

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 9.

GRAND RAPIDS, MAY 25, 1892.

NO. 453

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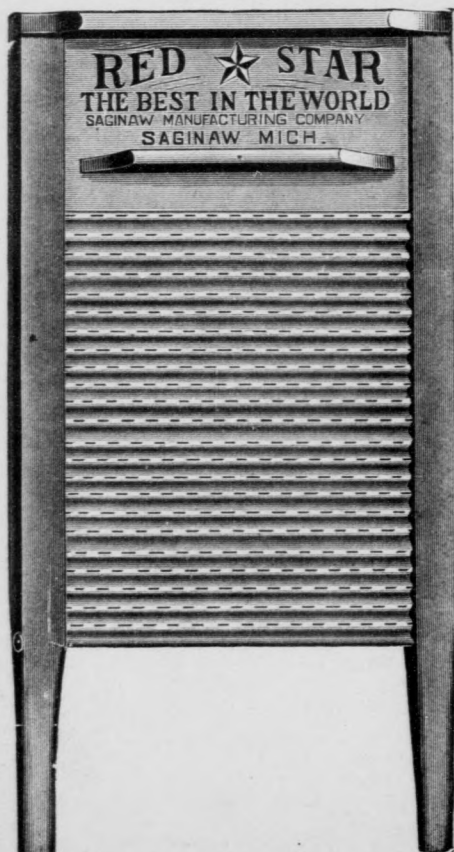
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MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, MAY 25, 1892.

NO. 453

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A TALE OF THE CRIB.

The season of mysterious disappearances and abductions would seem to have come in real earnest. From indications daily manifesting themselves it looks as if it had come to stay. Englewood, Ill., had a sensation all its own Saturday night.

J. Bingham Darcy is a gentleman holding a responsible commercial position in Chicago, and enjoys an enviable social rating among his neighbors in Englewood. He is a gentleman of the most commendable domestic virtues, is enamored of his wife, and passionately devoted to their one promising infant.

When Mr. Darcy sought his home on Saturday afternoon he was accompanied by a patent folding crib—one of those intricate contrivances with the slats made in two pieces and hung upon hinges.

When he opened the crib to explain it to the delighted Mrs. Darcy and put the mattress in, Mr. Darcy omitted to fix securely the catches that held the slats.

Mr. and Mrs. Darcy retired to rest early on Saturday night, and about 11 o'clock, while they were asleep, the baby got awake and began to kick vigorously. The result was that the slats slowly descended and deposited the mattress and baby on the floor. The baby, being particularly wide-awake, crawled out into the room and went through the door just as Mr. Darcy's aunt, Miss Lizzie Bingham, who had tarried in the kitchen to put her hair in papers, was coming upstairs. The lady picked the baby up and finding that its father and mother were both asleep, she carried it to her room on the third story, determined to take care of it during the rest of the night.

About an hour after, Mrs. Darcy awoke and thought she would take a glance at the crib to see how the baby was getting on. No sooner had she done so than she jumped from the bed in alarm. The baby was not there. The bottom seemed to have fallen out of the whole contrivance. Her first thought was that the baby was lying under the mattress smothered to death. She pulled the mattress aside, but there was no sign of the baby.

Then, with wild alarm, she shook Mr. Darcy and told him to get up. Darcy growled out, in a sleepy tone:

"The sirup bottle is in the cupboard—go and get it yourself."

"James!" shrieked Mrs. Darcy, "you don't understand. The baby is gone! He is gone!—stolen—kidnapped—murdered, may be! Oh, what shall I do?"

"Now, be calm, Julia," said Darcy, getting up; "don't get hysterical. The child, most likely, is under the bed."

"No, he isn't; he's not there!" exclaimed Mrs. Darcy, on her hands and knees. "Possibly," said Mr. Darcy, beginning to feel uneasy, "he has crept into the cupboard. Let us look."

"This is horrible!" ejaculated Mrs. Darcy, clasping her hands.

"Do you think," asked Mr. Darcy, "that he could have crawled into a drawer and pulled it to after him?"

"Certainly not! You know he couldn't.

I think I hear him now. He has fallen out of the window," said Mrs. Darcy, as a faint wail floated up from the back yard.

"No, it's only Mrs. Bradley's cat howling," replied Darcy, as he closed the sash. "Have you looked in the bath tub in the next room? Perhaps he has gone to take a bath!"

"Drowned! I know it! I'm sure of it!" screamed Mrs. Darcy, rushing into the bath-room.

"He is not here," said Darcy. "Could he have gone downstairs and fallen into the bucket in the pantry?"

"We must search the whole house for him," said Mrs. Darcy.

So they began the hunt. They looked everywhere—in the clothes-basket, in the kitchen cupboard, and even the cellar—but without avail.

"He couldn't have gone upstairs," reasoned Mr. Darcy, "because he couldn't climb the steps."

"No! He must have been stolen! He has been stolen by burglars! I shall never see him again—never!"

"Don't give way, Julia! Be calm! I will go at once for the police."

Mr. Darcy dressed himself hurriedly and dashed down stairs and out into the street. He met an officer almost at the door, and in frantic accents laid the case before him. The officer sent in an alarm, and soon a wagon laden with policemen from the Englewood station was clattering down the street.

The officers entered the house and proceeded to examine the fastenings. Everything was right, and one of the policemen said:

"It is my opinion the burglar is in the house yet."

"We'll go for him!" said another. So they drew their revolvers and proceeded to search the building. Presently Mr. Darcy heard the report of a pistol in the kitchen. He rushed down stairs.

"I think I've killed him," said officer Tom Murphy.

"Bring a light quick!"

"And killed the baby, too!" shrieked Mr. Darcy.

"By cricky, I forgot about the baby," said the officer.

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Then the light came, and they found that Policeman Murphy had shot the desk sergeant's dog, which had followed him into the house. Then officer Jack Rayn's revolver went off accidentally and the bullet hit the kitchen clock, which at once struck 981, and the confusion and racket so unstrung Mrs. Darcy's nerves that she went into hysterics and emitted successive yells of a terrific character. This brought Miss Bingham down from the third story in great alarm.

"What on earth is the matter?" she called.

"Matter?" said Darcy. "Don't you know that burglars have broken into the house and stolen the baby? Why, we've been having the most awful time you ever heard of for the last two hours."

"Why, I've got the baby upstairs with me," said Miss Bingham. "I've had him all night."

"You have?" exclaimed the party in a breath.

"Certainly."

"Do you mean to tell me," asked Darcy with supernatural calmness, "that that baby was quietly asleep in your room all this time?"

"Yes."

Darcy simply looked at her. He felt that language was unequal to the expression of his feelings. Mrs. Darcy flew upstairs two steps at a time. The policemen laughed and disappeared, Murphy pulling the deceased dog after him by the tail. Darcy went to bed with anger raging in his heart.

He violated the Sabbath by putting a sheet-iron bottom, fastened with rivets, upon the folding crib.

The Story of a Factory, with a Moral. From the Minneapolis Furniture News.

The burning of the factory of the Manitowoc Manufacturing Co., which occurred late last month, has disclosed one of the methods pursued to sustain manufacturing institutions established chiefly "for the good of the town." The fire wiped out what little was left of the manufacturing company, and in the financial ruin, which it seems would have come in any event, was involved also the T. C. Shove Banking Company. The creditors of this latter institution may get 63 cents on the dollar, and they may not get more than 29 cents. The manufacturing company seems to have attempted to do business without capital, save such as was furnished by the bank. It seems that very little, if any, of the stock of the bank was sold for cash, and the stock always reached the bank as security for notes given in exchange for it. These notes thus secured became bank assets and are now wholly worthless. The history of the Manitowoc Manufacturing Co., when the facts are known will be a curious and interesting story. It had a constant struggle for existence, due to insufficient capital, which evil was further aggravated by the grossest mismanagement. It was the Mississippi land scheme on a small scale, an institution built on nothing doing a large and profitable business. It had no financial backing but that furnished by the bank whose collapse it aided in bringing about. That it survived a single year under its management up to within the last few months is a marvel to all who know the facts. With all the disadvantages its product had a reputation throughout the United States for the highest excellence, and it is probable that, wrecked completely as it is, involved heavily as it always was, a mere bubble ever trembling on the edge of a collapse, it will pay 25 per cent. of its indebtedness, and has already paid its laborers back wages of one month and a half due them when the factory was burned. There is something pathetic in the efforts of the bank to keep this factory afloat. Every nerve was strained and every resource called upon to meet demands for settlement.

To refuse payment was death to the factory and death to the bank. What the president of the bank, who carried the whole load of anxiety as well as the financial burden, endured during the last few months can only be imagined.

The manufacturing company made a specialty in the furniture manufacturing line, and did not encounter the competition which would have fallen to its lot had the line been a general one. But even with the connections it enjoyed it failed. We have recited this story thus fully to point a moral. Factories are being started all over the country upon capital, generally inadequate, furnished to boom real estate. The factories live for a time, may possibly put upon the market fairly good furniture, but under the circumstance of limited capital goods are sold for what they will bring for the prime object of realizing funds. Prices are demoralized. The competition is generally disastrous to competing concerns because it is an entirely unfair competition. The manufacturers of furniture who are doing business upon a business basis do not object to competition when it is fair. But factories are being started all over the country, not because they are needed, but because their establishment "may help the town"—for a time. Some of these will succeed because capital and business ability will come to the rescue. But more than the usual percentage will fail.

Keeping Books in Hieroglyphics.

In a suit for wages recently tried in a New York town, the judge asked the plaintiff, a farm laborer, if he had any book of account in which a record of the wages due had been kept. Many of those present knew that the laborer could neither read or write, and they expected that he would have to answer in the negative. But to the surprise and interest of everybody, he produced a tattered, dog-eared almanac and presented it to the judge. A glance at the book showed that opposite each day of the month, on the edge of the page, was a hieroglyphic of some kind. Some of these signs were evidently rude attempts at pictures, but the meaning of many could not be discovered until the owner of the book explained them. It seemed that in order to compensate for his inability to read or write, he had adopted a system of characters of his own invention to describe various things. When he did a full day's work he made a cross after the date; when it was only half a day he made a straight line; if a fence was repaired by him he drew a picture of a fence opposite the date; if he mended a mowing machine, a crude illustration of a mowing machine appeared on the almanac page, and so it went on. He had a sign for everything. But his ingenious record did not win him the suit, for the jury decided that such a method of bookkeeping must of necessity be faulty, and brought in a verdict against him.

Power of the Dollar Greater than Ever.

Are we correct in estimating that the worker who now gets a dollar a day can buy more useful things with it than he could some years ago with a dollar and a quarter? If we are, the man who is getting \$1,000 a year has in effect had his salary raised to \$1,250. It makes a big difference whether we pay, as now, \$6 a barrel for flour or \$8, whether our coat costs us \$10 or \$13. So the laboring man to-day (with his wages somewhat raised) because of the growing cheapness of things, is in a much more comfortable position than in other years, thanks to the sewing machine and other modern improvements. This confirms what we have often claimed, that every useful invention works wonders for the poor and ought to enrich the inventor. We are each year getting into more economical ways of producing and distributing useful things; transportation, too, is constantly getting cheaper, all of which work for the welfare of the working classes. GEO. R. SCOTT.

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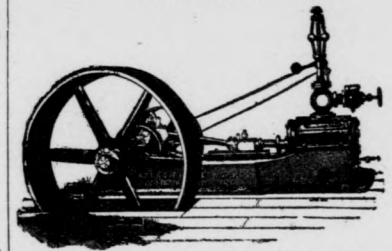
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THE WORLD'S MEASURE OF SUCCESS.

Written for THE TRADESMAN.

Statisticians tell us that ninety-five per cent. of all business adventures are failures. What a startling statement! Did you ever stop to think of it? Out of every one hundred who go forth to battle in the business world, only five survive to sing the peans of victory! What becomes of the other ninety-five? Nobody knows; nobody cares. One success commands more attention than twenty failures, and we are so dazzled with the *eclat* which surrounds the successful few that we cannot see the true condition of the many who fail to win the world's plaudits.

Human existence is, indeed, a sad failure, when tested by the world's plumb line. Nineteen out of every twenty fail to come up to the world's standard and are thrown aside as failures. Only every twentieth child born in the world will ever reach the high goal of business success. Twenty bright eyed, ambitious little fellows stand in a row at the black-board and vie with each other in a struggle to find the sum of several numbers in simple addition; but in the years to come one only of their number will find the sum of worldly success. Which one will it be?

Twenty young men graduate from our high school with high honors and fond hopes for the future, and pass on, at once, into the world's real, practical, matter of business college; but nineteen of them will never graduate again. Only one chance to draw and nineteen blanks in every twenty numbers! Surely this is a very discouraging picture of life. Is it a true picture? Is the world's standard of a successful life a true one, and does ninety-five out of 100 men who enter the business world make a failure of life? If so, then human existence itself is a most miserable failure.

In the writer's opinion the world's standard of success is a false one. It is based exclusively on the acquisition of wealth, which is made the infallible test of business acumen and mental capacity. To fail, financially, is to fail in everything. A failure to make money is a mark of inferiority, and denotes an inherent weakness somewhere. The defenders of this worldly standard of success shower praises upon the one solitary head and deal out censure and reproach to the other nineteen who fail to get their claws into the earth. They seem to think that all men might become rich and be somebody, if they so desired. When they lecture to young men, they hold up the image of Baron de Moneybags and say "Look there! He was once a poor boy like you fellows! See what industry and close application to business will do! Emulate his noble life and you may become great, like him, and an appreciating world will fall down and worship you." They change the parable of the New Testament in this modern gospel, by placing one within the fold and representing the ninety and nine as having gone astray. They would feign make us believe that nineteen-twentieths are guilty of flagrant sins of omission and commission and that the reason they do not get rich in business is because they are incompetent, indolent, improvident, intemperate or wilfully negligent; and, therefore, they make a miserable failure of life and deserve to be sat down upon by those who

improved their opportunities and accumulated their pile, and now await the final judgment encomium, "Well done, good and faithful servant, enter thou," etc.

This teaching is false and misleading. Five per cent. of all who engage in business of one kind or another succeed in acquiring wealth; but whether they make a success of life or not depends altogether upon other matters. The acquisition of wealth is no bar to a successful life, but it is no evidence, of itself, that a man's life has not been a miserable failure. On the other hand, the ninety-five per cent. have failed to get rich, but this is no evidence that they have not made life a most glorious and complete success. As a matter of fact, a certain portion of this larger number do make a grand success of life—just what proportion, our wise statisticians do not know. It is, also, true that another portion, and probably the larger portion, make a miserable failure of life. Incompetency is a prolific cause of financial failure and one which might be, to a great extent, avoided; yet, incompetency, spurred on by honest effort and proper motive, by one who is irresponsible therefor, is no bar to a truly successful life. Improvidence, indolence and intemperance, either one or all three combined, is a bar to financial success and also to a successful life.

It would be impossible for every business man to become wealthy and, therefore, it is irrational and unjust to expect men to attain to what is practically unattainable, and then censure them for failing to reach it. But every business man who is industrious, temperate, and honest can make a success of life, and if he be thoroughly competent and skillful he will secure all of this world's goods that is necessary to develop his manhood and amply provide for those dependent upon him.

The young man who masters a trade, acquires a profession, or becomes proficient in some mercantile pursuit, and goes out into the world and consecrates his time and talents to the advancement of human progress, gaining thereby, through steadfast determination and patient industry, a comfortable home with all of its attendant blessings, for himself and family, makes a success of life, though he fails to become rich, financially.

In a former article the writer described the home of a temperate, industrious American artisan. This home, with its manifold comforts and its beneficial influences, is the fruit of patient, honest toil; yet these modern worshipers at the altar of mammon would place the owner of this home among the ninety-five who make a failure of life, because he has not become rich or is not the owner of the factory in which he works. Who has made a success of life—this Knight of Skilled Labor, or his employer who has succeeded in accumulating a half million dollars? E. A. OWEN.

His Own Business.

A Chicago grand jury has decided that a person's health and the management of it are his own affair. And that if he chooses to employ any doctor or none it is nobody's affair. Mrs. R. C. Stebbins, a faith curist, has been presented to the jury as occasioning the death of Mrs. Jennie L. Nichols, who trusted to the faith treatment. No bill was found and the faith curist was discharged.

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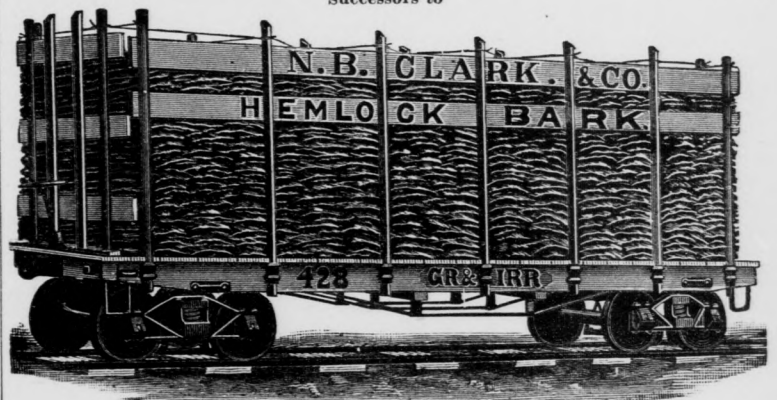
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We are now ready to make contracts for the season of 1892. Correspondence solicited.

PECK'S CASH REGISTER.

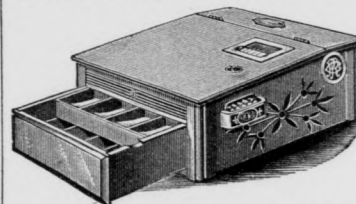
WE SELL MORE

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.



AMONG THE TRADE.

AROUND THE STATE.

Clarendon—Robt. Moore succeeds Geo. A. Cook in general trade.

Cloverdale—Geo. Mosier has removed his grocery stock to Milo.

Flint—A. S. Little has sold his bazaar stock to Chas. M. Campbell.

Benton Harbor—M. S. Peck & Co. have opened a boot and shoe store here.

Manistee—Emmett & Zoebel have sold their bazaar stock to Simeon Kolk.

Kalamazoo—Hall Bros. have opened a drug store on South Burdick street.

Bay City—E. A. Spear has sold his grocery stock to G. G. Powers & Co.

Ludington—Samuel Fisher has sold his meat market to J. H. McClutchie.

Bay City—E. T. Holcomb has retired from the hardware firm of Holcomb Bros.

Menominee—Fred Heinritz, dealer in cigars, is succeeded by Heinritz & Kurtz.

Three Rivers—McJury & Co. succeed McJury & Bowen in the grocery business.

Charlevoix—F. E. Wood & Co., confectioners, are succeeded by Jas. B. Parson.

Saginaw—F. L. Carter & Co. are succeeded by De Groot Bros. in the grocery business.

Constantine—E. Stroub & Son are succeeded by Byrd & Ruple in the coal and ice business.

Detroit—Wilson & Simpson have sold their grocery and hardware business to P. T. Lawrence.

Bay City—Schweikle Bros. & Co. succeed Schweikle Bros. in the manufacture of cigars.

Roscommon—Rebecca Lewinson (Mrs. Max) is succeeded by Lewinson & Montague in general trade.

Howard City—O. J. Knapp has sold his grocery stock to Gates Bros., who will continue the business.

St. Ignace—Mrs. R. E. Metevier is succeeded by Abraham Gaudreau in the boot and shoe business.

Jackson—C. F. Binder & Co., meat dealers, have dissolved. Chas. F. Binder continuing the business.

Sunfield—Geo. Steele, formerly engaged in the harness business at this place, has removed to Charlotte.

West Bay City—Walsh & Co. are succeeded by Walsh & Tanner in the wholesale grocery business.

Ishpeming—June Trevithick (Mrs. J.) is succeeded by Wm. Heikka in the confectionery and fruit business.

Jackson—D. M. Conklin & Son, bottlers and cigar manufacturers, have sold their bottling business to Stephen Kink.

Manistee—Emmett & Zobel, dealers in notions, have sold out their business to Simeon Colk, a brother-in-law of Zobel.

South Lyon—The firm Heltey & Sprague, lumber dealers, has dissolved. Chas. Sprague continuing the business.

Stanwood—C. H. Smith has sold his store building and drug stock to Emmett Wiseman, of Big Rapids, who will continue the business.

Cedar Springs—Charles McCarthy and Dennis Lewis have bought the McConnell meat market and refitted and refurnished the same.

Leonidas—A correspondent suggests that a men's furnishing goods store would pay at this place. He says that they need one badly.

Allendale—I. J. Quick has sold his general stock and store building to Frank Brotherton and Lloyd Molyneant, who will continue the business.

Central Lake—C. E. Ramsey is erecting a store building here, 22 x 60 feet in dimensions, and will occupy same with a general stock as soon as it is completed.

Elk Rapids—Horatio B. Lewis has retired from the firm of Lewis, Butler & Co., dealers in groceries, provisions, hardware, agricultural implements, etc. The business will be continued by Joseph Butler and Thos. Marriott under the style of Butler & Co.

MANUFACTURING MATTERS.

Watervliet—The fine water power privilege here has been purchased by S. Dudley & Co., of Holyoke, Mass., who will put in a plant for making paper and give employment to 140 hands.

Ionia—B. B. Hall and A. J. Webber have commenced operations on cutting a thousand acre tract of cedar into shingles. The style of the firm is the Webber & Hall Cedar Co., and the partners are those two and H. B. Webber.

Tawas City—On account of excessive taxation the H. M. Loud & Son's Lumber Co., of Au Sable, is said to be considering a proposition to remove to Tawas City. The company's taxes at Au Sable for ten years aggregate \$100,000.

Saginaw—Jas. T. Hurst and W. R. Burt, of this city, have organized the Wyandotte & Detroit River Railway Co., with a capital of \$250,000. They have made large investments in property on the river front between Wyandotte and Detroit, which will be utilized for manufacturing and other purposes.

Tawas City—The Emery sawmill began operations last week with a full stock of logs for the season. N. O. Emery is the superintendent. A new refuse burner has been built and is doing duty. It is constructed wholly of iron—two thicknesses—with a water chamber for generating steam to operate the salt block.

Sault Ste. Marie—Frank Perry, of this place, Louis A. Hall, of Bay Mills, and J. L. Norton, of Lockport, Ill., composing the Perry Lumber Co., have bought 192 square miles of the Canadian Indian reservation tributary to the Goulais and Batchawanna rivers, about forty miles above this place. The bonus paid for the right to cut timber was \$50,000, after which come the timber royalties. The deal will reach into the millions and will result in pine, spruce and cedar operations of immense proportions. Mr. Perry has long been a heavy operator, and Mr. Hall is of the well-known firm of Hall & Buell, who have handled from 50,000,000 feet upwards in Upper Michigan for years. He is also a member of the Hall & Munson Lumber Co., of Bay Mills.

Country Callers.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen intrade.

J. Cohen, White Cloud.

John Gunstra, Lamont.

F. L. Tolles, Big Prairie.

T. H. Atkins, West Carlisle.

Thurston & Co., Central Lake.

Beware of Ointments for Catarrh that Contain Mercury,

as mercury will surely destroy the sense of smell and completely derange the whole system when entering it through the mucous surfaces. Such articles should never be used except on prescriptions from reputable physicians, as the damage they will do is ten fold to the good you can possibly derive from them. Hall's Catarrh Cure, manufactured by F. J. Cheney & Co., Toledo, O., contains no mercury, and is taken internally, acting directly upon the blood and mucous surfaces of the system. In buying Hall's Catarrh Cure be sure you get the genuine. It is taken internally, and made in Toledo, Ohio, by F. J. Cheney & Co. Testimonials free. Sold by Druggists, price 75c per bottle.

"THE KENT."

Name of the New Hotel Opposite the Union Depot.

Capt. Heman N. Moore and Lewis T. McCrath, who are erecting a new hotel directly opposite the ladies' entrance to the union depot, have decided to christen it "The Kent" and have leased the hotel for a term of years to Beach & Booth, who have established an enviable reputation as caterers as proprietors of the New York Coffee Rooms. The hotel will contain sixty rooms, all of which will be steam heated and completely equipped with electric bells, electric lights and all other modern conveniences. The hotel will be conducted on the European plan, with a first-class restaurant in connection, and will cater to the best trade—merchants, traveling men and the traveling public generally. It will be ready for occupancy early in July.

Purely Personal.

J. P. Visner has taken the agency in this territory of the fish house of Stanwood & Co., of Gloucester, Mass.—a most desirable arrangement for both parties.

Frank E. Leonard has returned from Europe, where he spent a couple of months in search of both staples and novelties for the fall and winter trade. He is looking hale and hearty.

Geo. L. Thurston, junior member of the firm of Thurston & Co., general dealers at Central Lake, was in town a couple of days last week. It was his first visit to the Grand Rapids market and was hugely enjoyed.

Potatoes Higher and Advancing.

Owing to the destruction of a large portion of the Southern potato crop by wet weather and floods, the potato market has advanced several cents a bushel during the past week and every indication points to a strong and advancing market from this time on. Handlers here are paying 25 and 28c along the line of the railroad and buyers on the water—such as Lake Michigan and Grand Traverse Bay points—are offering 24–26c per bushel. Some dealers are confident the market will go to 50c before the end of June, but there is no certainty on this point. That the market will be strong, however, is very generally admitted by all engaged in the business.

Bank Notes.

It is reported that the banking house of D. A. Blodgett & Co., at Cadillac, will be merged into a National Bank in the near future, at which time the leading business men of Cadillac will be given an opportunity to become stockholders in the institution. It is stated that Mr. Diggins is desirous of retiring from the active management of the bank, to engage more actively in the prosecution of his lumber business.

An Apt Answer.

"Are hides looking up yet?" asked a reporter of Elmer Thompson, the other day.

"Yes," was the reply, "they are flat on their backs and can't help looking up."

The Grocery Market.

Sugar is without change. Corn syrup is strong, owing to the recent advances in corn. California dried fruits are strong and higher. Rolled oats, Canary seed and jelly are a little higher.

BOSTON PETTY LEDGER.

Your account is always posted!

Your bill is always made out!



Size 8½ x 3¾, bound in cloth and leather back and corners. Nickel bill file, indexed, ruled on both sides, 60 lines, being equal to a bill twice as long.

1000 bill heads with Ledger complete.....	\$3 00
2000 " " " " " " " " " " " " " " " "	4 50
5000 " " " " " " " " " " " " " " " "	7 25

Address

F. A. GREEN,

45 Pearl St., Rm 9, Grand Rapids, Mich.

I prepay express charges when cash accompanies the order. Send for circular.

J. L. Strelitsky,

Jobber of **Bigars**

Including the following celebrated brands manufactured by the well known house of Glaser, Frame & Co.:

Vindex, long Havana filler.....	\$35
Three Medals, long Havana filler.....	35
Elk's Choice, Havana filler and binder...	55
La Flor de Alfonso.....	55
La Doncella de Morera.....	65
La Ideal, 25 in a box.....	55
Madellena.....	60

Headquarters for Castellanos & Lopez's line of Key West goods.
All favorite brands of Cheroots kept in stock.

10 So. Ionia St., Grand Rapids.

Unpolluted!



Sole Owners of

CRESCENT, Genuine Arabian MOCHA BLENDED DIAMOND, a Most Delicious Blend of Three Javas.

STAR, a High Mountain Maracaibo.

GLOBE, an Old Golden Rio.

BEE HIVE TEAS, Full Strength and Fine Flavor.

J. P. VISNER,

Gen'l Representative, 167 N. Ionia St.

GRAND RAPIDS, MICH.

GRAND RAPIDS GOSSIP.

Aspegrim & Anderson have opened a grocery store at the corner of Third and Stocking streets. Musselman & Widdcomb furnished the stock.

A. Dunnebacke has sold his grocery and dry goods stock at 75 Gold street to J. E. Plischke, who will continue the business at the same location.

H. Leonard & Sons has issued their annual catalogue for 1892 and it is now being mailed to the trade. It comprises 256 pages and cover, being the largest and most complete catalogue ever issued by the house.

The Antrim Iron Co. has engaged M. M. Duncan as successor to Edward Fitzgerald, who recently resigned the management of the company's business at Mancelona. Mr. Duncan was manager of the Roane Iron Co., of Chattanooga, eleven years and brings to his new connection a most excellent record.

Henry J. Vinkemulder has purchased the two-store frame building, now occupied by the grocery stock of Vinkemulder & Bro., at the corner of South Division street and Third avenue, for \$12,000. The property has a frontage of 49½ feet on South Division street and 176 feet on Third avenue. The purchaser proposes to enlarge the store building and put in new hardwood floors.

Gripsack Brigade.

John Payne is spending a couple of weeks with friends at Allegan. His route is being covered in the meantime by Frank Kruse.

David R. McGann, traveling representative for Kortlander & Murphy, reports the sale of three liquor outfits during the past week—John B. Kelley, Traverse City; Chas. R. Smith, Cadillac; John McIntyre, Benton Harbor.

Wat. Kelsey, the handsome end of the Toledo Spice Co., is in town for a few days, interviewing the jobbing trade. D. K. Applegate will represent the house in this territory in the capacity of traveling representative for the next three months.

A Chicago grocery salesman was calling on a grocer in a certain Northern Michigan town, one day last week, showing his tea samples. He had booked orders for Japan and Hyson goods, when he enquired, "How is your stock of gunpowder?" "We have plenty of caps and shot and I think it is too early in the season for gunpowder."

The Correct Quotations.

THE TRADESMAN announced a decline of ½c per gallon in illuminating oil last week, but the quotations persisted in appearing incorrectly. They should have been as follows:

Eocene	9
Water white, old test	8½
" " headlight, 150 deg.	7½
" "	7

Above quotations are for oil in barrels. The price for oil from tank wagons was also declined at the same time.

Another Change in Her Route.

The City of Grand Rapids has been compelled to abandon Manistique and South Manistique as the Northern termini of her route, having changed her course to Escanaba and Gladstone instead. The boat leaves Traverse City at 7 o'clock Monday, Wednesday and Friday evenings, returning alternate evenings.

Revoked the Obnoxious Orders.

The General Baggage Agent of the C. & W. M. and D., L. & N. Railways issued new orders in regard to the handling of excess baggage a few months ago, whereupon Geo. F. Owen wrote General Freight Agent Davis as follows:

I have been a friend of the D., L. & N. and C. & W. M. Railway systems and have taken pains to give them every pound of freight and mileage I could, which you will find by looking it up; but, in common with all commercial men, I have become thoroughly disgusted with the picayunish rules adopted by your General Baggage man, Mr. LaBar. He seems to look upon the traveling man as a thief and all of the employes in his department as the same or worse. I have heard a large number of traveling men who carry trunks say that, as long as these arbitrary methods are kept up, they will divert every pound of freight from your line they can; and I assure you that from this date on not a pound of my freight will be drawn by your company which I can possibly divert over some other line, as long as Mr. LaBar continues this foolish system of his. Please do not think that I am trying to evade excess or get through over your line one pound of baggage more than I am entitled to, but to be obliged to go through so much red tape—and to be looked upon as a common thief, I kick. Please make enquiries of the baggagemen anywhere on your line and you will find that never in a single instance have I tried to evade any rule laid down to your employes, but have cheerfully accepted them, as I know well that their positions is to them their bread and butter; and so far as my firm is concerned, we are able to pay all charges which are imposed upon us, but refuse to submit to such foolish rules as laid down by your Mr. La Bar. I have no recourse but to fall back on my right to ship my freight by any line which I see fit. I travel on every mile of your system in Michigan, except south of St. Joseph. Of course, I fully understand that the small amount of business I do will not cut any figure (the trains will probably start and stop on schedule time, as before), but the co-operation with the many who have spoken to me *may be felt a little*. While I deprecate such methods, I feel justified in this instance. Yours truly,

GEO. F. OWEN.

In the meantime other travelers petitioned the freight department to the same effect, and Mr. Owen recently received the following reply to his criticisms:

Referring to your favor of May 1 in regard to excess baggage rules, Mr. DeHaven, our General Passenger Agent, advises me that the features of our rules to which you objected have been removed and that he has made even a more liberal arrangement in regard to excess baggage. He has also countermanded the instructions issued by the General Baggage Agent in reference to the labor of which you complained. He has also extended the limit of time that baggage is allowed to remain free at stations to seventy-two hours, instead of twenty-four, and thinks that everything now will be satisfactory to the traveling men. I trust that this is so.

Will you kindly notify your traveling acquaintances?

Yours truly,
F. V. DAVIS, G. F. A.

The Drug Market.

Tartaric acid has declined. Cream tarter is lower. Gum camphor is weak but unchanged. Citric acid has declined. Prima Calcutta assafœtida has again advanced. London gum is at almost any price down to 20 cents, but it is not fit for druggists' use. Oil bergamont is lower. Oil cassia has declined. English vermilion is lower. Alcohol has advanced 2 cents per gallon.

Later—Linseed oil has sustained another advance, this time of 2c per gallon.

VOIGT, HERPOLSHEIMER & CO.,
WHOLESALE

Dry Goods, Carpets and Cloaks

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

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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

H. S. ROBINSON AND COMPANY

Manufacturers and Wholesale Dealers in

BOOTS,
SHOES
and RUBBERS.



New Factory, 330 and 332 La Fayette Avenue,

Office and Salesroom, 99, 101, 103, 105 Jefferson Ave.,

DETROIT, MICH.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

The Bankrupt Stock Nuisance.

From the Boot and Shoe Recorder.

A decision that will be pleasing to retailers generally was given by the Massachusetts Supreme Court last week. The decision relates to the law, recently enacted, imposing restrictions on itinerant vendors. Under this head it is aimed to include dealers who make a business of opening for a few days or a few weeks with a loudly advertised sale of bankrupt stocks or goods damaged by fire. It is needless to add that these sales are usually frauds, so far as their representations go, and that the remarkably low prices they advertise are in fact remarkably high for the quality of the goods offered. The facts in the case decided upon are as follows:

"Erastus Crowell was indicted, charged with being an itinerant vendor, and at the trial in the superior court it appeared that the defendant was in the employ of E. F. Miller, who at that time carried on business, having a manufacturing establishment in Boston, with various permanent places of business at Worcester and Springfield. Miller was engaged in the manufacture and sale of tailor-made clothing, and by reason of misfits and other causes always had on his hands large quantities of clothing which had been returned. This he disposed of as ready-made clothing. The defendant, not a resident of Dennis, went on behalf of Miller to Dennis and opened a store which he furnished with a stock of clothing of the above description, with the intention of remaining in the store until the goods were sold. Upon these facts the jury returned a verdict of guilty, and the defendant took an appeal to the Supreme Court. This tribunal overruled the exceptions, on the ground that the object of the statute is to protect the public from imposition by itinerant vendors who are not hawkers or pedlers because hiring, leasing or occupying a building for their business, but who are to sell temporarily or transiently in one locality. The court held that the statute is not designed to prevent fair and free competition, but only to protect the public against fraud. It comes within the police power, and stands on the same ground as the acts relating to hawkers and pedlers, auctioneers, pawn-brokers and others. The fact that Miller had a permanent place of business elsewhere, and that the defendant acted as Miller's agent, does not help the defendant."

This decision is to be commended as good common sense, something which is too often ignored by judges in their unquestioning adherence to legal precedent and traditional phraseology. The itinerant vendor who acts as an agent for a strong central concern is all the more dangerous to the established trade in a community, and all the more fraudulent in his representations that the stock he offers is the salvage from a failure or a fire. There is a wide difference between legitimate competition and this species of business piracy. Retail dealers do not seek for a monopoly, and ask for no restrictions on any competition that desires to come in on equal terms. The regular dealer is obliged to maintain his reputation by giving good value for the prices he receives, and by living up to all his public promises. The itinerant vendor, on the contrary, has no reputation at stake, and he can make the most extravagant promises with impunity. The average buyer is not an expert, and is easily deceived by the appearance of the cheap trash. He has learned to rely, to a reasonable degree, at least, on the statements of the regular dealers, and very naturally accepts the fraudulent claims of the transients as being approximately true. Before the buyer has a chance to test the quality of his purchases, the great aggregation has disappeared. At first the buyer, on comparing the prices, makes up his mind that the regular dealers are attempting to rob him by their extortionate figures, but, when he discovers the swindle, he jumps at the conclusion that the regular dealers belong to the same class, inasmuch as they are in the same business of selling goods.



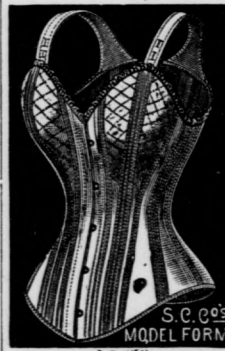
Best Six Cord

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions.

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.

BUY THE PENINSULAR

Pants, Shirts, and Overalls

Once and You are our Customer for life.

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

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

Dry Goods Price Current.

Table of Dry Goods Price Current with columns for UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, CORSETS, and various other goods.

Table of DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CANVASES AND PADDING, DRESSES, WADDINGS, SILKES, NEEDLES-PER M., TABLE OIL CLOTH, COTTON TWINES, and PLAID OSNABURGS.

BUSINESS LAW.

Summarized Decisions from Courts of Last Resort.

EXEMPTION—FURNITURE—BOARDERS.

The Supreme Court of Texas held, in the case of Mueller vs. Richardson, that under an exemption from sale under execution of "all household and kitchen furniture," a widow taking boarders incidentally for the purpose of support was entitled to hold exempt from sale the furniture in the rooms occupied by the boarders.

INSOLVENCY—UNPAID STOCK SUBSCRIPTIONS.

The Supreme Court of Minnesota held, in the case of Marson vs. Deither, that where a corporation has made an assignment for the benefit of creditors under the insolvent law, the court in which the insolvency proceedings are pending may make an order requiring payment of unpaid stock subscriptions, the same as the directors might have done before the insolvency proceedings, and that in an action for an unpaid stock subscription it is not necessary to allege the issue and tender of a certificate of stock unless it is expressly stipulated in the contract that the stock is to be paid for upon issuance of the certificate therefor.

GUARANTY—NOTICE—ACCEPTANCE.

In the case of Wilkins vs. Carter et al., recently decided by the Texas Commission of Appeals, it appeared that the appellant wrote the following letter to the appellees: "Carter Brothers & Co.—B. E. Wilkins & Brother may be a few days late in paying you their dues. If you will bear with them I will see that you are paid; cotton is six weeks late, hence the scarcity of money; they are in good shape otherwise. W. D. Wilkins." The appellant contended that if the guaranty was accepted he was entitled to notice in order to make him liable. The court held that the appellant was entitled to notice, saying: "Carter Brothers & Co. were not bound by the proposition until they had agreed to accept its terms. From the time they received the letter until after the goods of Wilkins & Brother were attached, they did not notify appellant that they agreed and would extend the time. But they say that they did accept by forbearing to sue. How was Wilkins to know but that the consideration for the extension moved from some other source, or was a mere favor to the debtor?"

SALE—GUARANTY—WAREHOUSE RECEIPTS.

Where, by a written contract a party agreed to sell to another binder twine at Peoria, Ill., Omaha, Neb., and various other points at certain prices therein named, free of charge for freight, storage, etc., until the warehouse receipts of the same should be turned over, payable by notes on receipt of invoice, one-third on September 10, one-third on October 10, and one-third on November 10, following, the vendor guaranteeing that the twine sold was in good condition and a merchantable article, the Supreme Court of Illinois held, Luthy et al. vs. Waterbury et al., that the guaranty had reference to the condition and quality of the twine at the time the contract was made, and not to the time when the warehouse receipts were turned over, although possession of the goods would not pass until the warehouse receipts were delivered.

A New Sugar Process.

A French chemist has invented a new process for manufacturing sugar, which recent reports from Cienfuegos, Cuba, say has been tested with remarkable success. The secret of the method is mixing molasses with cane juice. The reports say that the new process yields 11 1/2 per cent. of first jet sugar, polarizing 98.3 degrees on an average. Furthermore the managers of the American Sugar Refining Company declare that the sugar thus produced is the handsomest raw sugar ever imported into the United States, and they readily pay for all cargoes of this brand of sugar 1-10 of a cent more than the running prices.

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 cast joint	60&10
Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 17, '85	60
CRADLES.	
Grain	dis. 50&02
CROW BARS.	
Cast Steel	per lb 5
CAPS. per m	
Ely's 1-10	65
Hick's C. F.	60
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	50
Central Fire	dis. 25
CHISELS. dis.	
Socket Firmer	70&10
Socket Framing	70&10
Socket Corner	70&10
Socket Slicks	70&10
Butcher's Tanged Firmer	40
COMBS. dis.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
14x52, 14x56, 14x60	23
Cold Rolled, 14x56 and 14x60	26
Cold Rolled, 14x48	23
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.	
Com. 4 piece, 6 in.	dis. net 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.	
Disston's	60&10
New American	80&10
Nicholson's	80&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	dis.
Stanley Rule and Level Co.'s	50

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel, Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4
Screw Hook and Eye, 1/2	net 10
" " " 3/4	net 8 1/4
" " " 1	net 7 1/4
" " " 1 1/4	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.	
Stamped Tin Ware	new list 70
Japaned Tin Ware	25
Granite Iron Ware	new list 33 1/2 & 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
Brandford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, dis. 60
Hunt's	\$18.50, dis. 20&10
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 & Co.'s	40
" Enterprise	30
MOLASSES GATES. dis.	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Steel nails, base	1 85
Wire nails, base	1 90
Advance over base:	Steel. Wire.
60.	Base 10
50.	Base 10
40.	Base 10
30.	Base 10
20.	Base 10
16.	Base 15
12.	Base 15
8.	Base 20
7 & 6.	Base 40
4.	Base 60
3.	Base 1 00
2.	Base 1 50
1.	Base 1 60
Fine 3.	Base 1 50
Case 10.	Base 60
" 8.	Base 75
" 6.	Base 90
Finish 10.	Base 85
" 8.	Base 90
" 6.	Base 1 00
Clinch 10.	Base 85
" 8.	Base 1 00
" 6.	Base 1 15
Barrell 1/2.	Base 1 75
PLANES. dis.	
Ohio Tool Co.'s, fancy	2 40
Scotch Bench	2 60
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s, wood	2 10
PANS.	
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 30
"B" Wood's pat. planished, Nos. 25 to 27	9 30
Broken packs 1/4c per pound extra.	
ROPES.	
Sisal, 1/2 inch and larger	9 1/4
Manilla	13
SQUARES. dis.	
Steel and Iron	75
Try and Bevels	60
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com.
Nos. 15 to 17	4 05 3 65
Nos. 18 to 21	4 05 3 65
Nos. 22 to 24	4 05 3 65
Nos. 25 to 26	4 25 3 25
No. 27	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH CORD.	
Silver Lake, White A	list 50
" White B	" 55
" Drab B	" 55
" White C	" 35
Discount, 10.	
SASH WEIGHTS. per ton \$25	
SAWS. dis.	
" Hand	20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. 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
Oneda Community, Newhouse's	35
Oneda Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz.
WIRE. dis.	
Bright Market	70-10
Annealed Market	70-10
Coppered Market	60
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	3 10
" painted	2 65
HORSE NAILS. dis.	
An Sable	40
Putnam	dis. 05
Northwestern	dis. 10&10
WRENCHES. dis.	
Baxter's Adjustable, nickled	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 1st	70&10
Casters, Bed a D Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65&10
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/4c per pound.	6 1/2
600 pound casks	7
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	
Cookson	per pound 13
Hallett's	" 13
TIN—MELTY GRADE.	
10x14 IC, Charcoal	\$ 7 50
14x20 IC, " "	7 50
10x14 IX, " "	9 25
14x20 IX, " "	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal	\$ 6 75
14x20 IC, " "	6 75
10x14 IX, " "	8 25
14x20 IX, " "	8 25
Each additional X on this grade \$1.50.	
ROOFING PLATES	
14x20 IC, " Worcester	6 50
14x20 IC, " "	8 50
20x28 IX, " "	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
14x36 IX, for No. 8 Boilers	per pound 10
14x60 IX, " " 9	

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The Only Perfect Barrel Churn Made.

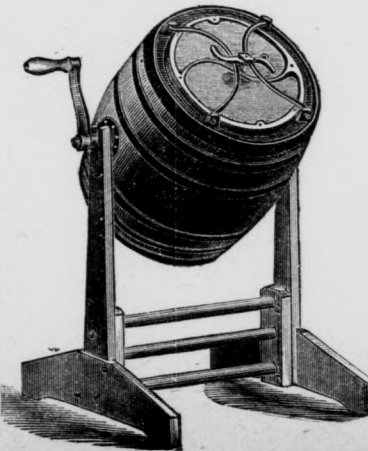
POINTS OF EXCELLENCE.

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 bails 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
" 6-50	" 30	26 00
" 7-75	" 37	30 00
" 8-90	" 45	35 00



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Official Organ of Michigan Business Men's Association.

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E. A. STOWE, Editor.

WEDNESDAY, MAY 25, 1892.

CANADA AND THE UNITED STATES.

During the past few years there has been considerable agitation within the borders of our northern neighbor, the Dominion of Canada, both on the subject of annexation to the United States and also in favor of establishing reciprocal trade relations between the two countries. To the ordinary observer such agitation might argue the existence of the most cordial relations between the people of the two countries, while as a matter of fact, this is not the case by any means, it being well known that there is little in common between the two nations, except that their relative geographical positions have brought about certain common interests of a purely commercial character.

The passage of the McKinley bill was the signal for the commencement of all the agitation which has troubled Canada for some years past. The Dominion had previously looked to the United States as the principal market for its agricultural products. The taxes imposed by the McKinley law have greatly cut down the profits of the Canadian farmers and in some cases have entirely shut them out from what had been previously their best market.

As the Canadians could find no way of compelling the repeal of the McKinley law, they have been casting about for means of neutralizing its effects. Annexation, by making their country part of the United States, presented in the eyes of some the surest way of getting rid of the burdens of the existing tariff, while others less radical have sought to escape the evils wrought by the obnoxious law through a reciprocity treaty which should provide for the free admission of such Canadian products as are now shut out by our tariff.

It will, therefore, be seen that the reciprocity and annexation agitations in Canada are not influenced by any yearning after the privileges of American citizenship or dislike of British allegiance, but purely and simply by the selfish desire to overcome the obstacles placed in the way of Canadian trade by an adverse tariff imposed upon foreign imports by the laws of the United States.

A sub-committee of the Senate Finance Committee has for some time been making inquiries as to the effect of the tariff laws upon the trade relations between this country and Canada. This sub-committee has reached the conclusion that so far as the Dominion of Canada is concerned, there is no doubt that its inhabitants pay the entire burden of duties imposed on their exports into the United States by our laws. It says that the places visited on the United States side of the boundary line were increasing in population while the sub-committee was informed that on the other side of the line the population was diminishing. There was also found an average difference in the rate of wages of 25 per cent. in favor of the United States.

Under such circumstances it is not extraordinary that the Canadians should be willing to submit to annexation, or, for that matter, to even greater evils from their standpoint, rather than to permit their trade to decay and their population to emigrate. It is also not extraordinary under the circumstances that they should feel somewhat incensed against us and seek to retaliate upon us for having passed the McKinley law by harassing our fishermen and discriminating against our trade on the Canadian canals. With respect to the fisheries difficulty, it is probable that we will have to put up with it, as our Canadian friends are compelled to accept our tariff; but the discrimination on Canadian canals can be overcome by the construction of canals on the American side of the great lakes.

PROPOSED BIMETALLIC CONFERENCE.

The announcement made last week by the British Chancellor of the Exchequer that England would accept the invitation of the United States to take part in an international conference upon the silver question, has created no small stir in financial circles all over the world. The importance of this acceptance of the invitation has been fully appreciated, as is shown by the general interest manifested in the matter since the matter became known, and its influence upon the action of other powers towards the proposed conference has been manifested by the fact that the State Department has received since the announcement of England's action notice that Italy and Austria will also be represented at the conference. The lead of these nations is likely to be followed shortly by all the other important commercial countries of Europe.

Although the acceptance of the invitation of the United States by Great Britain does not necessarily imply the promise of that Government to accept any of the findings of the proposed international conference, there is no denying, nevertheless, that the action of Mr. Goschen has been largely influenced by a growing sentiment in England in favor of bimetallism. This has since been made very manifest by a statement made in the British Parliament that the action of Mr. Goschen has been in full accord with the request of all the Chambers of Commerce in England that the Government accept the invitation of the United States.

It will be remembered that at the time of the great financial panic two years ago, when the great banking firm of Baring Brothers failed, Mr. Goschen, in a speech delivered upon the causes of

the money troubles, referred to the fact of the constantly growing disproportion of the world's gold supply and the needs of commerce, and announced his belief that unless some additional basis of value were adopted to supplement gold there would be a constantly recurring financial squeeze, due to the balancing of trade accounts. This statement of Mr. Goschen was understood at the time as pointing strongly to a belief on his part that some arrangement would have to be made by which silver would be accepted by the commercial world as basis of value side by side with gold.

The serious state of affairs existing in the great Indian Empire, the brightest jewel in England's imperial crown, has also had much to do with the acceptance of the invitation to attend the bimetallic conference. The steady depreciation of India's silver money has worked great mischief to the commerce of that country and has greatly unsettled its finances, besides subjecting to much inconvenience and loss the great manufacturing centers of England, which trade largely with the East.

In spite, therefore, of assertions to the contrary by a section of the English press, the acceptance of the invitation of the United States by the British Government was undoubtedly based on something more than mere international courtesy, hence there need be no question but that, should a practicable method of monetizing silver be hit upon as a result of the deliberations of the conference, Great Britain will be found willing to seriously consider the advisability of agreeing to the arrangement.

The strike fever appears to have about subsided, so far as Grand Rapids is concerned, both the striking painters and plumbers having voluntarily surrendered and gone back to work, fully convinced that their position was utterly indefensible and that a continuation of the strikes would simply result in the filling of their places by other and better men. The main point at issue was the refusal of the strikers to work with any but union men. The inhumanity of such a demand is clearly apparent to anyone of ordinary decency. If such a demand were carried to a legitimate conclusion, a member of the Methodists church might refuse to work on the same job with any but Methodists and a Free Mason might decline to labor on a building or in a factory where men who did not belong to the order were employed. Such demands strike at the very root of human liberty and stamp the men making them as tyrants of the meanest sort. The Methodist church, the Masonic fraternity and the trades unions are useful organizations, so long as they do not overstep the bounds of justice and decency, but when an organization arrogates to itself the tyranny of a Russian sovereign, it deservedly meets with condemnation and disaster.

Bradstreet's has practically taken a census of the existing business conditions throughout the cotton country, as bearing on planters, storekeepers and manufacturers. From the mass of data received from nearly twenty-four hundred correspondents in ten states it concludes that the acreage of cotton for 1892 will be decreased one-fifth. Three-fourths of these correspondents report that a larger acreage will be devoted to corn, oats, rice, tobacco, etc., and that

hog and cattle raising will receive more attention than ever before. There has been much less depression in those districts not devoted exclusively to cotton, and the South generally realizes the importance of diversifying its productions. The remedy for the low price of cotton and the consequent depression of southern agriculture is at work. And the cotton crop of 1892 will be produced more cheaply than for many years past.

The unfavorable weather which has retarded planting this spring will have one particularly unfortunate effect. It will bring out the great army of croakers and calamity howlers who will predict all kinds of evils and misfortunes as a result of these conditions. But after all isn't it just as well to wait until the misfortunes have actually arrived before commencing to mourn over them? We thus abbreviate the period of mourning and we have the benefit of a chance that the reality may not be as bad as the prophesy! Wait until the crops fail before tuning up your voice to the whining key.

The *Journal of United Labor* and the *Knights of Labor Journal* both denounce the boycott on Fleischmann's yeast as "without reason, justification or excuse" and decline to be a party to such injustice. Both journals assert that they have documentary evidence proving beyond question that the claim made in issuing the boycott was a lying one.

THE TRADESMAN begins this week the publication of a series of articles on the relations of Landlord and Tenant. The articles will appear consecutively for the next six or eight issues of the paper and will prove to be worthy of preservation alongside the series of insurance articles which terminated with last week's issue.

David Ward's Pine.

David Ward, the multi-millionaire, writes the *Mancelona Herald* as follows: In your last issue I notice you quote a dispatch from Bay City to the *Detroit Tribune* to the effect that David Ward has contracted with the Michigan Central Railroad to transport all of his pine timber in Kalkaska, Otsego, Crawford and Antrim counties to Bay City to be manufactured. As a matter of fact, I have made no contract of any kind with the M. C. Railroad. My son, Henry C. Ward, contracted last winter with said company to transport one season's lumbering of pine saw logs from near Gaylord to Bay City, which is now being done. The Bay City correspondent has seemingly seized hold of this fact to boom up Bay City by his bombastic telegraphic canard.

The business men of Western Michigan have long anticipated the manufacture of Mr. Ward's pine near the places where it stands and the above emphatic denial of a contrary statement by Mr. Ward gives ground for believing that the anticipation will eventually be realized.

The Hardware Market.

The wire nail market is still in an unsettled condition and, notwithstanding the recent changes in the card rate, nails are being sold as low as they were prior to the advance. The manufacturers of barbed wire have caught up with their orders and are filling same with more promptness. There is no change in price. The rope market is stationary. Wool twine has declined $\frac{1}{2}$ c per pound. The glass manufacturers have come to no positive decision as to their future course and it is believed that all the factories will close down June 1.

LANDLORD AND TENANT.

PAPER I.

Written for THE TRADESMAN.

In this series of papers, I shall hew just as close to the line of mercantile interest as is possible and endeavor to avoid all matter not specially applicable to the mercantile and business fraternity. When I use the term "land," the reader will please remember that it refers to the store, mill, shop or other building and the land it stands upon, just as pointedly as it does to a 200 acre farm and the buildings thereon.

DEFINITIONS.

A lessor is one who transfers the possession of land in consideration of something valuable which is called rent. The lessee is one who receives possession and pays the rent. These parties are called landlord and tenant. The term estate refers to the right or interest which a tenant has in lands which he holds, and the term tenure has reference to the mode or manner by which he holds this estate. Tenancy denotes the estate held by a tenant; but it is also used to describe the relation of landlord and tenant. Reversion is an estate remaining in the lessor, to take effect in possession upon the determination of a particular estate granted, and is not constituted by the mere reservation of a right of re-entry for breach of conditions. Whether a tenancy (or relation of landlord and tenant) exists is usually a question of fact; but whether ascertained facts prove a tenancy is a question of law.

THE LEASE.

The contract whereby one party (the tenant) takes the possession of the land, and the other party (the landlord) gives possession of the land and reserves (that is, agrees to take) a rent, is called a lease. A tenancy is never created by act of law, but always by contract or lease. To create a lease there must be a certain fixed term, whether it be for a day or a year, or any number of years. Leases for ninety-years, or for 999 years, are not uncommon; and, indeed, perpetual leases, where not prohibited by statutory enactments, are sometimes created, in which a certain term is fixed, but the term is, by express stipulation in the lease, renewable from time to time and forever. No certain form of words is necessary to create a lease; but those in common use are "demise," "lease," and "let;" any other words, substantially equivalent thereto, will be sufficient. It is not essential that a lease be dated, and a mistake in date cannot vitiate it. A lease dated and executed on Sunday is void, though our Supreme Court has held that such a lease will be considered as taking effect at the date of a later acknowledgment. The omission or insertion of the middle name of either party is immaterial and a slight mistake in the name of a party will not invalidate; but the lessee must be named and a blank cannot be left for insertion of his name after delivery. A lease naming one lessor in its body, and signed by another, is not the lease of either. A lease may be made as an indenture executed in two parts, both of which are considered as originals, though the one given to the tenant controls in case of difference. It may be simply in the form of a receipt, expressing the form and nature of the tenancy, or of a declaration of having let the premises; but it must describe the premises with reasonable certainty or it will be void. It will

be sufficient, however, if it affords the means of identification; and such means will control, notwithstanding a misdescription or variance in quantity. All parts of the lease must be taken together in determining what is demised. A written declaration indorsed on a lease after its execution, that a greater interest was intended to be demised, will not increase the interest actually demised.

In general, a grant or demise of property carries with it all necessary incidents and appurtenances without express words including easements, or all of the rights and privileges actually appurtenant to the premises demised, which naturally and necessarily belong thereto. A lease includes all of these customary rights by implication and evidence may be given to show what rights were previously enjoyed, or what privileges are incidental or necessary to the use of the demised premises.

In a New Jersey case it was held that a lease of a store and rear cellar did not include the right to have a platform remain over the front cellar steps for access to a show window. A personal privilege of a lessor does not pass to his lessee. The use of the word appurtenances in a lease passes only such things as belongs to the realty, and does not include personal property.

An exception in a lease, as of part of the demised premises, must be construed most favorably for the lessee; while a reservation is properly of some right or privilege pertaining to it or issuing out of it, but not part of it. A reservation of a right of way is personal to the grantor and is not assignable to third persons. It has been held that a reservation of a right to build on the land of a third party, so as to use the wall and stop up windows of the building leased, will not entitle the lessor to an injunction to prevent the tenant from building on such land, under a lease thereof procured by him.

A condition annexed to, or embodied in, a lease is a qualification whereby the tenancy may be created, enlarged or defeated upon an uncertain event. A condition differs from a covenant in that it is binding upon both parties. An agreement by the lessor to make improvements before the term begins is a condition precedent to its beginning, but the lessee cannot claim it as such if he takes possession without performance. The placing of a tenant in possession is a condition precedent to his liability for rent. No particular form of words is necessary to create a condition precedent; but a mutual intent to create it must appear. Whether a condition is precedent or subsequent, must depend upon the intention of the parties. If the intention was that the tenancy should be postponed until the contingent event should happen, then it is a condition precedent; but if the intention was that, if the estate should be divested by the happening of the contingent event, then it is a condition subsequent, and the words in a lease which create it are "while," "as long," "until," and "during." If a condition subsequent is impossible or unlawful, it is void; so, also if it is against public policy. If the condition is not to do a particular act without consent of the lessor, if lease is once granted, the condition is gone forever. Equity will never lend its aid to divest an estate for breach of a condition

Facts Talk Louder Than Words!

3,487,275 SOLD IN 1886.

3,509,575 SOLD IN 1887.

5,092,350 SOLD IN 1888.

5,690,025 SOLD IN 1889.

6,595,850 SOLD IN 1890.

6,983,207 Sold in 1891.

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

BEN-HUR
(10c or 3 for 25c)

RECORD BREAKERS
(The Great 5c Cigar.)

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

GEO. MOEBBS & CO., Manufacturers,
DETROIT and CHICAGO

Woolson Spce Co's
LION COFFEE.
ROAST
COFFEE
EVERY
WE ARE VETERANS IN THE COFFEE BUSINESS AND GIVE PERSONAL ATTENTION TO THE ROASTING OF ALL GRADES OF COFFEE. DRINK LION COFFEE.
MOCHA, JAVA & RIO. WHY NOT TRY IT?
PICTURE CARD IN EVERY PACKAGE

DESCRIPTION

Write your Jobber for Prices or Address

L. WINTERNITZ, Resident Agent,

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GRAND RAPIDS, MICH

subsequent, but will relieve against a forfeiture if the tenant has acted in good faith.

Rent must be reserved to the lessor, and not to a third party, and it should be fixed with reasonable certainty. It may be in the form of a royalty, or of a certain share in the profits or produce; or, it may be left to be fixed in the future by appraisers, in which case they must all concur to make it binding. The tenant may expressly waive in the lease the benefit of exemption laws for all debts contracted for rent, according to a ruling of the Supreme Court of Kansas. A stipulation for "net rent" requires the tenant to pay all rates chargeable upon the premises.

The object of the construction of an instrument is to ascertain the intention of the parties, and to this end all parts of the lease must be construed together, as also separate instruments which were contemporaneous. So desirous are the courts to get at the true intent of the parties that the Supreme Courts of North Carolina and Maryland have held that, when the intent is manifest, words may be construed to have a contrary meaning. A lease may be interpreted by local customs, known to the parties and with reference to which it was made, and an existing statute providing remedies enters into and forms part of the contract of rental; but a lease is not affected by a subsequent statute.

In general parol evidence is not admissible to vary or contradict the terms of a written lease. It may be admitted to prove customs presumably contemplated by the parties, or to locate or apply the description of the premises leased and to show what is included in them. It may be admitted to vary the date of the lease, or fix the time of the commencement of the term; or to show the duration of a term not specified. It may be admitted to show that the lease was intended as a mortgage, or that the lease was executed for an illegal purpose, or that the requirements of the law were not observed.

When a lease is destroyed and oral testimony of its contents given, its terms are a question of fact for the jury, subject to the instructions of the court as to their legal effect. A lease is not admissible in evidence without proper proof of the genuineness of the signatures.

To create a lease required to be in writing, it must be signed by the lessor and the signature of the lessee alone is insufficient; but a lease signed and delivered by the lessor is valid, although not signed by the lessee. Usage permits a lease to be executed by exchanging duplicates, each of which is signed only by the other party. Execution by an agent should be in the name of the principal, and a party signing a lease cannot prove ignorance of its contents. All leases for a term exceeding one year must be in writing as required by the Statute of Frauds which prevails in most of the states, including our own.

E. A. OWEN.

Why Is It?

Why is it the brightest eyes are the ones soon dim with tears?
Why is it the lightest heart must ache and ache for years,
While the eyes that are hardest and coldest shed never a bitter tear,
And the heart that is smallest and meanest has never an ache to fear?

Use Tradesman Coupon Books.

TALKS WITH A LAWYER.

THE GROWTH OF AMERICAN LAW.

Written for THE TRADESMAN.

Prior to 1558, the date of the accession of Queen Elizabeth, England had not claimed the coast of the new continent south of the 44th degree of north latitude, i. e. south of a line passing in the neighborhood of the southern boundary line of New Hampshire. During the reign of Queen Elizabeth there arose an impulse to colonization, influenced by a desire to limit the power of Spain in the new world, and to extend the territory of England and the protestant religion. This colonization impulse had its first fruit in the colonies of Virginia and New England, the colony at Jamestown being the first important English Colony. For the purpose of a brief study of the early colonies, they may be divided into three classes, the northern, middle, and southern; the northern colony including the Plymouth, Massachusetts, Connecticut, Rhode Island and New Hampshire colonies; the middle including New York, New Jersey, Pennsylvania and Delaware colonies; the southern including Virginia, Maryland, the Carolinas and Georgia. A few words regarding the founding of each. The first permanent New England settlement was at Plymouth, in 1620. The pilgrims composing this colony at first had no grant of land. They were intruders, settling on the territory of the Plymouth company, to whom the King had given a charter, covering the continent from ocean to ocean, lying between the 40th and 48th degrees of latitude, a strip of land including all the continent embraced between parallel east and west lines running through Philadelphia and the northernmost point of Maine. In the charter this is called New England. The Plymouth company to whom this grant had been made tried to found a colony on the coast of Maine, but failed. It then ceased to attempt to found colonies, and contented itself in granting lands to others who did found them. It finally disposed of the whole New England coast, and finally in 1635 surrendered its charter to the king. The Pilgrims, as stated, settled upon the Plymouth company's grant as intruders, but in 1621, the year after they landed, and in 1629, they received charters from the Plymouth company from which, however, the crown withheld an approval which was necessary to its legality. The Pilgrims, however, continued an association, making its own laws, even although its government was irregular and unauthorized. There were forty-one adult males in the company of the Pilgrims, and before landing they signed the following compact:

"In the name of God, amen: We, whose names are underwritten, the loyal subjects of our dread sovereign King James, by the grace of God, of Great Britain, France and Ireland, King, defender of the faith, etc., having undertaken, for the glory of God, and advancement of the Christian faith, and honor of our king and country, a voyage to plant the first colony in the northern parts of Virginia, do, by these presents, solemnly and mutually, in the presence of God, and one of another, covenant and combine ourselves together into a civil body politic, for our better ordering and preservation and furtherance of the ends aforesaid; and by virtue hereof, to enact, constitute and frame such just and equal laws, ordinances, acts, constitutions and offices, from time to time, as shall be thought most meet and convenient for the general good of the colony, unto which we promise all due submission and

For Bakings of All Kinds Use

Fleischmann & Co.'s

Unrivalled Compressed Yeast.

SUPPLIED
FRESH DAILY
To Grocers Everywhere.

Special attention is invited to our
YELLOW LABEL
which is affixed to every cake
of our Yeast, and which serves
TO DISTINGUISH
Our Goods from worthless Imitations.

BEANS

W. T. LAMOREAUX & CO.,

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

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

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.

obedience. In witness whereof, we have hereunder subscribed our names, at Cape Cod, the 11th day of November, in the year of the reign of our Sovereign Lord, King James of England, France and Ireland, the eighteenth, and of Scotland the fifty-fourth, Anno Domini, 1620."

The government which the Puritans founded was democratic. All the members of the church met in a general assembly, and made the laws, until 1639, when a representative body was elected to take the place of this popular legislature. Their governor was elected from their own number. In 1629, King Charles I. confirmed a grant made by the Plymouth company to "The governor and company of the Massachusetts Bay in New England," and gave them powers of government.

The charter gave power to elect annually a governor, deputy governor, and eighteen assistants. Four "great and general courts" were to be held every year, to consist of the governor or deputy, the assistants and the freemen. These courts were authorized to appoint such officers as they should think proper, and also to make such laws and ordinances as to them should seem meet; provided they were not contrary to the laws of England.

Its form of government was the same as that of the Pilgrims at Plymouth—first popular and finally representative. This charter was declared forfeited to the king in 1684, and in 1691, a second charter was granted, which continued in force down to the Revolution. This second charter merged Plymouth, New Hampshire, Maine and Nova Scotia in Massachusetts. Maine continued a part of Massachusetts, until it became a state in 1820, and Massachusetts and Plymouth were never separated.

Discontented Massachusetts colonists planted three towns on the Connecticut river, between 1634 and 1636, and, in 1639, these towns united and adopted a constitution called "The fundamental orders of Connecticut." These three, with a settlement at New Haven, and others on Long Island Sound soon united in one colony under the name of New Haven. They had no charter and no title to their land; but, in 1662, Charles II. granted them a charter, which remained in force, save during five years, for 156 years.

The people of this colony, by the express words of their charter, were entitled to the privileges of natural-born subjects, and invested with all the powers of government, the only limitation being that their laws should not be contrary to those of England. So well were the people satisfied with it, that Connecticut did not adopt a constitution until 1818.

Another offshoot from Massachusetts was Rhode Island, and, as in the last cases, the Rhode Island colonists had, at first, no grants either of land or power.

The Rhode Island colonists were Baptists, under the lead of Roger Williams. They were driven out of the Massachusetts colony in 1635, one division of them founding Providence, and the other Rhode Island Plantation. In 1663, Charles II. united them under the name of "Rhode Island and Providence Plantations," and gave it powers of government similar to those of the Connecticut colonies. The Rhode Island charter continued in force, with but a brief interim, until 1842. The colony of New Hampshire, which became a royal colony in 1692, was founded by Capt. John Mason and

Sir Ferdinando Gorges, by a grant of the old Plymouth colony in 1622. Their territory being between the Merrimac and Kennebec rivers, Massachusetts claimed this territory, and for the most part, the New Hampshire settlements were subject to her government until 1692.

WM. C. SPRAGUE.

The Founder of the Adams Express Co. From the New York Press.

A gentleman was reading about the troubles of the President of the Adams Express Co.

"I wonder," he said, "what the old man would say if he was here."

"What old man?"

"Old man Adams, founder of the company that bears his name."

"You knew him?"

"Slightly. He was a fine old man, and was another example of what an American boy can do or what can be done in this country. He began life as a stable boy, and his first promotion was to assistant bartender in Boston. Think of the chances he had of going to the devil. It is a wonder he didn't. There was a good souled old lady who lived in the house where Adams worked. She had two babies—girls—and when Adams wasn't mixing drinks for the Bostonians he was playing with those children. That showed what sort of a boy he was. If he had lived in this age he would probably have spent his spare time on the race course or in the gambling house. The good woman used to tell him that she was sorry for him. He had been an orphan since he was six. Then he would cry and the woman would pity him. She got him a place in a retail grocery store. He stuck to that until he began to prosper. After he had grown to be rich he heard that his benefactress was old and poor. He found her after a long search and pensioned her. Her two daughters had grown to womanhood and were living with her. One of them never married. Old man Adams made an allowance for her. She is still living and the

allowance is still continued by old man Adams's son. The elder Adams always said he owed all he had to the woman who took him from behind the bar. There is gratitude for you, young man. It is a rare plant, I grant you, but like Dickens's ivy plant, it is rare, indeed."

Don't Do Everything.

From News for Buyers.

When an engineer on an express train spends his time feeding the fires,

When the captain of Cunarder spends his time dusting the cabin,

When the brigadier general spends his time doing picket service,

When the captain of the police force spends his time cleaning up the cells,

When the chief of the fire department spends his time holding a line,

Then the manager of a retail store may find it profitable to spend his time keeping \$3 boys at work, watching their time at noon, sneaking round in tennis shoes, selling a paper of pins, adding columns of figures, writing clerical letters, overseeing the bundle department, chasing after the shipper, making change, and attempting to do his own advertising.

It has been said that more than two-thirds of the half way failures in business are due to the fact that the chief fritters away valuable time in watching over trivial things when his attention ought to be devoted to weightier matters. A man has but a certain amount of energy and available working time, and it does not need deep reasoning to see that if he devotes a large portion of it to minor affairs he will not be able to give the attention which he ought to the work that he is best fitted for.

ENGRAVING

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

THE TRADESMAN COMPANY, Grand Rapids, Mich.

"NOTHING SUCCEEDS LIKE SUCCESS!"

We refer particularly to the rapidity with which

GERMAN COFFEE

AND

VICTOR BAKING POWDER

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

GERMAN COFFEE

A TRUE MIXTURE OF OLD DUTCH JAVA AND MOCHA.

IT WILL PLEASE YOU, TRY IT.

FINE PICTURES AND BOOKS FREE. SEE CERTIFICATES IN EACH PACKAGE FOR PARTICULARS.

VICTOR BAKING POWDER,

THE BEST!

\$1000 paid for any article injurious to health found in VICTOR.

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

Merchants, ask your Jobber about these goods or address us.

OUR GOODS ARE FIRST QUALITY!

THE TOLEDO SPICE CO., Toledo, Ohio.

PARAMARIBO, DUTCH GUIANA.

"BUSINESS IS BUSINESS."

Trite Maxims which Brought Success in a Business Way.

From Treasure Trove.

There is a man who lives in the city of New York who has accumulated quite a fortune by simply advising people what to do. There always will be a large number of persons who are unable to rely on their own judgment. Others come to a conclusion with ease and certainty.

A young man had accumulated \$1,000, and was debating whether he should buy a small candy store with it or whether he should lend it on a mortgage. The latter he knew was the secure way. The other promised great profits. In this perplexity he saw an advertisement: "Advice given to those going into business."

After stating his case, the counsellor said: "My fee will be \$5 in advance."

When this was paid he asked:

"Do you understand the candy business?"

"No; I did not think it was necessary. I expect to supervise it merely."

"Then you will lose all your money in three months."

"You think I had better lend the money on a mortgage?"

"I do not say that. What is your business? that is, what do you perfectly understand?"

"I know the pickle business through and through. I can make pickles of all kinds, but I do not like it."

"Never mind what you like. Go and get a small place and make pickles. Go from hotel to hotel, restaurant to restaurant, and sell them. In ten years come back and see me. You will have \$10,000 at least."

As the young man was going away he was called back.

"Here is a card. I want you to put it where you can see it a hundred times a day." These were the words on the card:

"Business is business. Men don't do what they like; they do what they can."

The card had a fascination for him. He read it with care as he walked along the street. As he studied it a new light seemed to enter his mind.

He found a dingy basement, and began to arrange for his operations. Of course, vinegar must be got, several barrels of it. Some was offered him at ten cents a gallon, some more was shown at five cents. "Which shall I take?" He thought of the words on his card. He seemed to see people testing his pickles, and, not liking them, depart without buying. "They will know good vinegar," thought he; and so he bought the honest stuff.

In a few days several tubs of material were ready and he knew he must market them. Now he greatly dreaded to face strange people and push his goods upon their notice. He never had courage when a boy, and now as a young man he felt more timid. But he thought of the words of the card and entered a restaurant. The evident manager was a blooming young woman; and the pickle dealer was more afraid of women than men. But "business is business" repeated itself over and over and over in his mind.

The answer to his statement was that his pickles would be tried, and, if found all right, would be purchased.

"Glad I got that good vinegar," thought the young man; and he began to feel there was a certain power in the maxim his adviser had given. He began to feel a courage he had never expected in meeting people and trying to sell his goods to them.

Calling at a store to get, if possible, an order for pickles in bottles, he was quickly and rudely met with: "Don't want to see any such stuff." Noticing the utter dismay on the young man's face, the merchant said, short and sharp: "Don't you know enough of business to put up your goods attractively?"

As he retreated, ruffled and disheartened, the maxim repeated itself over and over, with this additional sentence: "It is business to put up goods attractively." He sought out a lithographer and had some handsomely colored labels printed.

"They will buy the bottles," said a friend, "just for the picture you have on them."

When he had gained sufficient courage he sought out again the merchant who had rebuffed him. "I have come to make you a present of a box of fine pickles."

"Why do you make me a present of them?"

"Because you gave me advice that is worth a great deal."

The morning of one Fourth of July came, and he pondered whether to go to his store or not. All at once he thought: "People going on picnics will want pickles." It was the magic words on the little card that ran through his mind. He found, as he had thought, a large number of buyers waiting for him.

The little card was consulted in all sorts of weather. If a man made a proposition to him of any kind and he was in doubt he would go and look at the words, though he knew them by heart already. One day a cheese merchant came to persuade him to buy his stock.

"People," said he, "who buy pickles always buy cheese. You will do a big trade."

It was a temptation. He went and looked at the words and studied them intently, trying to think out their application to the case in hand. "Men do what they can," he reflected. "I would like to sell cheese; but I know I can sell pickles." Then he returned. Now he was resolute and firm, although by nature, easily bent and swayed by the words of others.

"Business is business," he said. "I am in the pickle business. If I cannot make money in this I shall quit and go into something else; but I will not have two kinds on my hands."

It was a turning point. After this he could refuse all influence to go into something that seemed at the time more lucrative. He was not only industrious; he had a fixed principle of action. Of course he was successful. All men who put industry and mind to their work are bound to be successful. When the ten years were up, of course he had the \$10,000 and more, too.

Bananas Dried and Canned.

A company with a capital of \$75,000 has been formed in New York for the purpose of drying and otherwise utilizing the banana and plantain for food. The company will operate works at Colon on the Isthmus of Panama. Experiments show that the banana may be successfully dried and prepared for market either as dried fruit, as flour or meal, or canned in pulp. It is expected that the product will, in one or other form, come into immediate and general use in the United States and Europe.

An Antidote for Carbolic Acid.

An Italian tailor of New York swallowed, by mistake, 30 grammes of carbolic acid. He did not die as everybody thought he would, and as he certainly would if Dr. Moret had not pumped into his stomach a strong solution of sulphate of soda, which forms, with carbolic acid, a harmless compound. In an hour the patient, who had been in a most critical condition, began to rally, and was soon recovered. It is about the first case on record of one's recovery from a dose of carbolic acid.

In many places where water-power is going to waste more and more will there be efforts to utilize it by electrical transmission. Undoubtedly in many instances this will be found practicable. But steam engine builders need not be in anywise discouraged. It is not within the bounds of probability that the amount of power thus transmitted will ever be more than a very modest fraction indeed of that furnished directly by steam engines—not enough to be found in the total business of building and selling steam engines. The truth is that for moderately large powers there is much less saving in water-power as compared with steam-power than there is generally believed to be, but when it comes to furnishing small power in a good many places within a small radius, the cost, counting attendance, should be less with electrical transmission from a central station than by direct power, whether the power is had from falling water or from steam.

WHO URGES YOU TO KEEP

SAPOLIO?

The Public!

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

Any Jobber will be Glad to Fill Your Orders.

Agents Wanted!

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

COLUMBIA
VICTOR
RUDGE
KITE
TELEPHONE
OVERLAND
LOVELL DIAMOND



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

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

STUDLEY & BARCLAY,

4 Monroe St.

Grand Rapids, Mich.

BICYCLES!

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

WRITE US FOR
TERMS AND DISCOUNTS 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.

THE INSTINCT OF SUCCESS.

Every successful action in life requires a certain fixed set of motives. They are five in number: 1. A distinct object. 2. Confidence in one's ability to accomplish the desired result. 3. A sincerity of purpose. 4. A clear understanding of the relative value of things, aside from their intrinsic value. 5. An intimate acquaintance with the average conclusions of the average man—otherwise known as "human nature."

From these outlined motives spring the subdivisions, or details of character, which we term prudence, perseverance, honesty, fidelity, integrity, observation, experience, executive ability, comprehension, foresight and the like, all of which are simply the results of the general principles outlined above. These results or definitions of character are not in themselves matters of moment, except from their connection with the governing motives which produced them.

We are, it is true, daily reminded by "men of wisdom" that these terms of character are the rungs of the ladder which leads directly to real success. The young man who starts out in life with the determination to forge great success from his possibilities, and depends solely upon the application of prudence, perseverance, honesty and the like for support, will no doubt meet with the approbation of his fond parents and anxious friends, but his chances of eventually securing high success in any particular line are by no means assured. These worthy and highly commendable elements of character and conduct are of great value as *details*, but the men who to-day command our respectful business admiration did not build their present standing upon these conditional factors.

To practically test the matter, place yourself, if possible, for a moment in the position of one of these self-made and highly successful business men. Suppose then that you require a faithful clerk, and that "John Smith" applies for the coveted position. If "John Smith" can prove that he is prudent, persevering and honest, and the like, and is able to attend to the details of the labor required, he will no doubt secure the position. Now, on the other hand, suppose that you require a working partner in your large and successful schemes, will a man of the caliber of "John Smith," the faithful and honest clerk, be your selection? According to a somewhat popular idea he naturally would be, but a little observation will show the contrary to be the actual result in large business life. The very burden of details which make "John Smith" invaluable as a trusted clerk render him unfit for the higher position. Seemingly this proposition is in conflict with the fascinating—how fascinating—story of the boy who, having faithfully run errands in a bank and refused the temptation to steal, was gradually promoted to the presidency of the same great institution.

Some presidents of banks and railroads, some owners of national mercantile concerns, some great manufacturers, were undoubtedly, in their boyhood, poor and obscure, and presumably faithful to the little tedious duties which formed their daily tasks; but it was not the fact that they faithfully performed these duties which primarily led to their present high success. The real cause of their conspicuous success lies in the fact that, understanding the motives which under-

lie all successes, they were thereby able and willing to leave the tedious though necessary details of affairs to faithful subordinates. In fact, one of the chief factors is their discretion in selecting men of a subordinate character who are faithful to details, thus preventing competition from within. Details are the spokes of the wheels—the support of the whole—but motive is the tire which binds them in a single group and turns them to success. The highly successful men of to-day, with rare exceptions, commenced life on an entirely different line than that in which they are now engaged. They mastered the motives of success, and then simply harnessed the opportunity to the motive and rapidly won the race.

The fact that a loved President of the United States rose to the highest office in American politics from the humble station in life found on a "tow path" is no real encouragement for those who now walk that path; it is simply the example of the result which any man may achieve, in some line, who realizes the difference between the motives of success and the details of that success. Such a man, if health permits, can no more help being highly successful in what he undertakes than can water resist the force of gravitation, which is one of the "motives" of nature. Such a man can change from one business to another at will, and while in partial personal ignorance of the details of the particular business engaged in, will make a decided success of the venture.

The instinct of success is very keen in men of this class, and an opportunity, or danger, is seen and appreciated and its relative value determined long before its passing effects are even apparent to the average man. We daily meet men who have been successful in small matters at a loss to know how to take a step further, and their unconscious ignorance of the governing motives of high success leads them to the conclusion that "luck" is a prime element of further progress, and, acting on this erroneous belief, they take a few steps "in the dark," and invariably lose what little success they have already achieved.

Other men reach a certain point of small success, and finding that they can go no further in that line, come to the conclusion that the opportunity lies in another direction, and leaving their present surety step out into a different field of labor, and by prudence, perseverance and honesty again reach a small success, only to find themselves once more blocked in their further efforts to a higher plane of success—they have simply reached their limit.

The man who understands and can apply the motives of success will succeed in any line, or, failing to secure sufficient success in that line, will be able to turn his faculties to greater use in some other line where the possibilities are wider—plenty of room at the top.

In short, the man who views the detailed results of success is the man who will succeed to a limited point—the point which determines the value of his efforts, while the man who secures high and growing success is the man who knows how to apply the general motives of success, and is thereby able to leave the working out of the details to "the other man."

If you do not wish, therefore, to be "the other man," study the motives rather than the results of business success. D. T. MALLET.

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.

A FINE OPPORTUNITY—WE OFFER FOR sale our stock of hardware, located in one of the best towns in Michigan, surrounded by a fine farming country. Good trade established. Clean stock. Store in fine location and well arranged. Hardware part will inventory about \$8,000. Would exchange part for good city property. Satisfactory reasons for selling. Address Wood & Atwood, Flint, Mich. 514

FOR SALE—A DRUG STORE, NICE FIX- tures, fresh and well selected stock, increasing trade, nice residence portion of the city. Inventory, \$2,500. Address No. 498, care Michigan Tradesman. 48

FOR SALE OR EXCHANGE FOR OTHER stock—Clean stock of drugs. Reason for selling am not a pharmacist. Address Geo. C. Rounds, Vicksburg, Mich. 512

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

FOR SALE—GROCERY STOCK AND FIX- tures in corner store in desirable portion of city, having lucrative trade. Best of reasons for selling. Address No. 504, care Michigan Tradesman. 504

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

FOR SALE—OUR ENTIRE STOCK OF GEN- eral merchandise at Chippewa Lake, consisting of hats, caps, boots and shoes, men's furnishing goods, hardware, crockery and groceries. Having finished our lumber operations, we offer the above stock for sale cheap for cash or on time with good security. Will sell this stock as a whole or any branch of it. Enquire of Chippewa Lumber Co., Chippewa Lake, Mich., or of H. P. Wyman, Sec'y, Grand Rapids, Mich. 449

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

FOR SALE OR EXCHANGE—FOR CITY property, a general stock of merchandise at a bargain. Situated fifteen miles from Grand Rapids. Address No. 510, care Michigan Tradesman. 510

TO EXCHANGE.

TO EXCHANGE—PORTABLE STEAM SAW- mill in a good hardwood country, for merchandise or improved real estate. Address P. Medalie, Mancelona, Mich. 508

MISCELLANEOUS.

NEW STYLE COMBINATION SHOW CASE and counter top, 75 cents per foot. Geo. A. Rowe, 47 Eleventh St. 516

STOCK OF GOODS WANTED—WILL EX- change 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

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

FOR SALE—300 ACRES OF LAND IN HAYES county, Neb. Will sell cheap or trade for a stock of merchandise. A. W. Prindle, Owosso, Mich. 480

WANTED—TRAVELING SALESMEN TO sell baking powder to the retail grocery trade. Men acquainted with different sections of country. A good side line; also good opportunity for clerks or any live men who want to get on the road; experience not absolutely necessary; we mean business. To the right man, a liberal contract will be made and steady employment given; we pay not less than \$75 month salary and expenses, or 20 per cent commission. Address, with stamp U. S. Chemical Works, 842 Van Buren St., Chicago, Ill. 506

FOR SALE—THREE NEARLY NEW LAMB knitting machines. Also one round Tuttle knitter. Frank McDerby, Nashville, Mich. 505

WOOD WANTED—CORRESPONDENCE solicited with parties having any No. 1 stovewood. Cash and highest market price paid. M. E. Lapham, 431 East Bridge street, Grand Rapids, Mich. 503

WANTED—A DRUGGIST TO GO TO DEL- ton, Barry county, Mich., and start a drug store. Living rooms above. Immediate possession given. Address Henry Arbour, Stanwood, Mich. 509

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

FOR SALE CHEAP—TIN PEEDLERS' BOX with springs. Will fit any wagon. Painted red. On the road only two weeks. Address W. W. Brower, Fife Lake, Mich. 511

FOR SALE—DESIRABLE RESIDENCE LOT on North Union street. Size 50x142 feet to alley. 400 feet from electric cars. Easy terms. W. A. Stowe, 100 Louis street. 513

FOR SALE—ONE LARGE DETROIT SAFE, with burglar proof chest and time lock, in good condition. For particulars and price, address Patrick & Niergarth, Reed City, Mich. 515

WANTED!
LUMBER

RED OAK, WHITE OAK,
BLACK ASH,
ROCK ELM, GREY ELM,
BASSWOOD.

A. E. WORDEN,
19 Wonderly Building,
GRAND RAPIDS, MICH.

Geo. H. Reeder & Co.,
JOBBERS OF
BOOTS & SHOES

Felt Boots and Alaska Socks.
State Agents for



158 & 160 Fulton St., Grand Rapids



WRITE FOR PRICE LIST.

Wm. Brummeler & Sons
Manufacturers and Jobbers of
Pieced & Stamped Tinware,
260 S. IONIA ST., - Grand Rapids.
TELEPHONE 640.

Don't pay freight

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

Manufacturers' Prices.

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

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

HIRTH & KRAUSE,
GRAND RAPIDS.

Drugs & Medicines.

State Board of Pharmacy.

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

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

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

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

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

The Evolution of Pharmacy.*

In olden times, when the first dawn of science began to break through the gloom of ignorance and superstition, pharmacy and medicine were, like all other sciences, in the hands of the fetiche man, who was not only pharmacist, but theologian, physician and law maker. In the progress of time, the theologian was first to evolve. Soon arrogating to himself the province of law maker and executive, he began to look down upon his brother, the alchemist, and, with the fear born of superstition, regarded his dried toads, remarkable green and red liquids and curiously shaped retorts as inventions of the devil. I have no doubt that many an alchemist went to the stake firmly convinced that he was a tremendous factor in the economy of nature. No doubt, he often mixed his powdered rattlesnake bone with the distillation of a viper and moss from a dead man's skull, and then stood reverently to one side with the air of an old man afraid of his mortar, to watch the result. Contrast his bated breath with the serene confidence with which one of your first course students will grind up a mixture of chlorate of potassium and sulphur and realize what vast strides your profession has made.

It is common speech to say that pharmacy is the hand maid of medicine. I do not like the term, it smacks too much of the position of the modern second girl. There can be no precedence in science. Among the great democratic family of workers there can be but one service, and that is to truth. When we meet, it is on a common plane; one cannot be higher than another; there are no high priests or kings in our fold. Therefore, I do greet you today as you enter your profession, not as "hand maids" but as brothers, entitled to all the rights and privileges and courtesies commonly accorded to the scientific worker.

I am proud of my profession, and I think justly so. You have as much reason to be proud of yours, for it numbers some of the best minds and its achievements are second to none. Tell me, is there a single man in our country who has done more for suffering humanity than Edward R. Squibb? Has there been any greater addition to our armamentarium than the coal-tar derivatives, given us by Hoffman? And he never took out a patent on remedial substances. Hand maid, forsooth! The stone which the builders rejected has become the cap of the arch!

It would be better for all of us if there were a more intimate relation between our professions. Every medical society should have a pharmaceutical section, and pharmacists and physicians should often meet to discuss papers and matters of common interest. This would lead to a better mutual understanding in the interests of both professions. It would, too, relieve us from much of the mis-conceived criticism floating through the periodical medical press, and the so-called methods of emancipating the med-

*Address by Harold N. Moyer, M. D., before the Graduating Class of the Chicago College of Pharmacy.

ical profession from the thralldom of the pharmacist. Emancipation fiddlesticks! It would be the same freedom that a man acquires when he loses one of his legs, and succeeds to the broader liberty of walking with a crutch or cork leg.

It has been charged that pharmacists are guilty of counter prescribing and substitution. In my experience these evils have been greatly exaggerated, though they do exist. In every cultivated field there are a few noxious weeds, and there is no reason why the pharmaceutical profession should be deprived of its due proportion of tares. But I contend that your profession is no more guilty in this respect than ours. There are just as many quack pharmacists as there are quack doctors. I once knew a druggist who prescribed for a fractured clavicle a liniment warranted to cure rheumatism. To my mind he did not make himself more ridiculous than an old physician in my native town, who always insisted upon preparing his own pills. It was his custom to dry them on a barrel in the back yard. A predatory rooster in charge of a small number of hens was usually around on these occasions, who would walk up to the barrel, take a side long glance at the pills, and down one would go, then another. Occasionally, one larger than its fellows—they ranged in size from a small marble to a pea—could be seen traveling down his gullet, making a sort of wave in the feathers. And then, how he would strut and crow, and lord it over the other chickens. I have often wondered what was in those pills.

Seriously, the world does not move backward like a crab, but the march of industrial progress for the last two centuries has been in the direction of segregation and specialization of employments. The physician of the future will not be his own pharmacist any more than he will be his own architect, lawyer, tailor or shoemaker.

The pharmacist, also, has his complaint against the physician. The medical journals teem with advertisements setting forth the value of Pigm's pepsin, and requesting the profession to always specify "Pigm's" on the prescription and to take no other under the specious pretext that it is just as good. The next prescription is from another physician who has happened to see a different advertisement, and his calls for Fairboy's, a third will call for Janesens', while a fourth will want only Dare Park's, and so on to the end of a long list. The result is that if the druggist wishes to avoid "substitution," his shelves must fairly groan with an embarrassment of pepsins. To my mind the physician who is guided by advertisements such as these is not intellectually above the rustic, who, seeing the sign "Take Hood's Sarsaparilla for the blood" for the tenth time, thinks his blood is disordered or Hood would not know it, and when he has seen the magic words fifteen times he buys a bottle.

Another serious loss to the pharmacist is the exploiter of new formulae by means of samples. He approaches the physician, asks him to test his wares, and, if he finds them useful, to prescribe them. Perhaps it is an emulsion of cod-liver oil and white of egg. The next half dozen prescriptions call for the article. The dispenser, noting that the demand is brisk, increases his first modest order of a single package to a half dozen. Suddenly, the demand ceases, another agent has been around who has an emulsion containing not only oil and the white of egg, but also the yelk, with, perhaps, a little of the powdered shell added! Is it strange that the pharmacist is driven to soda water and cigars to eke out an otherwise unprofitable existence? The wonder is that he is not driven to drink.

Individually we can do little, collectively we can do much, and it is for the correction of these evils that we must have a closer union of the two professions. Let us frankly acknowledge that there are needed changes on both sides; let us discuss them in a candid manner, and we shall soon reach a solution of these difficulties, and the present rather strained modus vivendi will give place to cordial and hearty good-will.

Doubtless to many of you your profession seems crowded. It looks as though a new drug store was a superfluity outside of Oklahoma. In seeking opportunities for the practice of your calling the avenues may seem to be filled, even crowded. But let me tell you that this is true of almost all professions, trades or occupations. Last winter there appeared upon the bill of fare of one of our cheap restaurants the following: "Eggs 10 cents, good eggs 25 cents." Have no fear but that the demand for good pharmacists will always exceed the supply. With your opportunities and training you can look the future serenely in the face. There is a natural selection at work in your profession that will rapidly bring it to a higher plane. The patent medicine, cigar, soda water and fancy goods departments, that now cling like an incubus, will soon fall away. Already the signs are to be found all about us. The great multiplication of shops will inevitably tend to the specialization of certain lines in certain stores. Gradually, as these lines become more profitable, the others will be more and more neglected, until there will be a true division, such as is found in Germany, where you go to the "drogenladen" for your fancy articles and sundries and to the "apotheke" for your medicines.

It may be that this change will come with the millennium but in my judgment it is much nearer. We may not be here to see it, but it will be a glorious consummation, one in which the cigar, soda water and stamp departments, together with the Lydia Pinkhams, specific No. 3 and S. S. S.

"Shall fold their tents like the Arab,
And silently steal away."

Ontonagon—J. M. Wadsworth & Co. have bought the grocery and dry goods stock of Jas. Corgan & Sons, who were formerly engaged in general trade and in the wholesale fish business.

Use Tradesman or Superior Coupons.

WILLIAMS' DELICIOUS ROOT BEER ENJOYED BY ALL.

SPARKING, HEALTHFUL, APPETIZING, EASILY MADE.

THE BEST IN THE WORLD
MANUFACTURED BY
WILLIAMS & CARLETON
HARTFORD, CONN.

We sell it.

- BALL BARNHART-PUTMAN CO.
- I. M. CLARK GROCERY CO.
- PUTNAM CANDY CO.
- HAZELTINE & PERKINS DRUG CO.
- MUSSELMAN & WIDDICOMB.
- LEMON & WHEELER CO.
- OLNEY & JUDSON GROCER CO.
- HAWKINS & CO.
- A. E. BROOKS & CO.

H. F. HASTINGS, Wholesale Agent,
Grand Rapids, Mich.

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS

CUTS for BOOM EDITIONS
—OR—
PAMPHLETS.

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

Heyman & Company,

Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 63 Canal St., - GRAND RAPIDS.

SMOKE

F.B.D.

CIGAR

Grocery Price Current.

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

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

Table listing various grocery items such as Apricots, Apples, and Beans with their respective prices.

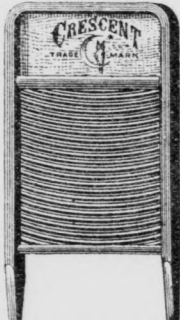
Table listing various grocery items such as COFFEE, DRIED FRUITS, and COUPON BOOKS with their respective prices.

Table listing various grocery items such as COUPON PASS BOOKS, CONDENSED MILK, and CRACKERS with their respective prices.

Table listing various grocery items such as Peas, FISH-SALT, and FLAVORING EXTRACTS with their respective prices.

Table listing various grocery items such as Small, SPICES, and SAL SODA with their respective prices.



<p>SALERATUS. Packed 60 lbs. in box. Church's \$3 30 DeLand's 3 15 Dwight's 3 30 Taylor's 3 00</p> <p>SOAP. LAUNDRY. Allen B. Wrisley's Brands. Old Country, 80 1-lb. 3 20 Good Cheer, 60 1 lb. 3 90 White Borax, 100 3/4-lb. 3 60 Proctor & Gamble. Concord 2 80 Ivory, 10 oz. 6 75 " 6 oz. 4 00 Lenox 3 65 Mottled German 3 15 Town Talk 3 00 SCOURING AND POLISHING. Sapolio, kitchen, 3 doz. 2 50 " hand, 3 doz. 2 50</p> <p>SUGAR. Cut Leaf @ 5% Cubes @ 4% Powdered @ 4% Granulated 4.50 @ 4% Confectioners' A 4.44 @ 4% Soft A @ 4.31 White Extra C @ 4% Extra C @ 4% C @ 3% Yellow @ 3% Less than bbls. 1/4c advance</p> <p>SYRUPS. Corn. Barrels 22 Half bbls. 24 Pure Cane. Fair 19 Good 25 Choice 30</p> <p>SWEET GOODS. Ginger Snaps 8 Sugar Creams 8 Frosted Creams 9 Graham Crackers 8 1/2 Oatmeal Crackers 8 1/2</p> <p>TEAS. JAPAN—Regular. Fair @ 17 Good @ 20 Choice @ 24 Choicest @ 34 Dust @ 12</p> <p>SUN CURED. Fair @ 17 Good @ 20 Choice @ 24</p>	<p>Choicest 32 @ 34 Dust 10 @ 12</p> <p>BASKET FIRED. Fair @ 20 Choice @ 25 Choicest @ 35 Extra choice, wireleaf @ 40</p> <p>GUNPOWDER. Common to fair 25 @ 35 Extra fine to finest 50 @ 65 Choicest fancy 75 @ 85 OOLONG. Common to fair 23 @ 30 IMPERIAL. Common to fair 23 @ 26 Superior to fine 30 @ 35 YOUNG HYSON. Common to fair 18 @ 26 Superior to fine 30 @ 40 ENGLISH BREAKFAST. Fair 18 @ 22 Choice 24 @ 28 Best 40 @ 50</p> <p>TOBACCOS. Fine Cut. Pails unless otherwise noted Hawatha 60 Sweet Cuba 34 McGinty 24 " 1/2 bbls. 22 Valley City 32 Dandy Jim 27 Torpedo 20 " in drums 19 Yum Yum 26 Plug. Sorg's Brands. Spearhead 33 Joker 22 Nobby Twist 39 Oh My 29 Scotten's Brands. Kyo 22 Hawatha 38 Valley City 34 Finzer's Brands. Old Honesty 40 Jolly Tar 32 Middleton's Brands. Here It Is 28 Old Style 31 Jas. G. Butler & Co.'s Brands. Something Good 38 Toss Up 26 Out of Sight 25 Private Brands. Sweet Maple 30 L. & W. 26 Smoking. Boss 12 1/2 Colonel's Choice 13</p> <p>Warpath 14 Banner 15 King Bee 20 Kiln Dried 17 Nigger Head 23 Honey Dew 24 Gold Block 28 Peerless 24 Rob Roy 24 Uncle Sam 28 Tom and Jerry 25 Brier Pipe 30 Yum Yum 32 Red Clover 32 Navy 32 Handmade 40 Frog 33</p>	<p>WASHBOARD.  Single \$2 00 Wilson 1 75 Saginaw 1 40 Rival 1 40 Daisy 1 00 Langtry 1 10 Defiance 1 75 Double. Wilson 2 50 Saginaw 2 25 Rival 1 80 Defiance 2 00 Crescent 2 60 Red Star 2 75 Shamrock 2 50 Ivy Leaf 2 25 VINEGAR. 40 gr. 7 50 gr. 8 \$1 for barrel. WET MUSTARD. Bulk, per gal 30 Beer mug, 2 doz in case. 1 75 TEAST—Compressed. Fermentum per doz. cakes. . " per lb. Fleischman, per doz cakes. . " per lb.</p>	<p>GRAINS and FEEDSTUFFS WHEAT. No. 1 White (58 lb. test) 86 No. 1 Red (60 lb. test) 86 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. Car lots quantity Bran \$15 00 \$16 00 Screenings 15 00 16 00 Middlings 16 00 17 00 Mixed Feed 20 50 20 50 Coarse meal 20 50 20 50 CORN. Car lots 53 Less than car lots 55 OATS. Car lots 35 Less than car lots 37 HAY. No. 1 Timothy, car lots 14 70 No. 1 " ton lots 15 00 OILS. The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids: Eocene 9 Water White, old test @ 8 1/2 W. W. Headlight, 156° 7 1/2 Water White @ 7 Naptha @ 7 Stove Gasoline @ 7 1/2 Cylinder 27 @ 26 Engine 13 @ 21 Black, 25 to 30 deg @ 7 1/2</p>	<p>HIDES, PELTS and FUR- Perkins & Hess pay as fol lows, prices nominal: HIDES. Green 2 1/2 @ 3 1/2 Part Cured @ 3 1/2 Full " @ 4 Dry " 5 @ 5 Kips, green 2 1/2 @ 3 1/2 " cured @ 4 Calfskins, green 4 @ 5 1/2 " cured 5 @ 7 Deacon skins 10 @ 30 No. 2 hides 1/2 off. PELTS Shearings 10 @ 25 Lambs 2 @ 50 WOOL. Washed 20 @ 25 Unwashed 10 @ 20 MISCELLANEOUS. Tallow 3 1/2 @ 4 Grease butter 1 @ 2 Switches 1 1/2 @ 2 Ginseng 2 00 @ 2 50</p> <p>POULTRY. Local dealers pay as follows for dressed fowls: Fowl 12 @ 13 Turkeys 14 @ 15 Ducks 13 @ 14 Live Poultry. Spring chickens, per doz \$4 to \$6 " per lb. 16 @ 22 Fowls 10 @ 11 Turkeys 12 @ 13</p>	<p>PAPER & WOODENWARE PAPER. Straw 1 1/2 Rockfalls 2 Rag sugar 2 Hardware 2 1/2 Bakers 2 1/2 Dry Goods 5 1/2 @ 6 Jute Manila @ 5 1/2 Red Express No. 1 5 1/2 " No. 2 4 1/2 TWINES. 48 Cotton 10 Cotton, No. 1 17 " " 2 16 Sea Island, assorted 30 No. 5 Hemp 15 No. 6 " 15 WOODENWARE. Tubs, No. 1 7 00 " No. 2 6 00 " No. 3 5 00 Pails, No. 1, two hoop. 1 35 " No. 1, three-hoop. 1 60 Clothespins, 5 gr. boxes. 40 Bowls, 11 inch. 80 " 13 " 90 " 15 " 1 60 " 17 " 2 35 " assorted, 17s and 19s 2 50 " 15s, 17s and 19s 2 75 Baskets, market. 35 " shipping bushel. 1 20 " full hoop " 1 30 " bushel 1 50 " willow cl'ths, No. 1 5 75 " " No. 2 6 25 " " No. 3 7 25 " splint " No. 1 3 50 " " No. 2 4 25 " " No. 3 5 00</p> <p>FISH and OYSTERS. F. J. Dettenthaler quotes as follows. FRESH FISH Whitefish 7 @ 8 1/2 Trout 7 @ 8 Hullbut @ 15 Ciscos or Herring 5 @ 35 Bluefish 11 @ 12 Fresh lobster, per lb. 2 1/2 Soft crabs, per doz. 1 25 Shrimp, per gal 1 25 Cod 10 @ 12 1/2 No. 1 Pickerel @ 8 1/2 Pike @ 7 1/2 Smoked White @ 7 1/2 OYSTERS—Cans. Fairhaven Counts @ 40 F. J. D. Selects @ 35 SHELL GOODS. Oysters, per 100 1 2 @ 1 50 Clams, " 75 @ 1 00</p>
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HILLSIDE JAVA!

We Affirm That
Good Goods Make
Business.

And Poor Goods
Mar
Business.

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

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

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



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

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

THE J. M. BOUR CO.,

Importers, Roasters and Jobbers of Fine Coffees,

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

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

THE FIGHT AGAINST COMPETITION.

While the authorities of New Jersey and of Pennsylvania are vigorously exerting themselves to break up the coal combination, the original indictment of the officers of the Whisky Trust, under the Sherman Anti-Trust act, recently obtained in Boston by the United States government, has been quashed by the court on technical grounds, leaving the vital point at issue yet to be decided. This point, as I remarked four weeks ago, is whether the Whisky Trust men can properly be punished for offering special inducements to customers to trade exclusively with them. If they can, a great many other people are in the same box, and equally liable to the penalties of the act. Unless, too, it is allowable in some form or other for men in business to combine to protect and benefit themselves, the whole law relating to the formation of partnerships and of corporations will have to be abrogated.

Moreover, as I also pointed out, if combinations of the producers of commodities in the management of their business are to be prohibited, those of the laborers employed in production will have to be prohibited also. The ground of the opposition to the so-called trusts is that they tend to raise the prices of commodities to consumers, and yet unions of laborers to secure higher wages, or shorter hours, or in any other manner to obtain greater compensation for their labor, evidently no less tend to raise the prices of whatever their labor produces. So far as that element is concerned, therefore, trades unions are open to the same objections as trusts. The only distinction is that trusts primarily benefit the rich and injure the poor, whereas trades unions apparently benefit the poor and injure only the rich. Hence, human sympathy, which naturally sides with the poor against the rich, is opposed to trusts and in favor of labor unions. The truth is that neither do trusts benefit the rich and injure the poor, nor do unions benefit the poor and injure the rich to anything like the extent commonly supposed. Both aim at suppressing competition by combining competitors against it, and both secure only a partial success.

Competition in trade and for employment is only one of many forms of the struggle for existence which has prevailed on this planet since its creation, and to which we are indebted for our progress from the savage state to an ever improving civilization. Among plants and animals and the lowest type of human beings the struggle is for bare existence, and defeat results in the death of the defeated. Later the contest becomes one for something more than existence, and men strive for dominion over one another and tribes and nations for the conquest of other tribes and nations. Later still comes the pursuit of wealth and of the luxuries that wealth procures. In every trade, profession, and occupation the stronger and more skillful get employment at the expense of the weaker and less skillful, and thus life becomes a battle in which the victors are few and the vanquished are many.

That this state of things is unpleasant and even painful has been recognized ever since it began to exist, and remedies of many kinds have been sought for it. The one most obvious is to destroy competition by destroying the competitor, as animals and savages did long ago.

Even to-day the Jew-baiters in Germany endeavor to rid themselves of the competition of the Jews in banking, manufactures and journalism, by exiling them from the country. A day or two ago I noticed that the British shippers of petroleum in cans were protesting against the carrying of the oil in bulk in vessels through the Suez Canal to the markets which they are now supplying. In this country we have laws against the immigration of the Chinese and of laborers under contract, to say nothing of our protective tariff, which is designed to shield American labor from the competition of that of Europe.

The combinations called trusts and the unions of workmen have thus far proved the most effectual of all devices for substituting peace for the perpetual and painful conflict which I have described, but that they are far from perfectly serving their purpose all must agree. How the so-called trusts have provoked hostility and attack, both from the press and from legislatures, I need not mention. How trades unions, in spite of the good they do by opposing a united front to the exactions of employers, instead of a scattered and unorganized and therefore helpless crowd, are felt by many workmen to be tyrannical is equally true. Besides, neither combinations nor trades unions annihilate that state of warfare, which is found to be so disagreeable, but only shift its ground and change the mode of its manifestation.

Suppose, for example, that all the coal producers and coal carriers of the country, both anthracite and bituminous, could be combined into one great concern, they could not in the first place prevent some kinds of anthracite from competing with less desirable kinds, nor bituminous coal and coke from competing with all. The managers would have to be perpetually on the alert in adjusting their prices so as to put the products of their various mines on an equal footing, and they would have to be likewise vigilant in preventing new mines from being opened and interfering in the market with theirs. The officers of the Standard Oil Trust have, apparently, for a series of years, been able to maintain their monopoly of the market for refined petroleum, but they have had the best talent of the country in their service, and they have used it unremittingly and unsparingly. The strait in which the American Sugar Refineries Company found itself from the competition of the Philadelphia companies has been relieved by the expensive expedient of purchasing these refineries, but it now finds itself threatened with European competition which it will not be easy to defeat. The Whisky Trust is likewise not only struggling with the government, but with the problem of contriving satisfactory terms to offer to the distillers of the finer brands of whisky who think they do not need the help of the Trust but can rely upon the reputation of their whisky for a steady market.

The application of this law to labor is not so visible nor so easily demonstrated, but it is, nevertheless, sure. The utmost that labor unions can do is to fix a lowest allowable rate of wages. They cannot prevent an employer from paying higher wages, nor from giving the preference to good workmen over poor ones, any more than they can compel him to go on with his business when it ceases to be profitable. Sooner or later by a silent

PRODUCE MARKET.

Apples—Russets are about the only variety still in the market, commanding \$3 per bbl.
Asparagus—40c 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.
Bermuda Onions—\$1.88 a crate of about 50 lbs.
Butter—The market is well supplied, dealers paying 13@14c for choice dairy and holding at 15@16c.
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—80c per doz.
Dried Apples—Sundried is held at 4@4½c and evaporated at 5½@6c.
Eggs—The market is steady but not nearly so firm as a week ago. Jobbers pay about 12c and hold at 13@14c.
Honey—14c per lb.
Lettuce—Grand Rapids Forcing is in fair demand at 10c per lb.
Onions—Green are in fair demand at 12c per dozen bunches.
Parsnips—In full supply at 30c per bu.
Peas—Green, \$1.75 per bu. box.
Pieplant—10½c per lb.
Pineapples—\$1.40@1.75 per doz.
Potatoes—Old stock in full supply at 25c per bushel. New stock is in limited supply and demand at \$1.50 per bushel.
Radishes—25c per doz. bunches.
Strawberries—Tennessee berries are arriving freely, being held at 0@12c per qt.
Wax Beans—\$2 for ¾ bu. crates.

PROVISIONS.

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

PORK IN BARRELS.			
Mess, new			10 75
Short cut			11 75
Extra clear pig, short cut			13 50
Extra clear, heavy			
Clear, fat back			12 50
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.
			Com-pound.
Tierces	7½	7	5½
50 lb. Tins	7½	6	5½
30 lb. Pails	8½	6½	5½
10 lb.	8½	7½	6½
5 lb.	8½	7½	6½
3 lb.	8½	8	6½
BEEF IN BARRELS.			
Extra Mess, warranted 200 lbs.			6 50
Extra Mess, Chicago packing			6 50
Boneless, rump butts			8 75
SMOKED MEATS—Canned or Plain.			
Hams, average 20 lbs.			10½
" " 16 lbs.			10½
" " 12 to 14 lbs.			10½
" picnic			7½
" best boneless			8½
Shoulders			7
Breakfast Bacon, boneless			9
Dried beef, ham prices			8½
Long Clears, heavy			6½
Briskets, medium			6½
" light			6½
FRESH MEATS.			
Swift & Company quote as follows:			
Beef, carcass		4½ @ 6½	
" hind quarters		6½ @ 7½	
" fore		3½ @ 4	
" loins, No. 3		8 @ 9	
" ribs		8½ @ 9	
" rounds		5½ @ 6	
Bologna		4 @ 4½	
Pork loins		7 @ 7½	
" shoulders		5½ @ 6	
Sausage, blood or head		4 @ 4½	
" liver		4 @ 4½	
" Frankfort		7 @ 7	
Mutton		8 @ 9	
Veal		5 @ 6	

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Standard, per lb.	Full Weight.	Bbls.	Pails.
" H. H.		6	7
" Twist		6	7
Boston Cream	20 lb. cases		8½
Cut Loaf		7	8
Extra H. H.	cases	7	8
MIXED CANDY.			
Standard	Full Weight.	Bbls.	Pails.
Leader		6	7
Royal		6½	7½
Nobby		7	8
English Rock		7	8
Conserves		7	8
Broken Taffy	baskets		8
Peanut Squares	"	8	9
French Creams			10
Valley Creams			13
Midget, 30 lb. baskets			8
Modern, 30 lb.			8
FANCY—in bulk.			
Lozenges, plain	Full Weight.		Pails.
" printed			10
Chocolate Drops			11½
Chocolate Monumentals			13
Gum Drops			5½
Moss Drops			8
Sour Drops			8½
Imperials			10
FANCY—in 5 lb. boxes.			
Lemon Drops			55
Sour Drops			55
Peppermint Drops			60
Chocolate Drops			65
H. M. Chocolate Drops			90
Gum Drops			40@50
Licorice Drops			1 00
A. B. Licorice Drops			80
Lozenges, plain			60
" printed			65
Imperials			60
Mottoes			70
Cream Bar			55
Molasses Bar			55
Hand Made Creams			85@95
Plain Creams			80@90
Decorated Creams			1 00
String Rock			65
Burnt Almonds			1 00
Wintergreen Berries			60
CARAMELS.			
No. 1, wrapped, 2 lb. boxes			34
No. 1, " 3 " "			51
No. 2, " 2 " "			28
No. 3, " 3 " "			42
Stand up, 5 lb. boxes			90
ORANGES.			
Californias, 126 and 300			3 50
" 150, 176 and 300			4 25
Messinas, choice 200			4 50
" 160			4 00
LEMONS.			
Messina, choice, 360			3 50
" fancy, 360			4 00
" choice 300			3 50
" fancy 360			4 00
OTHER FOREIGN FRUITS.			
Figs, fancy layers, 6 lb.			13
" " 10 lb.			14
" extra " 14 lb.			15
" " 20 lb.			18
Dates, Fard, 10-lb. box			8 ½
" " 50-lb.			8 ½
" Persian, 50-lb. box			4½ @ 5
NUTS.			
Almonds, Tarragona			17
" Ivaca			15½
" California			17
Brasils, new			8
Filberts			11½
Walnuts, Grenoble			13½
" Marbot			10
" Chill			10
Table Nuts, fancy			12½
" choice			11½
Pecans, Texas, H. P.		11	14
Cocoanuts, full sacks			4 50
PEANUTS.			
Fancy, H. P., Suns			5½
" Roasted			7½
Fancy, H. P., Flags			5½
" Roasted			7½
Choice, H. P., Extras			4½
" Roasted			6½
California Walnuts			12½

4th of JULY

It is the Caper in this Era to make preparation for such events considerably in advance. We are "in the swim" and shall be prepared to furnish everything in the way of

FIREWORKS.

When you get ready to order, let us furnish you with quotations.

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 CAKE TALLOW FOR MILL USE.

process of weeding, the various grades of men find their proper level, and the least skilled obtain no more wages than the price of their product in the market justifies. When this price falls below the point at which these least skillful workmen are desirable, they have to be laid off. At a lower point those of the next grade follow them, and so on until the process ends in leaving only at work the workmen whose producing power equals the wages paid them. As this limit is perpetually shifting with the vicissitudes of trade, a certain number of workmen are always, in spite of their unions, out of work and seeking for it, or else sinking down into the mass of unskilled laborers which no union has been able to benefit.

For all this, both combinations of capital and unions of workmen are as distinct an advance over the guerrilla warfare of competition as it prevailed before they established themselves as the consolidation of modern civilized society into a few great nations is an advance beyond the multitude of petty tribes of savages which it has supplanted. Only we must not be too sanguine and expect that by any ingenious invention we can extirpate an essential element of human nature. So long as the world is constituted as it is, and men are what they are, they will strive to get the better of one another, and the most we can do is to secure the greatest possible benefit from that strife with the least injury.

MATTHEW MARSHALL.

WHY MERCHANTS FAIL.

Statisticians claim that 90 per cent. of all who enter mercantile pursuits make a failure. This is an appalling statement, and, if true, some good cause for it must be patent. The changes in business concerns throughout the United States and Canada are computed at 2,000 per day. Not necessarily are all these failures, for included in the changes are dissolutions, retirements, deaths, changes of ownership and fires. There are at the present time nearly 1,217,000 business names in the two countries, and that about one-half of these should be involved in changes during the course of 300 working days is remarkable.

Personal environments seldom alter the individual financial condition of a merchant, except so far as rises in values are concerned, hence, as thorough a knowledge of the character, capacity and capital of a debtor as can be had is as inseparable to the dispenser of credit as a compass is to a mariner. Business operations are becoming more and more ephemeral in their character, consequently more faith is needed in the transaction thereof, and faith without knowledge is simple superstition—a rudderless vessel, indeed, to widen commerce upon.

The greater number of failures is not among men of limited means, but among men of limited knowledge. Abundance of capital at the start is not essential to a successful business man. A good character, an industrious disposition, economical habits and a knowledge of the business undertaken are qualifications that capital cannot make amends for. Take, for example, a mechanic, making good wages. He has been able to save a few hundred dollars. He is allured into the belief that keeping a shop is an easy life and all that is necessary is to tie up a few parcels to do

business. Ten chances to one he pays too much for the old stock to begin with. He knows nothing of values. He is easily overstocked by energetic salesmen. His paltry savings are soon represented by figures on the wrong side of the ledger. He has to depend upon immediate sales to liquidate current obligations. A few dull days overtake him, and his paper is protested or his bills become overdue. This compromises his credit. Then where is he?

An assignment follows, stock is seized by creditors and he is out of business, penniless and with a dearly bought experience. These scenes are repeated day after day in almost every instance where a man goes into a business he knows nothing about. An examination of the books of the assignor reveals the fact that he owes twenty to thirty different wholesalers. Is there not something strange about this? Is the man entirely to blame for his failure? His lack of business knowledge induced him to scatter his indebtedness, and it is very easy to understand that indulgence is much more easily obtained from a few than many.

Aversion to taking stock is a dangerous habit to fall into. No merchant is safe who neglects to take stock at least once a year. Future operations can only be satisfactorily gauged by the condition of the present. A merchant who does not take stock regularly is doing business on guess work. In case of fire how can he swear positively to what he has lost, and what proof have the insurance companies that they owe what the man claims?

The largest and most conservative houses of the country are now insisting upon their debtors taking stock at least once a year and also upon their carrying ample insurance. They further insist upon a copy of their debtors' balance sheet being placed in their hands every time one is drawn off. There is nothing unreasonable in that. Surely a creditor is justified in satisfying himself as to the advisability of entertaining a debtor's account. When a new account is to be opened, a statement of the prospective debtor's financial condition and information relative to the man, personally, should be reviewed. How is a wholesale house to discriminate between the good and the bad without data? It is impossible. Investigation respecting a desirable credit risk promotes, encourages and strengthens commerce, and is, if anything, more of a benefit, if confidence is deserved, to the inquired about than to the inquirer, and when the risk is undesirable the fact that it is known is a boon to the whole community. The percentage of failures would be lessened materially if the dispensers of credit were less indulgent and knew more of their debtors. Trade would be steadier and the transaction of business void of many of its irksome responsibilities.

GEO. HENDERSON.

Wouldn't Die an Old Maid.

H. Clay Adams, who has lately embarked in the business of cigar salesman, tells of a young lady at Kalamazoo whom he met on his last trip and fell in love with.

One evening young Adams was left alone in the parlor with her young brother.

"Do you think Nellie would marry me?" he asked.

"I guess so," replied the boy. "I heard her tell ma she would marry anything rather than be an old maid."

Grand Rapids & Indiana.

Schedule in effect May 15, 1892.

TRAINS GOING NORTH.

Arrive from Leave going		
	South.	North.
For Saginaw and Cadillac.....	5:15 a m	7:05 a m
For Traverse City & Mackinaw.....	9:20 a m	11:30 a m
For Saginaw & Traverse City.....	2:30 p m	4:15 p m
For Petoskey & Mackinaw.....	8:10 p m	10:30 p m
From Kalamazoo and Chicago.....	8:35 p m	
Trains arriving at 9:20 daily; all other trains daily except Sunday.		

TRAINS GOING SOUTH.

Arrive from Leave going		
	North.	South.
For Cincinnati.....	6:30 a m	7:00 a m
For Kalamazoo and Chicago.....		11:45 a m
For Fort Wayne and the East.....	11:50 a m	2:00 p m
For Cincinnati.....	5:30 p m	6:00 p m
For Chicago.....	10:40 p m	11:05 p m
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.	
11:45 a m train.—Wagner Parlor Car Grand Rapids to Chicago.	
6:00 p m train.—Wagner Sleeping Car Grand Rapids to Cincinnati.	
11:05 p m train.—Wagner Sleeping Car Grand Rapids to Chicago.	

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

Lv Grand Rapids	11:45 a m	2:00 p m	11:05 p m
Ar Chicago	5:25 p m	9:00 p m	7:55 a m
11:45 a m train through Wagner Parlor Car.			
11:05 p m train daily, through Wagner Sleeping Car.			
Lv Chicago	3:10 p m	11:15 p m	
Ar Grand Rapids	8:35 p m	5:15 a m	
3:10 p m through Wagner Parlor Car.			
11:15 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 10:20 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 10:20 p. m.

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

MICHIGAN CENTRAL "The Niagara Falls Route."

DEPART. ARRIVE	
Detroit Express.....	7:00 a m 10:30 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 daily except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a. m., returning leave Detroit 4:45 p. m. arrive in Grand Rapids 10 p. m.
FRID M. BRIGGS, Gen'l Agent, 85 Monroe St.
A. ALMQVIST, Ticket Agent, Union Depot.
GEO. W. MUNSON, Union Ticket Office, 67 Monroe St.
O. W. RUEGLES G. P. & T. Agent., Chicago.

DETROIT GRAND HAVEN AND MILWAUKEE RAILWAY TIME TABLE NOW IN EFFECT.

EASTWARD.				
Trains Leave	*No. 14	+No. 16	+No. 18	*No. 82
Lv. Chicago.....	8:30 p m			
Lv. Milwaukee.....	7:30 p m			
G'd Rapids, Lv	6:50 a m	10:20 a m	3:25 p m	10:55 p m
Ionia..... Ar	7:45 a m	11:25 a m	4:27 p m	12:57 a m
St. Johns..... Ar	8:30 a m	12:17 p m	5:20 p m	1:55 a m
Owosso..... Ar	9:05 a m	1:20 p m	6:05 p m	3:15 a m
E. Saginaw..... Ar	10:45 a m	3:05 p m	8:00 p m	6:45 a m
Bay City..... Ar	11:30 a m	3:45 p m	8:45 p m	7:22 a m
Flint..... Ar	10:05 a m	3:45 p m	7:55 p m	5:40 a m
Pt. Huron..... Ar	11:55 a m	6:00 p m	8:00 p m	7:30 a m
Pontiac..... Ar	10:53 a m	3:05 p m	8:25 p m	5:37 a m
Detroit..... Ar	11:50 a m	4:05 p m	9:25 p m	7:00 a m

WESTWARD.

Trains Leave	*No. 81	+No. 11	+No. 13	*No. 15
Lv. Detroit.....	10:45 p m	6:50 a m	10:50 a m	4:05 p m
G'd Rapids, Lv	7:05 a m	1:00 p m	5:10 p m	1:20 p m
G'd Haven, Ar	8:35 a m	2:10 p m	6:15 p m	11:20 p m
Milw'kee Str "			6:30 a m	6:30 a m
Chicago Str. "		6:00 a m	6:00 a m	

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

CHICAGO AND WEST-MICHIGAN RY. MAY 15, 1892.

GOING TO CHICAGO.			
Lv. GR'D RAPIDS.....	9:00 a m	12:05 p m	*11:35 p m
Ar. CHICAGO.....	5:16 p m	5:25 p m	*7:05 a m
RETURNING FROM CHICAGO.			
Lv. CHICAGO.....	8:25 a m	4:45 p m	*11:15 p m
Ar. GR'D RAPIDS.....	3:15 p m	10:10 p m	*6:10 a m

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

Lv. Grand Rapids.....	9:00 a m	12:05 p m	*11:35 p m
Ar. Grand Rapids.....	*6:10 a m	3:15 p m	10:10 p m

TO AND FROM MANISTEE, TRAVERSE CITY AND ELK RAPIDS.

Lv. Grand Rapids.....	7:25 a m	5:17 p m
Ar. Grand Rapids.....	11:45 a m	9:40 p m

THROUGH CAR SERVICE.
Between Grand Rapids and Chicago—Wagner Sleepers—Leave Grand Rapids 11:35 p. m.; leave Chicago 11:15 p. m. 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 8:25 a. m.
Between Grand Rapids and Manistee—Free Chair Car—Leaves Grand Rapids 5:17 p. m.; leaves Manistee 6:55 a. m.

DETROIT, LANSING & NORTHERN R. R. MAY 15, 1892.

GOING TO DETROIT.			
Lv. GR'D RAPIDS.....	6:25 a m	*1:00 p m	5:40 p m
Ar. DETROIT.....	10:50 a m	*5:16 p m	10:40 p m
RETURNING FROM DETROIT.			
Lv. DETROIT.....	7:05 a m	*1:15 p m	5:40 p m
Ar. GR'D RAPIDS.....	12:00 m	*5:15 p m	10:15 p m

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. Grand Rapids.....	7:05 a m	4:15 p m
Ar. Grand Rapids.....	11:50 a m	10:40 p m

TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids.....	6:25 a m	1:00 p m	5:40 p m
Ar. from Lowell.....	12:00 m	5:15 p m	

THROUGH CAR SERVICE.
Between Grand Rapids and Detroit—Parlor cars on all trains. Seats 25 cents.
Between Grand Rapids and Saginaw—Parlor car leaves Grand Rapids 7:05 a. m.; arrives in Grand Rapids 7:40 p. m. Seats 25 cents.
*Every day. Other trains week days only.
GEO. DEHAVEN, Gen. Pass'r Ag't.

Playing Cards
WE ARE HEADQUARTERS
SEND FOR PRICE LIST.
Daniel Lynch,
19 S. Ionia St., Grand Rapids.

GHAS. A. GOYE,
MANUFACTURER OF
Awnings & Tents
Horse and Wagon Covers
JOBBER OF

Hammocks and Cotton Ducks
SEND FOR PRICE LIST.
11 Pearl St., Grand Rapids, Mich.

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

WEATHER ON AN ELECTRIC BASIS.

If we only knew the real cause of weather and the philosophy and mechanism of rainfall we would be enabled to foreknow and provide for its most notable changes and their potential influences on human affairs.

Weather is one of the most important of terrestrial conditions to the inhabitants of our planet. The entire supply of subsistence for all living creatures, with perhaps the exception of some of those which live in the sea, comes originally out of the soil through the influence of weather conditions. These may be favorable or the contrary, and on their outcome depends the welfare of people and nations. Droughts, floods, excessive and untimely visitations of heat or cold, make up the damaging or destructive influences which so often and so seriously affect human destiny. If it were only possible to foreknow these floods and draughts and freezes some enormous benefits to human economy would be secured.

And why should we not foreknow them? All the phenomena of weather depend on fixed and regular laws. There is neither chance nor uncertainty in their operation, and yet not the smallest progress has been made in unraveling their mysteries. We can predict with certainty the movements and positions of the heavenly bodies in the skies for years and centuries in advance, but we are not able to declare with any sort of accuracy what will be the state of the weather even for a few days in the future.

We are told in general terms that all weather is caused by the sun's heat, but when we know that the total supply of this heat received by our planet is constantly the same, one day with another, and that the changes in the amount of this heat in either polar hemisphere is gradual and regular from day to day, it is difficult to see why there should be any sudden variations and radical changes in the weather conditions. Why should there be rain, wind, clear, calm weather and storms occurring and following each other in a manner which seems chaotic, when the supply of heat and the constitution of the atmosphere are so constant and

regular? Moreover, if the shifting of the sun's direct rays from the northern to the southern hemisphere and back again every six months is held to account for the changes from summer to winter and from winter to summer, why should not the weather of the same season every year be precisely alike; that is, why should not every March be like every preceding March, and each July be a duplicate of every other July, and every December be an exact counterpart of every other December.

But evidently there is a powerful factor which is not yet understood. Many philosophers have endeavored to discover a correspondence in weather irregularities with the changes in the sun's spots, but while the theory is interesting, no logical connection has been discovered. The possibility of an electrical cause has been often suggested, but it has met with little favor from those who are wedded to ancient theories. We are discovering so many and so varied potentialities in electricity that we are not disposed to limit its influence among the powers of nature.

It is easy to trace in the solar system with its numerous celestial bodies revolving around their several axes and around the sun as a common center, the same sort of mechanism as is seen in any electric motor in common use. It is a system of revolving magnets revolving also around a central armature. Such a theory would constitute the sun a vast incandescent electric light accounting, through the successive aphelia and perihelia of the planets, for many variations in electric intensity, and furnishing a mechanism for our oceanic tides quite as competent as that of gravitation. Whenever the electrical mechanism of the solar and planetary systems shall have been properly investigated, it will in all probability be found a vast dynamo capable of producing all the phenomena of heating, lighting and motion with a vast reserve of forces to account for the weather.

Attention is directed to the hardware stock advertised by Wood & Atwood, of Flint, in this week's paper. The stock is remarkably free from old goods and the location is all that could be desired.

The BAR LOCK TYPEWRITER.
The Modern Writing Machine!



Visible Writing.
Permanent Alignment.
Automatic Ribbon-Feed Reverse High Speed.
Powerful Manifold.
Light-Running, Durable.
The No. 2 Machine takes paper 9 inches wide, and writes a line 8 inches long. Price, \$100 complete.
The No. 3 Machine takes paper 14 inches wide, and writes a line 13½ inches long. Price, \$110 complete

SEND FOR CATALOGUE.

TRADESMAN COMPANY, State Agents,
Grand Rapids, Mich

RINDGE, KALMBACH & CO.,

12, 14, 16 PEARL ST.

Grand Rapids, Mich.

WE would call the attention of the trade to our lines of walking shoes. We can show you all the novelties at popular prices.

We also carry good lines of Tennis Goods at low prices.



We want to sell you your rubbers for fall. Terms and discounts as good as offered by any agents for the Boston Rubber Shoe Co.



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



FERMENTUM

THE ONLY RELIABLE

COMPRESSED YEAST

Sold in this market for the past Fifteen Years.

Far Superior to any other.

Correspondence or Sample Order Solicited.

Endorsed Wherever Used.

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

Telephone 566.

106 Kent St.



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



THE ONLY
Right Package for Butter.

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

LIGHT, STRONG, CLEAN, CHEAP.

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

DETROIT PAPER PACKAGE CO.,
DETROIT, MICH.



LEMONS!

It will be a good idea to order 25 boxes before it gets warm.

There's money in such a purchase. Get our prices.

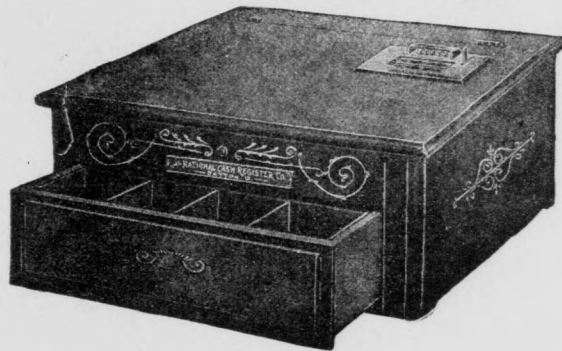
PUTNAM CANDY CO.

If you want the best Autographic Register
buy the National



THE
NATIONAL,

No. 33, WITH
COMBINATION
LOCK.



PRICE,
\$20.

Evidence that The National IS the Best.

The "Cashier" is of no Use.

ST. LOUIS, MO., March 15, 1892.

There is not the slightest comparison between the American Cashier and the National Cash Register. Yours is a register in every sense of the word, while the American Cashier is a slight improvement over an ordinary memorandum book.

A. H. SIPPY, Prescription Druggist,
Vandeventer and Finney Aves.

The "Cashier" is no Protection.

ST. LOUIS, MO., April 4, 1892.

I have this day ordered a National Cash Register, at the same time disposing of the one I had in my place of business, called the Cashier for the following reasons: The Cashier is really no protection against mistakes, and it requires too long to figure it up, consequently taking too much of the valuable time of any person doing any amount of business.

M. E. FRIEDWALD,
Druggist.

Would not keep the "Cashier."

MANCHESTER, IA., April 14, 1892.

After having used the American Cashier Register for 18 months, I find it does not prove successful enough to keep it longer. The National Cash Register I considered so much better, even considering the price and all, that I finally made the change, and am well pleased with the way the National works. I think it fully pays for the difference in cost.

HENRY GOODHILE,
General Store.

He Returned the Peck.

HOLLAND, MICH., April 5, 1892.

I have returned this day a Peck Cash Register and bought a No. 33 National Cash Register in place of same, which I think is much easier to operate and better in construction than Peck's. I am well pleased with it.

JOHN PESSINK,
Baker and Confectioner.

Countermanded Their Order for the Peck.

CADILLAC, MICH., April 8, 1892.

We have this day countermanded our order for a Peck Cash Register, and have ordered one of the National Registers, No. 33, same being less than one-half the cost of the Peck Register.

WILCOX BROS., Grocers.

Discarded the Peck.

That I have seen fit to discard my Peck Cash Register for one of your No. 3 National Cash Registers, shows for itself what I think of the value and usefulness of the two machines. Of course, Peck's Cash Register is not to be compared with your National Cash Register for simplicity and usefulness, to say nothing of the labor saved in adding up itemized figures for the entire day's business, which has to be done by users of the Peck machine.

GUSTAV GEISS, Evansville, Ind.

We Make 34 Different Styles of Registers.

PRICES: \$15, \$20, \$25, \$30, \$50, \$65, \$75, \$100, \$125, \$150, \$175, \$200, \$225 and \$250.

Our Registers are adapted to all kinds of Business!

THE NATIONAL CASH REGISTER CO., DAYTON, OHIO.

H. LEONARD & SONS,

GRAND RAPIDS, MICH.

A few of the many seasonable goods for which we are headquarters.

Our 1892 catalogue is now ready, which illustrates the greater part of our line, on which we name prices. If you have not received one, ask for it; if you are a dealer we will send it.

Lawn Mowers.

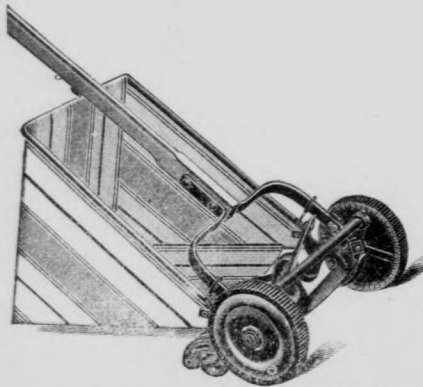


The O. K. LAWN MOWER The Latest and Best Lawn Mower,

Combines every improvement that nearly a score of years' experience as Lawn Mower manufacturers can suggest or mechanical skill devise. For simplicity, durability and quality of work, it is unequalled, while for lightness of draft it excels, by a large percentage, any other lawn mower made. Our lawn mowers are the only ones having the adjustable split bushing. This device compensates for the wear of the journals, thereby affecting a great saving in repairs. We fully guarantee every claim we make, and are ready at any time to practically demonstrate the truth of our assertions.

PRICES.

	Net each.
12 inch cut, O. K., see cut,	\$3 75
14 " " " "	3 88
16 " " " "	4 00

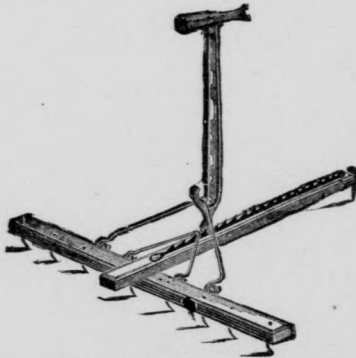


GRASS CATCHERS.

Made to fit 12, 14, 16 inch Machines.

Net per dozen, any size, \$9 00

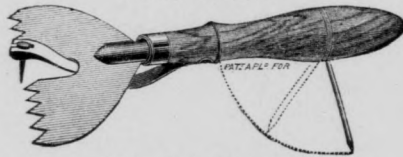
Carpet Stretchers.



Excelsior Carpet Stretcher and Tack Hammer Combined.

Every family should have one. It saves time, labor, temper and backache. It does its work effectually.

Price, per doz., \$6 00.



Clayton Carpet Stretcher.

Stretcher and Tack Holder combined. No more mashed fingers, sore thumbs, torn carpets, cuss words. After stretching the carpet, drop the tack in the slot, drive the tack half way in with a hammer, and then draw back the stretcher and drive the tack home.

Net per dozen, \$2.
CARPET TACKS.



8 oz. and 10 oz. packed 1/2 gross in a case.
Honest count, assorted sizes, 72 boxes in case, 1 00



8 oz. Steel Tacks, Per doz. Per gross.
10 " " " " \$ 19 \$ 46
10 " " " " 10 1 00

TACK CLAW.

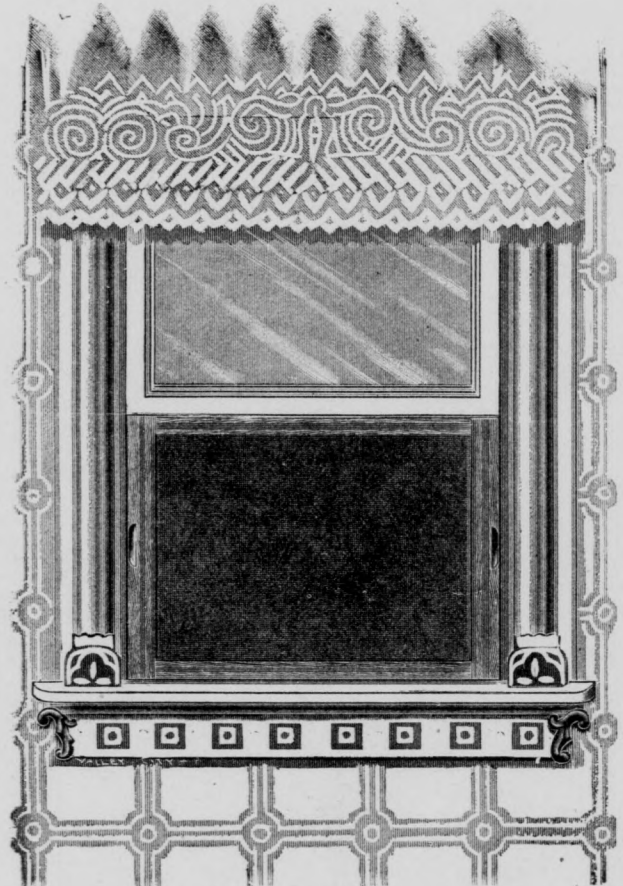


Black Wood Handle Tack Claw 57
Extra Forged Steel " 65



Little Giant Tack Puller 1 40

Window and Door Screens.



All the frames are grooved on four sides and the wire cloth is securely fastened to frame by a welt which presses the wire cloth in the grooves.

The wings are held in place by smooth iron rods to which they are securely fastened and which pass through the springs and give the wings a play of three inches, the limit of extension on each side; springs work in a sleeve which is smoothly grooved and which tends to their free and easy working.

No.	Height	Extends from	Net per doz.
No. 10.	20 in. high,	23 1/2 to 29 in.	\$2 40
" 20.	23 1/2 "	23 1/2 to 29 in.	2 70
" 30.	23 1/2 "	29 to 35 in.	3 00
" 40.	29 "	23 1/2 to 29 in.	3 15
" 50.	29 "	29 to 35 in.	3 30

SCREEN DOORS.

	Per doz.
2 ft. 6 in. x 6 ft 6 in., 3 panels,	8 40
2 " 8 " x 6 " 8 " 3 "	8 40
2 " 10 " x 6 " 10 " 3 "	8 40
2 " 8 " x 7 " 3 "	8 40
2 " 10 " x 7 " 3 "	8 40
3 " " x 7 " 3 "	8 40

These doors are made by the improved method as described above.

