	2 22
Serpentaria	50	" po.	2 25
Stromonium	60	" B po.	2 20
Tolutan	60	Caryophyllus, (po. 14)	10 12
Valerian	50	Carmin, No. 40	50 55
Veratrum Verde	50	Cera Alba, S. & F.	50 55
MISCELLANEOUS.		Cera Flava	35 40
Ether, Spts Nit, 3 F.	26 28	Coccus	2 40
" 4 F.	30 32	Cassia Fructus	2 22
Alumen	2 1/2 3	Centaria	2 10
" ground, (po.	3 4	Cetaceum	2 40
Annatto	55 60	Chloroform	60 63
Antimony, po.	4 5	" aquibbs.	21 25
" et Potass T.	55 60	Chloral Hyd Crst.	1 20 21 40
Antipyrin	21 40	Chondrus	20 25
Antifebrin	2 25	Cinchonidine, P. & W	15 20
Argent Nitras, ounce	2 60	" German 3	2 12
Arsenicum	50 7	Corks, list, dis. per	60
Balm Gilead Bud.	55 60	cent	60
Bismuth S. N.	2 10 22 20	Creasotum	2 50
Calcium Chlor, 1s, (1/4	2 9	Creta, (bbl. 75)	2 2
11; 1/2, 12)	2 9	" prep.	5 5
Cantharides Russian,	21 20	" precip.	9 11
po.	21 20	" Rubra	8
Capsici Fructus, af.	2 22	Crocus	33 35
" po.	2 25	Cudbear	2 24
" B po.	2 20	Cupri Sulph.	5 20
Caryophyllus, (po. 14)	10 12	Dextrine	10 12
Carmin, No. 40	50 55	Ether Sulph.	68 70
Cera Alba, S. & F.	50 55	Emery, all numbers	2
Cera Flava	35 40	" po.	6
Coccus	2 40	Ergota, (po.) 65.	60 65
Cassia Fructus	2 22	Flake White.	12 15
Centaria	2 10	Galla	2 23
Cetaceum	2 40	Gambier	7 8
Chloroform	60 63	Gelatin, Cooper	70
" aquibbs.	21 25	" French	40 60
Chloral Hyd Crst.	1 20 21 40	Glassware flint, 75 and 2 1/2	by box 70
Chondrus	20 25	Glue, Brown.	90 15
Cinchonidine, P. & W	15 20	" White	130 25
" German 3	2 12	Glycerina	15 20
Corks, list, dis. per	60	Grana Paradisi	20 22
cent	60	Humulus	25 55
Creasotum	2 50	" Cor	20 80
Creta, (bbl. 75)	2 2	" Ox Rubrum	21 10
" prep.	5 5	" Ammoniat.	61 10
" precip.	9 11	Unguentum	45 55
" Rubra	8	Hydrargyrum	65
Crocus	33 35	Icthyobolia, Am.	1 25 21 50
Cudbear	2 24	Indigo	75 100
Cupri Sulph.	5 20	Iodine, Resubl.	3 75 23 85
Dextrine	10 12	Iodoform	24 70
Ether Sulph.	68 70	Lupulin	45 50
Emery, all numbers	2	Lycopodium	50 55
" po.	6	Macis	75 80
Ergota, (po.) 65.	60 65	Liquor Arsen et Hy-	27
Flake White.	12 15	drag Iod.	100 12
Galla	2 23	Liquor Potass Arsenitis	100 12
Gambier	7 8	Magnesia, Sulph (bbl	20 8
Gelatin, Cooper	70	" 1/4)	20 8
" French	40 60	Mannia, S. F.	30 23

Morphia, S. P. & W.	1 80 2 05	Seidlitz Mixture	2 24	Linseed, boiled	43 46
S. N. Y. Q. &	2 40	Sinapis	2 18	Neat's Foot, winter	50 60
C. Co	1 70 2 15	Snuff, opt.	2 30	strained	50 60
Moschus Canton.	65 70	Snuff, Maccaboy, De	2 35	Spirits Turpentine	38 1/2 43
Myristica, No. 1	10 20	Voos	2 35	PAINTS.	
Nux Vomica, (po 30)	18 20	Snuff, Scotch, De, Voos	2 35	bbl. lb.	
Os. Sepia	18 20	Soda Boras, (po. 11)	10 11	Red Venetian	1 1/2 2 3
Pepsin Saac, H. & P. D.	2 00	Soda et Potass Tart.	27 30	Ochre, yellow Mars	1 1/2 2 3
Co.	2 00	Soda Carb.	1 1/2 2	" Ber	1 1/2 2 3
Picls Liq. N.-C., 1/4 gal	2 00	Soda, Bi-Carb.	2 5	Putty, commercial	2 1/2 3 1/2
doz	2 00	Soda, Ash	3 1/2 4	" strictly pure	2 1/2 3 1/2
Picls Liq., quarts	2 00	Soda, Sulphas	50 55	Vermilion Prime Amer	70 75
" pint	2 00	Spts. Ether Co.	2 25	Ican	13 16
Pil Hydrag, (po. 30)	2 50	" Myrcia Dom	2 25	Vermilion, English	70 75
Piper Nigra, (po. 22)	2 1	" Myrcia Imp.	2 30	Green, Peninsular	70 75
Piper Alba, (po. 25)	2 3	" Vinl Rect. bbl	2 21 2 31	Lead, red	7 7 1/2
Pix Burgun.	2 7	" 7	2 21 2 31	" white	7 7 1/2
Plumbi Acet	14 15	Less 5c gal., cash ten days.	2 21 2 31	Whiting, white Span	2 70
Pulvis Ipecac et opil	1 10 21 20	Strychnia Crystall	2 1 30	Whiting, Gilders	2 96
Pyrethrum, boxes H	2 1	Sulphur, Subl.	3 2 4	White, Paris American	1 0
& P. D. Co., doz	2 1 25	" Roll	2 1/2 3 1/2	Whiting, Paris Eng.	1 40
Pyrethrum, pv	30 35	Tamarinds	8 10	Pioneer Prepared Paint	20 21 4
Quassia	80 10	Terebenth Venice	28 30	Swiss Villa Prepared	
Quinia, S. P. & W.	29 34	Theobromae	38 43	Paints	1 00 21 20
Rubia Tinctorum	12 14	Vanilla	9 00 21 00	VARNISHES.	
Saccharum Lactis pv	2 28	Zinc Sulph.	7 2 8	No. 1 Turp Coach	1 10 21 20
Salicis	1 60 21 65	OILS.		Extra Turp.	160 21 70
Sanguis Draconis	40 50	Bbl. Gal		Coach Body	2 75 23 00
Sapo, W.	12 14	Whale, winter	70 70	No. 1 Turp Furn	1 00 21 10
" M	10 12	Lard, extra	55 60	Eutra Turk Damar	1 55 21 60
" G	2 15	Lard, No. 1	45 55	Japan Dryer, No. 1	
		Linseed, pure raw	40 43	Turp.	70 75

HAZELTINE
& PERKINS
DRUG CO.

Importers and Jobbers of

Grocery Price Current.

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

AXLE GREASE.		APRICOTS.		CLOTHES PINS.	
Aurora, doz	55 6 00	Live oak	2 25	5 gross boxes	40
Diamond	50 5 50	Santa Cruz	2 00	COCOA SHELLS.	
Frazier's	89 9 00	Lusk's	2 50	35 lb bags	23
Mica	75 8 00	Overland	1 90	Less quantity	23 1/2
Paragon	55 6 00	Blackberries.	90	Pound packages	6 1/2 @ 27
BAKING POWDER.		Cherries.		COFFEE.	
Acme.		Red	1 20	GREEN.	
1/2 lb. cans, 3 doz	45	Pitted Hamburg	1 75	Rio.	
1/2 lb. " 2 "	85	White	1 20	Fair	
1 lb. " 1 "	1 80	Erie	1 30	Good	
Bulk	10	Damsons, Egg Plums and Green	1 25	Golden	
Arctic.		Gages.		Peaberry	
1/2 lb. cans	60	California	@ 1 25	Santos.	
1 lb. " 1 "	1 20	Common	1 10	Fair	
5 lb. " 1 "	9 60	Peaches.		Good	
Cook's Favorite.		Pie	1 10	Prime	
100 1/2 lb cans	12 00	Maxwell	1 50	Peaberry	
(121 pieces colored glass)		Shepard's	1 40	Mexican and Guatemala.	
100 1/2 lb cans	12 00	California	2 25	Fair	
(106 hdl cups and saucers)		Monitor	1 25	Good	
2 doz 1 lb cans	9 60	Oxford	1 25	Fancy	
(tandard pitcher with each can)		Pears.		Prime	
Dr. Price's.		Domestic	1 25	Milled	
Dime cans.		Riverside	2 10	Java.	
4-oz " 1 33		Pineapples.		Interior	
6-oz " 1 90		Common	1 30	Private Growth	
8-oz " 2 47		Johnson's sliced	2 50	Mandehing	
12-oz " 3 75		" grated	2 75	Mocha.	
16-oz " 4 75		Quinces.		Roasted.	
2 1/2 lb " 11 40		Common	1 10	To ascertain cost of roasted	
5 lb " 21 60		Raspberries.	1 30	coffee, add 1/2 c. per lb. for roast-	
10 lb " 41 80		Red	1 30	ing and 15 per cent. for shrink-	
Red Star, 1/2 lb cans.		Black Hamburg	1 50	age.	
1/2 lb " 1 50		Erie, black	1 40	PACKAGE.	
Telfer's, 1/2 lb. cans, doz.	45	Strawberries.		Arbuckle's Arisosa	
1/2 lb. " 1 50		Lawrence	1 25	McLaughlin's XXXX	
Victor.	1 50	Hamburg	1 25	German	
6 oz cans, 4 doz		Erie	1 25	F. & W.	
2 doz	2 00	Terrapin	1 35	Blueberries	
BATH BRICK.		Whortleberries.		Common	
2 dozen in case.		Common	1 20	F. & W.	
English	90	Corned beef, Libby's	1 80	Blueberries	
Bristol	80	Roast beef, Armour's	1 75	MEATS.	
Domestic	70	Potted ham, 1/2 lb	1 50	Corned beef, Libby's	
BLUING.		1/2 lb	1 00	Potted ham, 1/2 lb	
8 oz	4 00	" tongue, 1/2 lb	1 10	1/2 lb	
" 8 oz	7 00	" chicken, 1/2 lb	95	1/2 lb	
" pints, round	10 50	VEGETABLES.		Beans.	
" No. 2, sifting box	2 75	Hamburg stringless	1 25	French style	
" No. 3	2 75	Limmas	1 40	Limas	
" No. 5	8 00	soaked	1 30	Limas	
" 1 oz ball	4 50	Lewis Boston Baked	1 35	Bay State Baked	
BROOMS.		World's Fair	1 35	World's Fair	
No. 2 Hurl	2 00	Corn	1 35	Hamburg	
No. 1	2 25	Livingston Eden	1 15	Soaked	
No. 2 Carpet	2 50	Purity	1 50	Honey Dew	
No. 1	2 75	Morning Glory	1 10	Pears	
Parlor Gem	3 00	Hamburg marrofat	1 35	early June	
Common Whisk	1 00	" Champion Eng.	1 50	Hamburg petit pois	
Fancy	1 20	fancy sifted	1 90	Soaked	
Warehouse	3 50	Harris standard	1 10	Van Camp's Marrofat	
BRUSHES.		Early June	1 30	Archer's Early Blossom	
Stove, No. 1	1 25	French	1 80	Mushrooms.	
" 10	1 50	Pumpkin.		Erie	
" 15	1 75	Hubbard	1 30	Squash.	
Rice Root Scrub, 2 row	85	Succotash	1 40	Hamburg	
Rice Root Scrub, 3 row	1 25	Soaked	80	Honey Dew	
Palmetto, goose	1 50	Tomatoes.		Excelsior	
CANDLES.		Star, 40	1 00	Eclipse	
Hotel, 40 lb. boxes	10	Hamburg	1 30	Gallon	
Star, 40	9	CHOCOLATE-BAKER'S.		German Sweet	
Paraffine	11	Amboy	@ 12 1/4	Premium	
Wickings	24	Herkimar	@ 12 1/4	Pure	
CANNED GOODS.		Allegan	@ 12 1/4	Breakfast Cocoa	
FISH.		Skim	@ 10	CHEESE.	
Little Neck, 1 lb.	1 15	Brick	13	Amboy	
" 2 lb.	1 90	Edam	@ 10 00	Herkimer	
Clam Chowder.		Limburger	@ 10 00	Champion	
Standard, 3 lb.	2 00	Pineapple	@ 25	Riverside	
Cove Oysters.		Roquefort	@ 35	Allegan	
Standard, 1 lb.	85	Sap Sago	@ 22	Sardines.	
" 2 lb.	1 65	Schwitzer, imported	@ 15	4 1/2 @ 5	
Lobsters.		CATSUP.		Imported	
Star, 1 lb.	2 40	Blue Label Brand	2 75	Mustard	
" 2 lb.	3 30	Half pint, 25 bottles	2 75	2 lb.	
Picnic, 1 lb.	2 00	Pint	4 50	Tomato Sauce, 2 lb.	
" 2 lb.	2 90	Quart	3 50	Soused, 2 lb.	
Mackerel.		COUPON BOOKS.		Soused, 2 lb.	
Standard, 1 lb.	1 30	"Tradesman."		Salmon.	
" 2 lb.	2 25	"Superior."		Columbia River, flat	
Mustard, 2 lb.	2 25	"Universal."		" falls	
Tomato Sauce, 2 lb.	2 25	Above prices on coupon books		Alaska, 1 lb.	
Soused, 2 lb.	2 25	are subject to the following		" 2 lb.	
		quantity discounts:		Sardines.	
		300 or over		American	
		500 " 10 "		1/2 @ 5	
		1000 " 20 "		1/2 @ 7	
				Imported	
				1/2 @ 12	
				Mustard	
				Boneless	
				Brook, 3 lb.	
				Fruits.	
				Apples.	
				3 lb. standard	
				York State, gallons	
				Hamburg,	

COUPON PASS BOOKS.

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

CONDENSED MILK.

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

CRACKERS.

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

Soda.

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

DRIED FRUITS.

Domestic.
Sundried, sliced in bbls.
Evaporated, 50 lb. boxes @ 7
California in bags.....9 1/2 @ 10
Evaporated in boxes.....10 @ 11
In boxes.....4 1/2
NECTARINES.
70 lb. bags.....7 1/2
25 lb. boxes.....9 @ 9 1/2
PEACHES.
Peeled, in boxes.....12
Cal. evap. " in bags @ 7 1/2
PEARS.
California in bags @ 7
PITTED CHERRIES.
Barrels.....10
50 lb. boxes.....11
25 " ".....12
PRUNELLES.
30 lb. boxes.....11
RASPBERRIES.
In barrels.....15
50 lb. boxes.....16
25 lb. ".....17

Foreign.

CURRENTS.
Patras, in barrels @ 3 1/2
" in 1/4 bbls @ 3 1/2
" in less quantity @ 4
PEEL.
Citron, Leghorn, 25 lb. boxes 20
Lemon " 25 " 10
Orange " 25 " 11
RAISINS.
Domestic.
London layers, 2 crown.....1 40
" 3 ".....1 65
" fancy.....1 85
Loose Muscatels, boxes.....1 25
70 lb. bags @ 5 1/4
Foreign.
Ondura, 25 lb. boxes.....7 1/2 @ 7 1/4
Sultana, 20 ".....11 @ 12 1/2
Valencia, 30 ".....6 1/2 @ 6 1/2
PRUNES.
Bosnia.....@
California, 90x100 25 lb. bxs. 8
" 80x90 ".....8 1/2
" 70x80 ".....9
" 60x70 ".....9 1/2
Turkey.....@ 5 1/2
Silver.....11 1/4

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Peas.

Green, bu.....1 40
Split per lb.....3 00
Sago.
German.....4
East India.....5
Wheat.
Cracked.....5

FISH-Salt.

Bloaters.
Yarmouth.....1 10
Cod.
Pollock.....4
Whole, Grand Bank.....6 @ 8 1/4
Boneless, bricks.....7 1/2 @ 8
Boneless, strips.....7 1/2 @ 8
Halibut.
Smoked.....12

Herring.

Scaled.....18 @ 30
Holland, bbls.....11 00
" kegs.....85
Round shore, 1/2 bbl.....2 00
" 1/2 bbl.....1 10

Mackerel.

No. 1, 1/2 bbls, 90 lbs.....11 00
No. 1, kits, 10 lbs.....1 25
Family, 1/2 bbls, 100 lbs.....5 50
" kits, 10 lbs.....75
Sardines.
Russian, kegs.....45

Trout.

No. 1, 1/2 bbls, 100 lbs.....6 50
No. 1, kits, 10 lbs.....90
Whitefish.
No. 1, 1/2 bbls, 100 lbs.....8 00
No. 1, kits, 10 lbs.....1 10
Family, 1/2 bbls, 100 lbs.....3 50
" kits 10 lbs.....50

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:
FRESH FISH
Whitefish.....7 @ 8
Trout.....7 @ 8
Halibut.....@ 15
Clasos or Herring.....5 @ 6
Bluefish.....11 @ 12
Mackerel.....15 @ 25
Cod.....10 @ 12
No. 1 Pickerel.....@ 8
Pike.....@ 8
Smoked White.....@ 7
OYSTERS-CANS.
Fairhaven Counts.....@ 40
F. J. D. Selects.....@ 35
Selects.....@ 30
F. J. D.....@ 25

SHELL GOODS.

Oysters, per 100.....1 25 @ 1 50
Clams.....75 @ 1 00

GRAINS and FEEDSTUFFS

WHEAT.
No. 1 White (58 lb. test).....85
No. 1 Red (60 lb. test).....85
MEAL.
Bolted.....1 20
Granulated.....1 40
FLOUR.
Straight, in sacks.....4 50
" barrels.....4 60
Patent " sacks.....5 50
" barrels.....5 60
Graham " sacks.....2 20
Rye " ".....2 50

MILLSTUFFS.

Less Car lots, quantity.
Bran.....\$15 00 \$16 00
Screenings.....15 00 16 00
Middlings.....16 00 17 00
Mixed Feed.....17 50 18 00
Coarse meal.....17 50 17 50
CORN.
Car lots.....46
Less than car lots.....46
OATS.
Car lots.....33
Less than car lots.....35
HAY.
No. 1 Timothy, car lots.....13 50
No. 1 " ton lots.....14 50

"Absolute" in Packages.		Common Fine.		Choiceest.		Warpeth.		HIDES, PELTS and FURS		PAPER & WOODENWARE	
Allspice	84 1 56	Saginaw	80	Dust	10	Banner	15	Perkins & Hess pay as fol	low, prices nominal:	PAPER.	
Cinnamon	84 1 56	Manistee	85			King Bee	20			Straw	
Cloves	84 1 56			BASKET FIRED.		Kiln Dried	17			Rockfalls	
Ginger, Jam	84 1 56	SALEBRATUS.		Fair	18	Nigger Head	23			Rag sugar	
Mustard	84 1 56	Packed 60 lbs. in box.		Choice	25	Honey Dew	24	HIDES.		Hardware	
Pepper	84 1 56	Church's	83 30	Choiceest.	25	Gold Block	24	Green	3	Bakers	
Sage	84	DeLand's	3 15	Extra choice, wire leaf	40	Peerless	24	Part Cured	2 4 1/2	Dry Goods	
		Dwight's	3 30			Rob Roy	24	Full	2 4 1/2	Jute Manilla	
		Taylor's	3 00	GUNPOWDER.		Uncle Sam	25	Dry	5 2 6	Red Express No. 1	
				Common to fair	25	Tom and Jerry	25	Kips, green	3 2 4	No. 2	
		SOAP.		Extra fine to finest	50	Brier Pipe	30	Calfskins, green	4 2 5	TWINES.	
		LAUNDRY.		Choiceest fancy	75	Yum Yum	32	" cured	5 2 7	48 Cotton	
		Allen B. Wisley's Brands.				Red Clover	32	Deaconskins	10 2 30	Cotton, No. 1	
		Old Country, 80 1 lb.	3 30	OOLONG.		Navy	32	No. 2 hides 1/2 off.		Cotton, No. 2	
		Good Cheer, 60 1 lb.	3 30	Common to fair	25	Handmade	40	PELTS		Sea Island, assorted	
		White Borax, 100 1/2 lb.	3 60	Superior to fine	30	Frog	33	Shearlugs	10 2 25	No. 5 Hemp	
		Proctor & Gamble.		IMPERIAL.				Lambs	50 2 1 50	No. 5	
		Concord	2 80	Common to fair	25			Washed	20 2 25	WOODENWARE.	
		Ivory, 10 oz.	6 75	Superior to fine	30			Unwashed	10 2 30	Tubs, No. 1	
		" 6 oz.	4 00	YOUNG HYSON.				MISCELLANEOUS.		" No. 2	
		Lenox	3 65	Common to fair	15			Tallow	3 4 2 4	" No. 3	
		Mottled German	3 15	Superior to fine	30			Grease butter	1 2 2	Pails, No. 1, two-hoop	
		Town Talk	3 00	ENGLISH BREAKFAST.				Switches	1 4 2 3	No. 1, three-hoop	
		SCOURING AND POLISHING.		Fair	18			Ginseng	2 0 2 2 50	Clothespins, 5 gr. boxes	
		Sapolio, kitchen, 3 doz.	2 50	Choice.	24					Bowls, 11 inch	
		" hand, 3 doz.	2 50	Best	40					" 13 "	
		SUGAR.								" 15 "	
		Cut Leaf	2 5 1/2	TOBACCO.						" 17 "	
		Cubes	2 4 1/2	Fine Cut.						assorted, 17s and 19s	
		Powdered	2 4 1/2	Pails unless otherwise noted						" 15s, 17s and 19s	
		Granulated	4 56 2 4 1/2							Baskets, market	
		Confectioners' A.	4 44 2 4 1/2	Hiawatha	80					" shipping bushel	
		Soft A.	2 4 31	Sweet Cuba	34					" full hoop "	
		White Extra C.	2 4 1/2	McGinty	24					" bushel	
		Extra C.	2 4	" 1/2 bbls.	22					" willow cl'ths, No. 1	
		C.	2 3 1/2	Valley City	27					" No. 2	
		Yellow	2 3 1/2	Dandy Jim	27					" No. 3	
		Less than bbls. 1/4 advance		Torpedo	20					" split "	
		SYRUPS.		" in drums	19					" No. 3 5 00	
		Corn.	22	Yum Yum	25						
		Half bbls.	24	Plug.							
		Pure Cane.		Sorg's Brands.							
		Fair	19	Spearhead	33						
		Good	25	Joker	22						
		Choice	30	Nobby Twist	39						
		SWEET GOODS.		Oh My	29						
		Ginger Snaps	8	Scotten's Brands.							
		Sugar Creams	8	Kylo	22						
		Frosted Creams	9	Hiawatha	38						
		Graham Crackers	8 1/2	Valley City	34						
		Oatmeal Crackers	8 1/2	" Finzer's Brands.							
		TEAS.		Old Honesty	40						
		JAPAN—Regular.		Jolly Tar	32						
		Fair	17	Middleton's Brands.							
		Good	20	Here It Is	28						
		Choice	24	Old Style	31						
		Choiceest	32	Jas. G. Butler & Co.'s Brands.							
		Dust	10	Something Good	38						
		SUN CURED.		Toss Up	25						
		Fair	17	Out of Sight	25						
		Good	20	" Private Brands.							
		Choice	24	Sweet Maple	30						
				L. & W.	26						
				Smoking							
				Boss	12 1/2						
				Colonel's Choice	13						

HILLSIDE JAVA!

We Affirm That
Good Goods Make
Business.

And Poor Goods
Mar
Business.

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

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

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



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

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

THE J. M. BOUR CO.,

Importers, Roasters and Jobbers of Fine Coffees,

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

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

UNION PACIFIC AFFAIRS.

The result of the Union Pacific Railway Company stockholders' meeting at Boston emphasizes one of my favorite maxims that nothing is so certain as the unforseen. To be sure, the success of the Gould party on this occasion was not unforeseen, strictly speaking, since it was known that they would not submit to be turned out of office without resistance, but it was so generally believed that they would resist in vain, that the contrary event was a great surprise. As it was, they received only a small majority of the votes cast, and those that turned the scale in their favor were, up to the last moment, in the hands of their opponents. To have snatched, as they did, victory from the very jaws of defeat was an exploit which has deservedly won admiration if not approval.

Some people are disposed to censure the holders of the 26,000 proxies which gave to Mr. Gould and his friends the control of the Union Pacific property for another year, at least, and to think that they ought to have voted them in the opposite direction, while some even make the charge that these proxies were sold for money. There is no ground that I can see for doubting George Gould's story that he got the proxies by the very simple expedient of proving by argument to the gentlemen who had the disposal of them that it would be for the advantage of their principals to give them to him. They may very well have come to the conclusion on the merits of the case that, as President Lincoln would have said, this was not a favorable occasion for swapping horses, and that they had better retain the team they had than to try a new one.

Whoever will take the pains to look over the report of the Union Pacific Company for 1891, just issued, will see that the successful management of its affairs is no easy matter. Eight thousand and more miles of road, a capital of sixty millions, a debt, funded and unfunded, of more than one hundred and forty millions, with property and assets to balance capital and debt combined, and gross earnings of some forty odd millions yearly, demand administrative talent of a considerably higher grade than that which suffices for any banking or brokerage business, however large. Charles Frances Adams found the task too much for him, and left the company on the brink of going into the hands of a receiver. Under Mr. Gould's administration this catastrophe has so far been averted, whether by his endeavors or in spite of them it is not necessary to discuss, since the potentates who combined to rescue the company showed no resentment at his behavior by their votes, and the house of Morgan distinctly refused to exert itself against him. I should not myself like, as a stockholder in the Union Pacific, to have it controlled by a man who has so many interests adverse to its interests as Mr. Gould has; but, then, I should not hold Union Pacific stock on any terms, because I never buy stocks except for the dividends they pay. Union Pacific does not pay any, and, for all that I can see, will not pay any until I shall be dead and unable to collect them. Still, so long as a majority of the people who differ with me in this respect are willing to own the stock, are also willing to trust Mr. Gould, I do not see why the rest of the world should object.

The company has, as I have said, for the present escaped going into the hands of a receiver. By making an assignment of all its available assets to trustees for the benefit of unsecured creditors to the amount of \$18,000,000, it has obtained a respite of three years, of which less than one year has expired, in which to extricate itself from its embarrassments. At the end of that period, it will again have to face the same exigency, and its fate will depend entirely upon the value and salability of the securities, by the use of which it has lately so happily staved off bankruptcy. It was conceded, when the trust of these securities was made, that they would not readily bring enough to pay the amount for which they are pledged, and it was, moreover, asserted that even if they would do so, it would be ruinous to scatter them among numerous small purchasers instead of keeping them together as a compact whole. Whether it will be otherwise when the three years' trust expires the event will decide.

This, however, is a matter of small importance compared with that of the company's gigantic debt to the United States Government and to its first mortgage bondholders, which matures in installments beginning in 1895—the next year after the maturity of the three years' trust just created—and ending in 1899. To the government it will be liable to be called upon to pay, commencing in 1895, a sum which, on June 30, 1891, amounted to \$51,881,601, and which is increasing by about \$1,000,000 every year, so that in 1898, when the bulk of it becomes due, it will be nearly \$60,000,000. The first mortgage bonds, which are a prior lien to the Government debt, amount to \$35,500,000, and mature from 1896 to 1899, making altogether \$93,500,000 for which payment must be provided or delay obtained not later than 1899. This, too, is independent of a number of smaller debts on branch and collateral lines which it is quite as important to take care of.

Obviously, the thing to aim at is to get the time of payment of the principal of the debt I speak of extended upon the best terms that can be made with the holders of it. As to the \$33,500,000 of first mortgage bonds the question is merely one of the rate of interest. The bonds are in the hands of investors who would much rather not be paid off, provided they felt sure of their income, and who, if they had to decide the question to-day, would probably take 5 per cent. per annum and perhaps less, in place of the 6 per cent. which they now get. The \$60,000,000 debt to the Government, representing the subsidy bonds issued from 1865 to 1869 to aid the building of the road, stands in a different position. Oddly enough, while it is due to a creditor, which, until lately, having had more revenue than it has known how to spend, has anticipated its own maturing debt at a premium virtually producing it only 2 per cent. per annum on the money employed for the purpose, and would, therefore, presumptively, jump at the offer of anything above two per cent., rather than accept payment of the principal, all efforts to negotiate with it an extension of the time of payment have so far proved fruitless. Bills for the purpose have several times been recommended to Congress by the Interior and Treasury Departments, and once or twice they have come pretty near pass-

PRODUCE MARKET.

Apples—Russets are about the only variety still in the market, commanding \$3 per bbl. Asparagus—75c 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 17@18c per lb. Cabbages—New stock is in fair demand at \$3 @ \$3.50 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 4½@5c and evaporated at 6@6½c. Eggs—Jobbers pay 12½c and hold at 14½c. 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. Pieplant—2½c per lb. Pineapples—\$1.40 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 14@18c per qt.

PROVISIONS.

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

PORK IN BARRELS.			
Mess, new.	10	50	
Short cut	11	50	
Extra clear pig, short cut	13	75	
Extra clear, heavy	12	75	
Clear, fat back	12	75	
Boston clear, short cut	13	50	
Clear back, short cut	13	25	
Standard clear, short cut, best	13	50	
SAUSAGE—Fresh and Smoked.			
Pork Sausage	7½		
Ham Sausage	9		
Tongue Sausage	9		
Frankfort Sausage	7½		
Blood Sausage	5		
Bologna, straight	5		
Bologna, thick	5		
Head Cheese	5		

LARD.			
Kettle	Rendered.	Granger.	Family.
50 lb. Tins.	7½	5½	5½
20 lb. Pails.	8½	7½	6½
10 lb. "	8½	7½	6½
5 lb. "	8½	7½	6½
3 lb. "	8½	8	6½

BEEF IN BARRELS.			
Extra Mess, warranted 300 lbs.	6	50	
Extra Mess, Chicago packing.	6	50	
Boneless, rump butts.	9	00	
SMOKED MEATS—Canned or Plain.			
Hams, average 30 lbs.	9½		
" " 16 lbs.	9½		
" " 12 to 14 lbs.	10		
" picnic	6½		
" best boneless	8½		
Shoulders	6		
Breakfast Bacon, boneless	8½		
Dried beef, ham prices	8½		
Long Cuts, heavy	6½		
Briskets, medium	6½		
" light	6½		

FRESH MEATS.

Swift & Company quote as follows:			
Beef, carcass	5½	7	
" hind quarters	7½	8½	
" fore	4	5	
" loins, No. 3	10		
" ribs	8½	9	
" rounds	5½	6	
Bologna	2	4½	
Pork loins	2	7½	
" shoulders	2	5½	
Sausage, blood or head	2	4½	
" liver	2	4½	
" Frankfort	2	7	
Mutton	9	10	
Veal	5	6½	

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Full Weight.		Bbbs.	Palls.
Standard, per lb.	6	7	
" H. H.	6	7	
" Twist	6	7	
Boston Cream	20 lb. cases	8½	
Cut Loaf	cases	7	
Extra H. H.	cases	8	

MIXED CANDY.			
Full Weight.		Bbbs.	Palls.
Standard	6	7	
Leader	6	7	
Royal	6½	7½	
Nobby	7	8	
English Rock	7	8	
Conserves	7	8	
Broken Taffy	8	9	
Peanut Squares	8	9	
French Creams	10		
Valley Creams	13		
Midget, 30 lb. baskets	8		
Modern, 20 lb.	8		

FANCY—in bulk.			
Full Weight.		Palls.	
Lozenges, plain	10		
" printed	11		
Chocolate Drops	11½		
Chocolate Monumentals	13		
Gum Drops	5½		
Moss Drops	8		
Sour Drops	8½		
Imperial	10		

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

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

ORANGES.			
Floridas, fancy—150	@4	50	
" choice, 125	@4	00	
" russets—150	@4	50	
" 125	4	00	
Californias, Riverside	@		
Navals	@4	50	
Messinas, choice 300	@4	00	
" 160	@4	00	

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

OTHER FOREIGN FRUITS.			
Figs, fancy layers, 6 lb.	12	@14	
" " 10 lb.	14	@15	
" extra " 14 lb.	@15		
" " 20 lb.	@18		
Dates, Fard, 10-lb. box	@9		
" 50-lb. "	@8		
" Persian, 50-lb. box	4½	@5	

NUTS.			
Almonds, Tarragona	@16		
" Ivaca	@15		
" California	@16		
Brasilis, new	@7½		
Filberts	@11		
Walnuts, Grenoble	@13		
" Marbot	@		
" Chili	@10		
Table Nuts, fancy	@12½		
" choice	@11½		
Pecans, Texas, H. P.	@14		
Cocoanuts, full sacks	@2	25	

PEANUTS.			
Fancy, H. P., Suns	@5½		
" Roasted	@7½		
Fancy, H. P., Flags	@5½		
" Roasted	@7½		
Choice, H. P., Extras	@4½		
" Roasted	@6½		

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.
WE CARRY A STOCK OF CAFE TALLOW FOR MILL USE.

ing, but they have all failed finally, and for the present none is even talked of, notwithstanding that the Commissioner of Railroads, in a report to the Secretary of the Interior made only last November, repeats his recommendation that the debt of the Union Pacific and of all the other subsidized railroad companies be refunded, and suggests the appointment of a Commission by the Government to investigate the whole matter and devise some plan which shall at once secure to the Government its dues and yet not cripple the companies.

It is an interesting question what the Government can do and what it is likely to do in case no arrangement is agreed upon for extending the time of payment of its claim against the subsidized railroad companies upon terms which they will accept. In section 5 of the original act of July, 1862, providing for the issue of bonds to aid the construction of the Union Pacific Railroad, it is declared that the bonds issued in pursuance of it "shall constitute a first mortgage on the whole line of railroad and telegraph, together with the rolling stock, fixtures, and property of every description, and in consideration of which said bonds may be issued; and the refusal or failure of said company to redeem said bonds or any part of them when required to do so by the Secretary of the Treasury in accordance with the provisions of this act, the said road, with all the rights, functions, immunities, and appurtenances thereto belonging, and also all the lands granted to the said company by the United States, which at the time of said default shall remain in the possession of the said company, may be taken possession of by the Secretary of the Treasury for the use and benefit of the United States." The next section declares that the grants made in the act are "upon condition that the company shall pay said bonds at maturity." By an amendment passed in 1864, the Government mortgage was subordinated to the first mortgage of \$33,500,000. It is perfectly plain that, under these provisions, the Government may take possession of that part of the Union Pacific Railroad which was constructed with the proceeds of the subsidy bonds, and also of the unsold lands granted to the company by the act, subject to the first mortgage of \$33,500,000. But this property comprises only the 1,821 miles of main line and no land not either sold or mortgaged, and it does not comprise the much more valuable branch lines and collateral investments of the company. What can the Government do with this fragment of railroad? It cannot use it profitably, and it cannot sell it for anything like the \$93,500,000 with which it is burdened. If it sells it for what it will bring, can it get judgment against the company for any deficiency that may result, and collect its claim from the rest of the company's property? I doubt it very much, and I also doubt whether if it gets the judgment, which it would only do after protracted litigation, the execution on it would yield any money. Railroads of the magnitude of the Union Pacific cannot be sold like houses and lots, because the purchasers for them are not so numerous, and it might very well be that the upshot of the whole business would be to leave the Union Pacific property, at a small cost, in the hands of the present company or of a successor

to it, free from all claims by the Government.

The more likely result is a compromise on the lines of those which have been, as I have said, already proposed and rejected, though differing from them in details. The payment of this Government debt will be extended over a long series of years at a low rate of interest, and this will clear the way for an adjustment of the first mortgage and other debts of the company on easier terms. The negotiations in behalf of the company will have to be conducted by the shrewdest men it can employ, and in view of Mr. Gould's established reputation for astuteness, I am not surprised that a majority of the stockholders wish to retain him in their service.

MATTHEW MARSHALL.

Off on the Wrong Scent.

What a jolly thing it is for the monopolists to see the people going off on a wrong scent and leaving them free to carry out their schemes without interference. Every week some new franchise is granted by some State or county, town or city—a franchise which means a monopoly, and the power to collect tribute from the people. Every week some new combinations of capital are formed for the purpose of consolidating industries that should be conducted under the law of competition, which is the poor man's only protection against the inordinate greed of the capitalist. Every week some new scheme is set on foot for enriching the few at the expense of the many, and developing in this country an aristocracy of wealth. "And the people, oh! the people," what are they doing? Most of them are attending strictly to their own business, and voting on election day as the bosses direct. Those who are anxious for reform allow their attention to be distracted by chimerical schemes which can only end in smoke. They want to correct the abuses which exist because of improper legislation by still more unwise legislation. They would restore the balance of wealth by creating more money, or they would restore the equilibrium of society by paternal legislation giving special rights to the working classes. And while they are thus wasting their energies in trying to do the impossible, fetters are being riveted on their wrists and ankles which will be a burden to them and their children after them for all time to come.

GEO. R. SCOTT.

Rights of a Workman.

A Chicago judge has decided that there are rights that a workman cannot barter away. A manufacturer executed, for the consideration of one dollar, a writing to the effect that a workman in his employ should not go into the same business in any one of the nineteen states that were mentioned until at least three years after leaving the employ of the said manufacturer. The workman left and went to the same business, when his former employer attempted to stop him by injunction. The judge decided that the sum of one dollar and work for a week could not be held as sufficient in equity to restrain a man from earning a living, and he dissolved the injunction.

A boy may be started right in the world by a good education and yet go wrong, just as a clock started wrong in the morning but regulated so as to run too fast will be found wrong at night.

A bad mistake in addition is when you add to your expenses without adding to your income.

Grand Rapids & Indiana.

Schedule in effect January 10, 1892.

TRAINS GOING NORTH.
Arrive from Leave going South.
For Saginaw and Cadillac..... 5:15 a.m.
For Traverse City & Mackinaw..... 7:00 a.m.
For Saginaw & Traverse City..... 8:00 p.m.
For Petoskey & Mackinaw..... 8:10 p.m.
From Kalamazoo and Chicago..... 8:35 p.m.
Train arriving at 9:20 daily; all other trains daily except Sunday.

TRAINS GOING SOUTH.
Arrive from Leave going North.
For Cincinnati..... 6:20 a.m.
For Kalamazoo and Chicago..... 10:30 a.m.
For Fort Wayne and the East..... 11:50 a.m.
For Cincinnati..... 5:30 p.m.
For Chicago..... 10:40 p.m.
From Saginaw..... 10:40 p.m.
Trains leaving at 6:00 p.m. and 11:05 p.m. run daily; all other trains daily except Sunday.

Muskegon, Grand Rapids & Indiana.

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

SLEEPING & PARLOR CAR SERVICE.

NORTH
11:30 a.m. train.—Parlor chair car G'd Rapids to Petoskey and Mackinaw.
10:30 p.m. train.—Sleeping car Grand Rapids to Petoskey and Mackinaw.
SOUTH
7:00 a.m. train.—Parlor chair car Grand Rapids to Cincinnati.
10:30 a.m. train.—Wagner Parlor Car Grand Rapids to Chicago.
8:00 p.m. train.—Wagner Sleeping Car Grand Rapids to Cincinnati.
11:05 p.m. train.—Wagner Sleeping Car Grand Rapids to Chicago.

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

Lv. Grand Rapids 10:30 a.m. 2:00 p.m. 11:05 p.m.
Ar. Chicago 3:35 p.m. 9:00 p.m. 6:50 a.m.
10:30 a.m. train through Wagner Parlor Car.
11:05 p.m. train daily, through Wagner Sleeping Car.
Lv. Chicago 7:05 a.m. 3:10 p.m. 10:10 p.m.
Ar. Grand Rapids 2:00 p.m. 8:35 p.m. 5:15 a.m.
3:10 p.m. train through Wagner Parlor Car.
10:10 p.m. train daily, through Wagner Sleeping Car.

Through tickets and full information can be had by calling upon A. 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 10:30 p.m.

VIA D., G. H. & M.
Lv. Grand Rapids at 6:50 a.m. and 3:25 p.m.
Ar. Toledo at 12:55 p.m. and 10:30 p.m.
Return connections equally as good.
W. H. BENNETT, General Pass. Agent,
Toledo, Ohio.

Don't Buy

YOUR SPRING LINES OF

Hammocks,
Base Ball Goods,
& Fishing Tackle

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

EATON, LYON & CO.,
GRAND RAPIDS.

CHAS. A. COYE,

MANUFACTURER OF

Awnings & Tents

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JOBBER OF

Hammocks and Cotton Ducks

SEND FOR PRICE LIST.

11 Pearl St., Grand Rapids, Mich.

MICHIGAN CENTRAL

"The Niagara Falls Route."

DEPART. ARRIVE
Detroit Express..... 7:00 a.m. 10:00 p.m.
Mixed..... 7:05 a.m. 4:30 p.m.
Day Express..... 1:20 p.m. 10:00 a.m.
Atlantic & Pacific Express..... 10:30 p.m. 6:00 a.m.
New York Express..... 5:40 p.m. 12:40 p.m.

*Daily.
All other days except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a.m., returning leave Detroit 4:45 p.m. arrive in Grand Rapids 10 p.m.
FRED M. BURGESS, Gen'l Agent, 85 Monroe St.
A. ALMQVIST, Ticket Agent, Union Depot.
GEO. W. MUNSON, Union Ticket Office, 67 Monroe St.
O. W. RUGGLES G. P. & T. Agent, Chicago.



TIME TABLE

NOW IN EFFECT.

EASTWARD.				
Trains Leave	*No. 14	*No. 16	*No. 18	*No. 82
G'd Rapids, Lv	6:50am	10:20am	3:25pm	10:55pm
Ionis, Ar	7:45am	11:25am	4:27pm	12:37am
St. Johns, Ar	8:30am	12:17pm	5:20pm	1:55am
Owosso, Ar	9:05am	1:20pm	6:05pm	3:15am
E. Saginaw, Ar	10:45am	3:50pm	8:00pm	4:45am
Bay City, Ar	11:30am	3:45pm	8:45pm	7:22am
Flint, Ar	10:05am	3:45pm	7:05pm	5:40am
Pt. Huron, Ar	11:55am	6:00pm	8:00pm	7:30am
Pontiac, Ar	10:55am	3:05pm	5:25pm	5:37am
Detroit, Ar	11:50am	4:05pm	9:25pm	7:00am

WESTWARD.				
Trains Leave	*No. 81	*No. 11	*No. 13	*No. 15
G'd Rapids, Lv	7:05am	1:00pm	5:10pm	10:20pm
G'd Haven, Ar	8:35am	2:10pm	6:15pm	11:20pm
Milwaukee Str			6:20am	6:30am
Chicago Str			6:00am	

*Daily. +Daily except Sunday.
Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:00 p. m. and 10:00 p. m.
Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:15 p. m. and 10:30 p. m.
Eastward—No. 14 has Wagner Parlor Buffet car, No. 18 Chair Car, No. 82 Wagner Sleeper.
Westward—No. 81 Wagner Sleeper, No. 11 Chair Car, No. 15 Wagner Parlor Buffetcar.
JOHN W. LOUD, Traffic Manager.
BEN FLETCHER, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

CHICAGO

JAN'Y 3, 1892.

GOING TO CHICAGO.

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

RETURNING FROM CHICAGO.

Lv. CHICAGO..... 9:00am 4:45pm *11:15pm
Ar. GR'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

For Indianapolis 12:05 p.m. only.

TO AND FROM MUSKEGON.

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

TO AND FROM MANISTEE, TRAVERSE CITY AND ELK RAPIDS.

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

THROUGH CAR SERVICE.

Between Grand Rapids and Chicago—Wagner Sleepers—Leave Grand Rapids *11:35 p.m.; leave Chicago 11:15 p.m. Parlor Buffet Cars—Leave Grand Rapids 12:05 p.m.; leave Chicago 4:45 p.m.

Free Chair Cars—Leave Grand Rapids 9:00 a.m.; leave Chicago 9:00 a.m.

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

JAN'Y 3, 1892.

DETROIT,

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. GR'D RAPIDS..... 7:15am *1:00pm 5:40pm
Ar. DETROIT..... 12:00m *5:16pm 7:40pm

RETURNING FROM DETROIT.

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

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

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

TO LOWELL VIA LOWELL & HASTINGS R. R.

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

THROUGH CAR SERVICE.

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

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

*Every day. Other trains week days only.

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No. 375 Whitney Block,

DETROIT, MICH.

TALKS WITH A LAWYER.

THE GROWTH OF AMERICAN LAW.

Written for THE TRADESMAN.

To obtain an adequate idea of the law of any country, one must travel to its sources and follow its growth from its very beginning. Let us pursue this method in a few studies on the growth of our law. In the first place the seeds of American jurisprudence were transplanted from the old world. The navigators, explorers, missionaries, reformers, gold seekers of the very earliest days, brought to our shores along with their intense desire for conquest, for individual gain, for the glory of their sovereigns, and for religious freedom, the customs and laws of the homes they left and adopted them in the new world so far as they were fitted to their circumstances and their environment. The English brought with them the priceless heritage of the common law of England, and the French and Spanish brought the principles and codes built upon the foundations of the civil law—the law of Rome.

Of the early explorers succeeding Columbus, there was Juan Ponce de Leon, who landed in 1513, near St. Augustine, in Florida, in search of the Fountain of Youth; in 1520, Spanish ships touched the coast of Carolina; in 1521, the territory now known as Texas, New Mexico and California became a part of a great province attached to Spain by the conquest of her great explorer, Cortez. De Soto, another Spaniard, led a party from Florida across the country to the Mississippi in 1542. In 1584-5, Sir Walter Raleigh sent two expeditions to North Carolina. A Spanish settlement was made at St. Augustine 1565. Jamestown, Virginia, became the first English settlement in 1607. New York (New Netherlands), in 1613, was settled by the Dutch, and Plymouth, Massachusetts, by the English in 1620. La Salle explored the great lakes and the Mississippi in 1682, the French establishing settlements at Kaskaskia and Arkansas Post in 1685, and Mobile and Vincennes in 1702. Thus England, Spain and France divided among themselves the great continent of North America. Spain got the Southern, England the Central, and France the Northern portion.

The discoveries thus made vested the new lands in the sovereign. His title was that by discovery grounded upon the three following ideas: The Christian nation that discovers a heathen land owns it to the exclusion of all other Christian nations. This nation to complete its title must within a reasonable time, occupy and use this land. The native inhabitants are only the occupants of the land and not its owners.

For over a hundred years from the discovery by Columbus no settlement deserving of more than passing mention was made in the new world by the English. Many and feeble attempts were made, fearful hardships endured, heroic efforts put forth, but in vain. Raleigh's and Drake's efforts were unsuccessful. The Spanish settlements were more successful, and for a clear reason. Spain looked upon her explorations as means toward extending her dominion. She looked forward to another great Roman Empire. Her explorations were, in a sense, official, and once a post was planted, high officers of state with large salaries were annexed to it, thus drawing patronage, wealth and population. It was otherwise with the English. In nearly every case colonization and exploration was private enterprise; if unsuccessful, drawing in its wake individual suffering and loss, but if successful, resulting in little indeed to the individual but everything to the crown. Left thus to their own resources, English colonies in America had a precarious existence for the first hundred and fifty to two hundred years, leading one writer to say of the British colonists as late as the end of the seventeenth century, "they were robbers and pirates on a large scale." Wm. C. SPRAGUE.

During the past ten years there has been a great falling off in the supply of lobsters, until the price has increased fully one hundred per cent. This applies alike to the New York market, to the waters along the New England coast and in Canada and Newfoundland, where lobster fishing and canning is an important industry. The necessity for increasing the supply of lobsters is generally recognized, and two methods are proposed for accomplishing this object. One is the enactment of laws which will check the depletion of the lobster beds by over-fishing, and the other is artificial propagation.

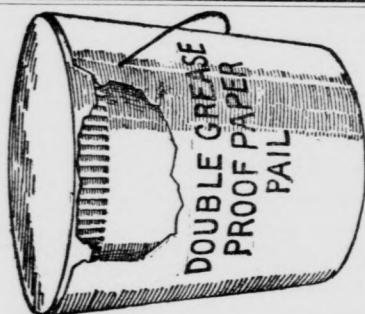
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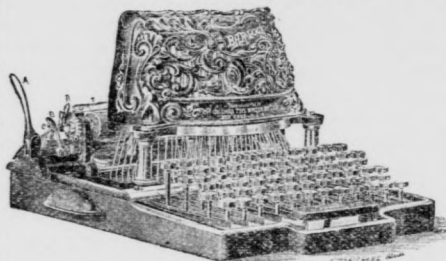
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Grand Rapids, Mich

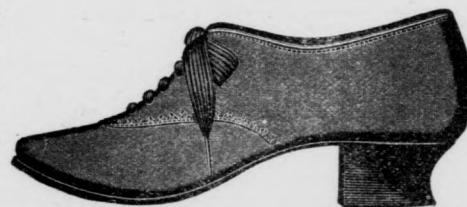
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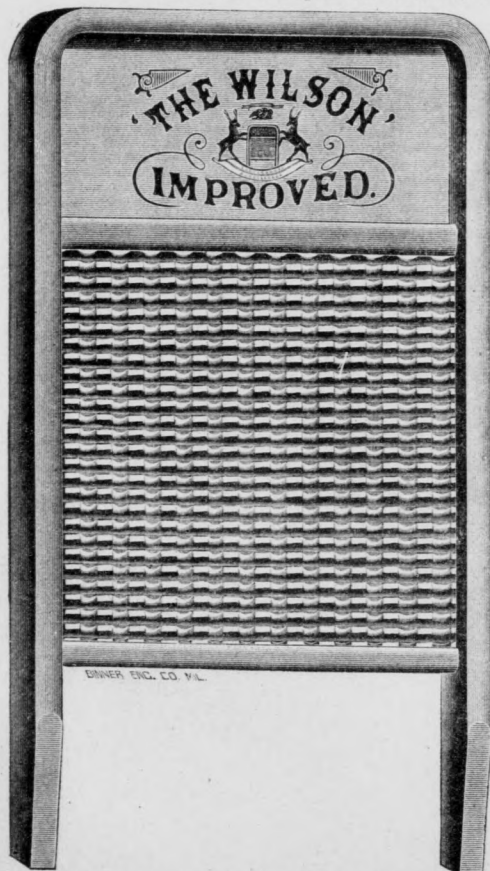
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The above are all superior Washboards, in the class to which they belong. Send for cuts and price-list before ordering.

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Wheels are finished with bright tin plate and have oval tires, the frame is nicely japanned. It is the best velocipede we can buy.

No. 1—Front wheel 16 inches; rear wheels 14 inches, each,	\$1 60
No. 2 " " 20 " " 16 " "	1 85
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No. 4 " " 26 " " 18 " "	2 35
No. 5 " " 28 " " 20 " "	2 60

In lots of six, net price 10 cents each less.

NEW IMPROVED GIRL'S TRICYCLE.



Prices are without wheel fenders.

No. 1—Toledo, 22 in. rear wheels, for girls from 4 to 7 years, net each,	\$5 40
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GEM TRICYCLE.

This is the most perfect Tricycle on the market for babies and children. It is recommended by physicians as the only machine ladies and girls of a delicate constitution can ride with benefit. The Gem has steel wheels, grooved steel tires, and forged axles, adjustable spring seat, upholstered with plush, filled with Japanese hair.



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No. 1—20 in. rear wheel, for 3 to 7 years of age,	\$5 50
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