

Michigan Tradesman.

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GRAND RAPIDS, JUNE 1, 1892.

NO. 454

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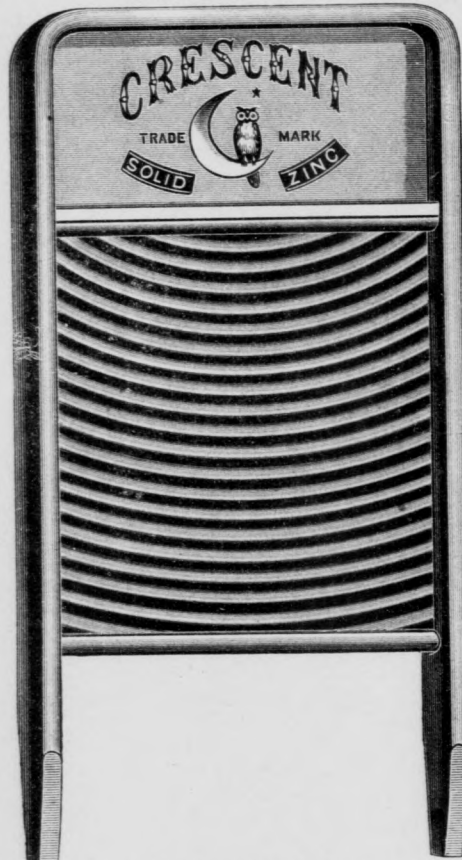
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MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, JUNE 1, 1892.

NO. 454

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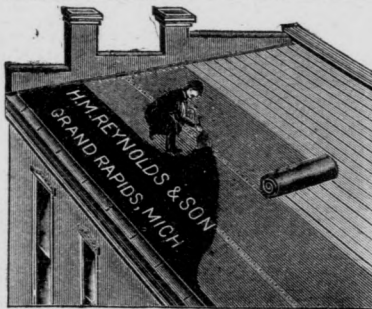
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A CLEVER CAPTURE.

In the year 18—, it came to the knowledge of the Treasury Department of the United States that large quantities of French brandy were entering the country without paying duties. The sales of that ardent spirit were known to be considerably in excess of the amount entered at the Custom House, and though the greatest vigilance was shown by the inspectors and all others employed by the department, the illicit importation continued without abatement. It was evident that the smugglers were making use of extraordinary methods in conducting their enterprise, and consequently it would require extraordinary skill to detect and punish them. The case was assigned to — Roberts, one of the best men then connected with the secret-service of the Treasury, and he was told to spare no effort or expense in bringing the fraud to light.

I will tell the story of Roberts as nearly as possible in his own words:

"When the affair was placed in my hands, I had absolutely no clue to begin upon, except the belief that the fraudulent importation was through the port of New York. This was easy enough to believe since most of the importations of brandy were through that city; in fact, a good half of the foreign importations of all kinds come to the commercial and financial metropolis of the country, so that this wasn't really a clue, after all.

"A careful inspection had been made for months of all vessels arriving from French ports, but no irregularity of any consequence had been discovered. Occasionally the employes of the ships and steamers were detected in attempts to smuggle a few bottles of brandy or other liquors, but the aggregate of all that they could bring ashore, in this way, would not be a hundredth, or even a thousandth, of the quantity that we were trying to discover. Plainly these were not the smugglers that we sought; and after a very brief study of the situation, I dropped them altogether. The inspectors were instructed to maintain their vigilance and report any circumstance that was in any way suspicious.

"All efforts to discover smuggled brandy in the possession of any house dealing in spirituous liquors at wholesale were futile. Now and then I thought I had 'struck a lead,' but each time that my hopes were raised they were doomed to disappointment. No wholesale dealer was found to have any of the contraband article on hand; each and all of them could show that his stock had been properly entered at the Custom House, and paid the usual duties, or he had bought it of an importer whose reputation was above suspicion.

"In the secret-service branch of the custom department we had several Frenchmen, and you may be sure I utilized these men in every way that occurred to me. I sent them to Havre, Bordeaux and other French ports, with orders to make the most of their opportunities, and stimulated them with the promise of a large reward in case of suc-

cess. One by one they returned, generally as stewards or sailors on the steamers, but in every instance they brought nothing. They gave a minute account of everything they had seen, heard or done during their absence, but all to no purpose. One of them had been so hardly used on the voyage that he required, and was granted, a month's absence for the purpose of recuperation. Another had made love to a stewardess, under the impression that she knew the secret for which he was seeking, and had promised to marry her on their return to the soil of France. It is hardly necessary to say that he did not accompany the vessel on the return voyage, and was, no doubt, soundly execrated for the fickle nature of his passion.

"One evening, I was sitting alone in my room, occupied with a cigar and a train of thoughts. I am a confirmed smoker and usually give proper attention to my cigar; but on this occasion the train of thoughts had by far the most prominent place in my mind. Three times the cigar went out and needed relighting; once, in relighting it, I started to do so at the wrong end, and, after getting it properly going, and settling in my chair again, I surprised myself by putting the 'fire end' in my mouth and receiving a severe burn on the end of my tongue. To allay the pain of the burn I took a sip of brandy; it is proper to remark that soon after starting on this quest I abandoned my customary beverages and adopted brandy in preference to all others, actuated by the theory of the amateur actor who blackened himself all over in his effort to give a proper rendition of the character of Othello.

"As I held the brandy in my mouth, it occurred to me that it was the very article to give me a clue to the smugglers. At all events, I had sought the clue elsewhere, and all efforts had failed.

"Next day, I sent all over New York and Brooklyn, and bought brandy enough to intoxicate a regiment of men with several bottles to spare. No two bottles were bought at the same place, and each was carefully labeled to indicate the dealer who supplied it. Nearly

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all the purchases were made at wholesale houses and in the best groceries, little attention being paid to the small grocery or the ordinary bar-room. There was good reason for these last-named omissions, as the eight thousand bar-rooms of New York, to say nothing of those in Brooklyn, would have necessitated an outlay that my liberal allowance for expenses could not possibly cover.

"I had a young acquaintance, who was an expert chemist, and on the watch for something to do. I invited him to come to my lodgings and inspect my stock of liquors.

"What in the world are you going to do with so much brandy?" said he, as he looked at my collection. "You'll drink yourself into your grave within six months."

"Nothing of the kind!" I answered. "I've got that for you."

"Ever so much obliged, Roberts," replied Burton, for that was his name; but I don't want such a stock as that. I'll take half a dozen bottles for my own use and send another half-dozen to my mother, who always likes to have some good brandy in the house for "medicinal purposes." It will last as many years as there are bottles, now that the boys have all left home."

"He proceeded to make his selection, but I stopped him at once.

"Look here, Burton," said I, "this thing means business, and I'll come straight to the point. Sit down and take a cigar, while I light one to keep you company."

"This is on the dead quiet," I continued; "and before we go a step further I want your word of honor to keep everything secret."

"He gave it off-hand, and then I unfolded the whole story, as far as I could.

"That's all I can tell you," said I, "and more's the pity. I've an idea that the clue to the mystery is somewhere in that brandy, in some of those bottles, and I want you to use your knowledge of chemistry to find it. You'll get a big reward if you do; at any rate, I shall have a handsome moiety on the transaction if I run the smugglers to earth and catch them where I want to, and you may trust me to make a fair division."

"I'll trust you," replied Burton, "and I'll go at the work to-morrow morning. If the clue is there, I'll have it, you may depend. Fact is, I'm engaged to be married next month; the girl is just as poor as I am, and I've been wondering what kind of a start in life we're likely to make. We're "two souls with but a single thought," and little else than the thought, as we haven't fifty dollars between us. I'll go in all I can for a share in your moiety in this job, and, as they say in California, do my "level best."

"I advanced him the few dollars he needed for the purchase of certain chemicals, and he went to work on the brandy, bright and early on the following day. When I came home he said he had discovered nothing, and was just off to see his girl to tell her the good news that he had something to do. "Of course, I won't say anything about what I'm doing," said he, "as that would be a violation of my promise. Besides, she doesn't know any thing about chemistry,

though she's the sweetest girl that ever lived."

"The next day and the next the result was the same, and I began to despair. He gave me the composition of several different sorts of brandy, and convinced me that the consumption of that article would greatly diminish if the drinkers thereof knew what they were swallowing. But this isn't the place for a temperance lecture, not even for an 'awful example.'

"The third day, when I went to my lodgings, Burton had something to communicate. I didn't think much of it at first, but, in a few minutes, I saw a light ahead. And the more I thought it over the more certain I was that we had 'struck a lead.' By next morning I was so sure of it that I told Burton he might say to his fiancée that his prospects were very good for a handsome windfall about the time set for their wedding, or not long after it.

"And what do you suppose was this discovery?"

"He found a trace of iron, just a trace, and no more, in some of the brandy. Then he had followed up this discovery by testing only for iron, and dropping everything else. Out of some forty or fifty bottles that he examined, he had found seven with this iron trace, thus indicating that the supply of as many different establishments came from the same source.

"The stills used in the manufacture of brandy are of copper; there isn't any iron whatever in pure or even ordinary brandy, and nobody ever heard a confirmed brandy-drinker spoken of as a man of iron constitution. Brandy is kept or transported in wood or in glass, and not in casks of iron. As I thought over the subject, I made up my mind that the specimens which Burton had set aside were imported in that cheap and useful metal.

"I've got the fellows now," I said to myself. Some of the officers on the steamers coming from France are in the habit of filling their spare water-tanks with brandy, and getting it ashore surreptitiously while lying at the docks on this side. I'll follow up this lead and find out how the work is done."

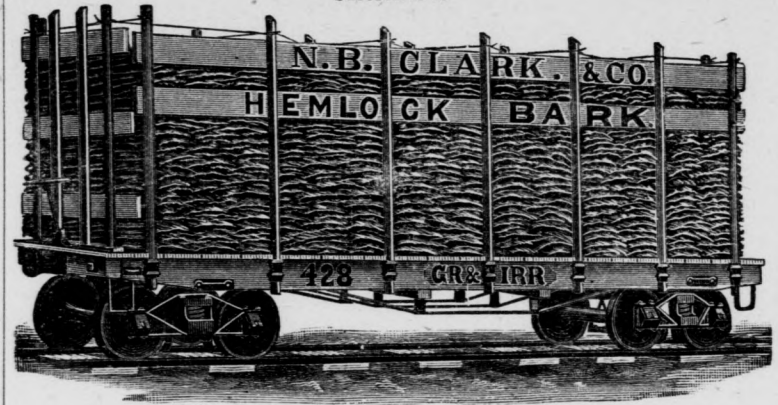
"I followed it up, but not with the result I expected. Every water-tank on every steamer was examined on one pretext or another, as soon as a vessel entered port, but it was soon found that if they contained no water, the tanks were invariably empty. One contained a cat and her brood of kittens; it was a spare tank, and the cover of the man-hole had been removed to give the feline mother free ingress and egress. Another spare tank was used for the storage of vegetables, and another yielded a few dutiable articles belonging to one of the engineers, but not worth twenty dollars altogether.

"I felt convinced, however, that I was on the right track, although the scent was just then false. The result proved that I was correct.

"Among the steamers then coming to port with reasonable regularity were two French vessels that I will call the *Minerve* and *Junon*. They were of the class known as 'tramps,' that is, they belonged to no established line, but professed to go, as the tramp steamer usually goes, wherever the best freights offered. Freights had been good down to some little time before, and there had

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consequently been a plentiful supply of tramps. But for the last three or four months there had been a very hard time for steamers; hardly any of the regular lines were earning anything, and very few tramps were coming to New York. It struck me as a little singular that the *Minerve* and *Junon* continued to ply between New York and their home port, when better freights were offering from Europe to South America and Asia.

"I went to the Custom House and examined their manifests, and another singular circumstance presented itself. The steamers carried very small cargoes, according to the showing of their manifests, and when their tonnage and the expense of crews and coal were taken into consideration, it was hardly possible for them to make running expenses, let alone a profit to the owners and an interest on the investment.

"The *Minerve* was taking in freight, and was nearly ready to sail. The customs officials pay very little attention to a ship after her incoming cargo has been landed, and, therefore, I could not examine the *Minerve* closely without exciting suspicion. But I sent one of the French *attaches* of our service (the one who broke his matrimonial engagement) to offer himself as a distressed Gaul willing to work his passage to his native land. The *Minerve* was short-handed, and he readily obtained a place on board. Two weeks or so after the *Minerve's* departure, the *Junon* arrived and went to the berth recently occupied by her consort. Somehow they always obtained the same berth, which was secured in advance by the agent on receipt of a cable message announcing the sailing from the other side.

"The *Junon's* manifest was sent to the Custom House, in accordance with the regulations, and again there was a remarkably small cargo, considering her dimensions. I did not dare make a move until receiving word from Jacques, the man I had shipped on the *Minerve*. She had been reported by telegraph, and I was in hourly expectation of a cablegram from him, but day after day passed, and nothing came.

"Have they found him out, and dropped him overboard?" I wondered. "Nobody knows better than a Frenchman that dead men tell no tales, and I'm afraid poor Jacques is at the bottom of the sea."

"A vigilant watch was maintained by the inspectors on the *Junon*, but they saw nothing out of the ordinary run of things. I was in a state of feverish excitement, when, one day, I received the long-looked for message from Jacques, partly in cipher and partly in plain language, though it wasn't plain enough for anybody but myself to understand. It was a very long message—two hundred words and more.

"I took it to my room, locked the door, and then sat down to decipher the communication. When I reached the last word, and the whole message lay before me, I kicked over the table, danced a hornpipe among the chairs, and was thus engaged, when Burton, after rapping three times, shouted to ask if I had suddenly lost my senses. Well, the fact was, I had been a good deal daft for the last quarter of an hour.

"Next morning I put on my worst suit of clothes, and went on a fishing excursion, and you won't be surprised to know that the ground I selected was the

dock where the *Junon* was lying. I strolled on board the vessel and looked through her, and then fished very patiently over the side of the dock, for an hour or more, without getting a bite. About that time a boat, with a very shabby boatman (it was Burton in disguise), happened along. The boatman and I chaffed each other for awhile, and our chaff ended in my hiring him to take me where he said the fish could be found. As I got down from the pier, he awkwardly permitted the boat to drift beneath it, but no one observed this very ordinary circumstance.

"In ten or fifteen minutes we were out again from under the pier and rowing away to the fishing-ground. But we concluded to give up fishing when we were two or three piers away, and I was put on shore.

"Stopping on the way to telegraph to the collector that I wanted to see him on important business, and asking him to admit me immediately on the announcement of my name, I made the best of my way to the Custom House.

"I told my story of the iron in the brandy, showed the message from Jacques, and gave the result of the fishing excursion. Then we talked the matter over for a little while, and it was concluded to send word to the agent and the consignee of the *Junon* to meet us on board that vessel, and also invite the principal man of a general commission house opposite the head of the pier where the *Junon* lay.

"The meeting was a memorable one for most of the members of that party. The collector allowed me to do the talking, which was about in this wise:

"Gentlemen, a fraud has been perpetrated on the revenues of the United States, and the evidence points to your guilt in the matter. The *Junon* and *Minerve* have been bringing large quantities of brandy to this port. These vessels were constructed—at any rate, that was the pretense—for carrying petroleum in bulk from Batoum, on the Black Sea, to ports in Asia. Each vessel has a large tank forward of her engines for that purpose, and the rest of her space is for ordinary cargo. Neither of them ever went to Batoum, or ever carried petroleum in bulk, but they have both been running from France to New York."

"What's that got to do with smuggling brandy?" queried the agent, with an independent air.

"It has just this to do with it," I answered: "The petroleum tanks are filled with brandy on the other side and emptied here. By means of a so-called gas-pipe running underground from a warehouse to the dock where she lies, and a flexible hose that is brought on board through an opening in the side of the vessel below the water-line, the brandy can be run into the tank with very little risk of discovery. You have a similar arrangement here, and I have to-day examined the connection of the shore-pipe with the hose; it is close to the third pile, counting from this side, and the fifteenth from the head of the pier. Here is a bit of the wrapping of the hose I cut off two hours ago. There is sufficient 'slack' to the hose to prevent its being seen in this turbid water."

"My auditors were no longer defiant. The air of 'What are you going to do about it?' disappeared from the agent's face, and it became ashy pale.

The faces of his friends were equally colorless.

"The brandy," I continued, "is run on board by gravity, but to get it ashore requires the operation of a pump, or rather of two pumps. There is a suction-pump in the warehouse yonder, and a force-pump in the captain's cabin; the latter is for driving air into the tank and keeping up a steady pressure as the liquor is withdrawn."

"I paused, and everybody was silent. We might not have heard the fall of a pin, but what we did hear was the pulsation of the force-pump in the captain's cabin, where that worthy and a trusty sailor were taking turns at the handle.

"Now, gentleman," I went on, "two courses are open for you: You can settle with the government, by paying the full duties for all that you have smuggled, or your ships will be confiscated, and each one of you who has been concerned in the performance will go to prison. Warrants have been sworn out for your arrest, and the officers are waiting on the dock to take you in, when I give the word. What shall it be?"

"It was a hard case, as the duties made an enormous bill, but prison walls are not pleasant to contemplate, even in imagination. The case was settled, but it took a great deal of money, and led ultimately to the failure of an important business house that had been highly reputed. The terms of the compromise were that the affair should not be made public, and you'll bear in mind that I haven't given you any of the real names of men or ships, from the beginning to the end of my story."

"The *Minerve* and *Junon* ceased to visit the port of New York. Stop! The *Minerve* came in with her tank filled with brandy, her captain all unsuspecting of danger, as the crafty Jacques, fearing a possible 'leak' in the French telegraph office, had put off sending his cablegram to me until she went to sea.

"I received my moiety, made a liberal division with Burton, and the good fellow was able to buy a nice little cottage in the suburbs, and set up house-keeping in the style that suited him and his charming little wife. I stuck to my bachelor ways, but I always have a room with the Burtons whenever I can find time to occupy it. Burton is the chemist for half a dozen establishments that steadily need his services, and he is doing well, but he often says the best stroke of work he ever did in his life was when he found the trace of iron in the brandy."

THOMAS W. KNOX.

Beaverton—Ross Bros., lumber manufacturers, with general store in connection, have sold their general stock to S. Goldberg.

BUY THE PENINSULAR
Pants, Shirts, and Overalls

Once and You are our Customer
for life.

STANTON, MOREY & CO., Mrs.
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SPECIAL
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CHASE & SANBORN,

30 and 32 South Water St.,

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Also Houses at Boston and Montreal.

Western dealers are requested to address the Chicago department.

SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

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Gents' Furnishing Goods.

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DETROIT, MICH.

MICHIGAN

Fire & Marine Insurance Co.

Organized 1881.

Fair Contracts,
Equitable Rates,
Prompt Settlements.

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

D. WHITNEY, JR., Pres.

EUGENE HARBECK, Sec'y.

GRAND RAPIDS GOSSIP.

Ralph Teunis will open a grocery store at 9 Grandville avenue.

W. Schuchardt will open a new meat market at 479 Jefferson avenue early in July.

Lawton Bros. have opened a flour, feed and wood business at 811 Fifth avenue.

J. C. Mohrhard has sold his meat market at 56 West Leonard street to John Waltz & Co.

J. M. Flanagan has closed out his grocery stock at 704 Madison avenue and retired from business.

Caleb Barstow has sold his plumbing and furnace business at 40 Fountain street to C. W. Bentley.

P. T. Williams, druggist at 625 South Division street, will remove to his new location, 590 South Division street, about July 1.

Maurice Levy has leased the store at 8 South Ionia street, now occupied by Wm. H. Downs, and will embark in the wholesale notion business there early in June.

S. L. King is erecting a factory building for his carved moulding business on North Front street, near the Kent Furniture Manufacturing Co. Hester & Son captured an order for the power, a 35 horse power engine.

John Hoeksema, grocer at 83 Grandville avenue, has sold out to John Wierenga and will retire from business July 1. Mr. Wierenga will remove his stock from 86 Grandville avenue to the present location of the Hoeksema stock.

James F. Grady, credit man for Spring & Company, and J. F. Faulhaber, retail salesman in the same establishment, have formed a copartnership under the style of Grady & Faulhaber and opened a dry goods and boot and shoe store at 58 West Leonard street. The business will be conducted under the personal management of Jacob Vandenberg, who managed the store of the Chippewa Lumber Co., at Chippewa Lake, several years.

Hester & Fox, who have conducted the sale of engines, boilers, mill machinery, agricultural implements and wagons and carriages for the past seven years, have dissolved partnership, each continuing in separate lines. The implement and carriage business will be conducted at the old location by Samuel Fox, while the engine, boiler, pulley and general mill supply business will be conducted at 45 South Division street by Myron Hester and Carl S. Hester, under the style of Hester & Son.

Gripsack Brigade.

Ed. Pike has returned from a fortnight's trip through Northern Indiana, in the interest of Schloss, Adler & Co.

Greg. M. Luce, formerly on the road for Hawkins & Company, but for the past two years engaged in general trade and the lumbering business near Americus, Miss., has been appointed postmaster of the new town of Basin, Miss.

Chas. E. Watson, formerly on the road for Eaton, Lyon & Co., but more recently with S. A. Maxwell & Co., of Chicago, and the Burrows Bros. Co., of Cleveland, has returned to his first love and will hereafter represent Eaton, Lyon & Co.

This will be joyful tidings for the many friends of the genial traveler.

Pharmaceutical Era: H. T. McCarthy, who represents Frederick F. Ingram & Co., of Detroit, was telling us recently of a plan he has adopted for identifying himself at banks which has worked most satisfactorily. When his house sends him a draft they indorse it on the back as follows: "Pay to the order of H. T. McCarthy and Wm. Ellery movement No. 1,759,539." As will be seen, this is the name and number of his watch movement, and affords an additional source of identification, which in his case has never yet met with failure, and which we should think could be adopted by other travelers to good advantage.

A Kansas City man has invented a new form of mileage ticket. It consists of a nickel-plated flat base resembling the indicator used by base ball umpires. On one side are two circular blank places which can be used for the photograph and signature of the person purchasing the ticket, and on the other side are five different sets of figures which represent the number of miles traveled, and how many are left to the traveler. The device is worked by the conductor, who turns the dials around to the figures representing the number of miles traveled. The number is subtracted from the number of miles which the machine is set, and the remaining miles show at the bottom by another set of figures. When the ticket is sold, it is set for 1,000 or 2,000 miles, and cannot be set back. The Kansas City, Fort Scott & Memphis R. R. are considering the question of adopting it.

Purely Personal.

Byron S. Davenport entertained his friend and customer, Geo. W. Reed, the Stanwood general dealer, over Sunday. Mr. Reed was accompanied by his wife.

M. S. Goodman, Secretary and Treasurer of the Hazeltine & Perkins Drug Co., has purchased the Locke homestead, at the northwest corner of Fountain street and College avenue, and will take possession of the same immediately.

Victor Vallette, President of the Victor Vallette Co., New York, manufacturers of the "Agnes Booth" cigar, was in town one day last week, consulting with Fred B. Clark, manager of the cigar department of the I. M. Clark Grocery Co. Mr. Vallette was never in Grand Rapids before and was greatly surprised at the many evidences of prosperity pointed out by his host.

It Was Tea He Wanted.

GRAND RAPIDS, May 28.—The gunpowder story in this week's issue of THE TRADESMAN reminds me of an experience I had, a few months ago, with a woodsman who came into the store with a gun in his hand.

"Have you any gunpowder?" he enquired.

"No, you can get it at Joe Berles' hardware store, on Canal street," I replied.

"A hardware store is a funny place to go for gunpowder tea," remarked the man, as he walked out of the store, leaving me completely dazed. S.

Gladly Received in Mississippi.

BASIN, Miss., May 28.—Please change the address of paper to R. C. Luce & Son from Americus to Basin. We now have a postoffice in our store, through the kindness of Hon. John Wanamaker and with some assistance from Hon. C. E. Belknap. THE TRADESMAN is always gladly received. GREG. M. LUCE.

Buffalo Soap

Buffalo Soap

THIS SPACE RESERVED FOR

I. M. CLARK GROCERY CO.,

Sole Agents for

R. W. BELL MFG. CO.



1890-THIRD SEASON-1892

5000 DEALERS

Have received Parrots from us.

Do You want one this year?

The best variety of talking parrots are secured on the Isle of Pines, about fifty miles south of Cuba. They are beautiful birds with green plumage and red breast, easily cared for and intelligent. If captured when young, and well cared for, a Pine Island parrot never fails to become a good talker. Our birds are all secured by our own agent. He is a competent man of fifteen years' experience, and will secure only healthy, selected young birds. He is now on the island, and in order to arrange for the number required, you must

Let us know soon if you want a Bird.

These parrots are given to our customers who handle our "PRETTY POLLY" Cigars, and there is no better 5-cent cigar in the market. The trade price is strictly net \$35 per 1000 (with or without a parrot). They give satisfaction to smokers, and the parrots increase your sales.

OUR OFFERS. With an order for 800 "Pretty Polly" cigars (\$28), we will give one parrot free. With an order for 900 "Pretty Polly" cigars (\$31.50), we will give one parrot in a handsome wire cage.

OUR GUARANTEE. To any responsible the goods, we will express prepaid 200 of the "Pretty Polly" cigars for examination, to be returned if not satisfactory. If the cigars suit, the balance, 600 or 700, can be shipped with the parrot, or sooner, if desired. We refer you to 5000 dealers throughout the United States, who have received parrots from us during the past two years.

Chas. F. Reed, Gen'l Agent Am. Express.

Detroit, Mich., July 22, 1891.

Detroit Tobacco Co.

Gentlemen: I take pleasure in recommending the Detroit Tobacco Company and saying that of the thousands of birds which you have shipped out by this company to your patrons, among whom are many of our agents, I have heard no complaints, but have received numerous letters expressing pleasure at receiving the parrots, and satisfaction as to the quality of the cigars.

Yours truly,
CHAS. F. REED, Gen'l Agt. Am. Ex.

DETROIT TOBACCO CO.,

7 Lafayette Ave.,

Detroit, Mich.

Checks are Not Cash.

The suit brought by the collector of taxes of Boston against Houghton & Dutton, for the amount of a check on the Maverick Bank, which was not presented for collection until the bank had closed its doors, again directs attention to a matter which has caused and is causing many merchants an unnecessary amount of anxiety; unnecessary, because there is an element of injustice in the present rulings of the courts on this most important issue which ought to be rectified.

The reasons for such an attitude are, that the receiver of a check should not be made responsible for any errors of judgment on the part of the check's maker, errors due to the proper selection of a bank on which the check is drawn.

The maker is supposed to reap advantages from the bank he draws upon; those advantages may be of a kind that in his estimation offset any risk of not having his checks honored.

Whether so or not, there is no good reason in obliging the receiver to accept a check as full legal tender, whether it is promptly deposited or not. As the maker owes the amount which the check represents, owes it for value received, until the debt is discharged in cash, when cash alone is the form of payment demanded, it should continue as debt until the bank on which the check is drawn has paid it to the agent which the receiver appointed for its collection.

Of course, the maker should not be held responsible for the receiver's collecting agent, and if such agent failed to give the cash to the receiver of the check, it is such receiver's loss.

When a man makes out a check, he is supposed to deposit or have deposited sufficient cash to meet it, and if the receiver of the check does not collect the check right away, the maker is relieved of no responsibility in the matter, that is, according to all the usages of commercial intercourse. If the cash is allowed to remain in the bank untouched, it rests to the credit of the maker, and yields him just so much more accommodation from the bank. To the claim that the check maker should not be obliged to guarantee his bank indefinitely for the benefit of any check holder, the answer is, that he should guarantee it to every holder of his checks, because it is his business to learn of the soundness of his bank; and if he has reasons to suspect that soundness, he should protect his creditor by withdrawing his entire balance, and send the creditor a check on a sounder institution in exchange for the old check.

If the suit referred to is decided according to past decisions, the effect on the commercial community will not be healthy, for the reason that all merchants will be made unduly anxious until all checks they receive have been collected.

Of course, it is the rule with the receivers of checks to collect them as soon as possible, but there are frequent delays of short duration, consequently we see no advantage in harassing a merchant with the constant fear that some of his employes are not acting with the requisite speed. The entire issue should

rest on the legal tender attribute of money. Until a legal tender is tendered to the receiver's collector, or what is equivalent to the same thing, until a collecting bank accepts as a legal tender a credit on the books of the paying bank, or a like credit upon some other bank or firm, the check should be looked upon as a mere bill for collection.



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"



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

CUTS for BOOM EDITIONS PAMPHLETS

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

Dry Goods Price Current.

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

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

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

Published at

100 Louis St., Grand Rapids,

— BY —

THE TRADESMAN COMPANY,

One Dollar a Year, - Postage Prepaid.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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

Sample copies sent free to any address. Entered at Grand Rapids post office as second-class matter.

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

E. A. STOWE, Editor.

WEDNESDAY, JUNE 1, 1892.

INCREASING OUR NAVAL STRENGTH

The growing popularity of the work of building a new navy with the people of the country is strongly reflected in the action of the United States Senate in making a considerable provision in the naval appropriation bill for the construction of new vessels. It will be remembered that the House of Representatives some weeks ago made an allowance for but a single new warship. The popular displeasure at this act of the lower house was voiced by a vigorous condemnation on the part of the press, which expression of general disapproval had no little to do with the liberality displayed by the Senate.

The Senate's amendments to the House bill provide, in addition to the one armored cruiser of 8,000 tons authorized by the House bill, for one sea-going coast line battle ship, designed to carry the heaviest armor and most powerful ordnance, with a displacement of about 9,000 tons, to have the highest practicable speed for vessels of its class, and to cost, exclusive of armament and of any premiums that may be paid for increased speed, not exceeding \$4,000,000.

The Senate also authorized one harbor defense double-turret ship, of the monitor type, with a displacement of about 7,500 tons, to have the highest practicable speed, and to cost exclusive of armament, not exceeding \$3,000,000; four light-draft gunboats of from 800 to 1,200 tons displacement, with the highest practicable speed for vessels of their class, to cost, exclusive of armament, not exceeding \$450,000 each; and six torpedo boats, at a cost of not exceeding \$110,000 each and not more than two of said torpedo boats to be built at one establishment.

These additions to the amount appropriated for naval purposes involve the expenditure of over \$11,000,000, all of which will not, of course, come out of the revenues of any single year, as the work of constructing the new ships and their armament will extend through several years.

The vessels provided for correspond exactly with the recommendations made by the Secretary of the Navy in his report to the President at the beginning

of the present session of Congress, hence it is an indication that Congress has resolved to carry out as closely as possible the recommendations of the Naval Advisory Board, which some years ago drew up a plan embodying the number and character of vessels needed for the proper defense of the country.

The report of the Board recommended that a certain proportion of the total number of ships called for should be provided for annually, so that the total expense of constructing the new navy might be distributed over a series of years sufficiently extended to prevent an undue drain upon the treasury, but at the same time brief enough to insure a strong fleet within a reasonable time.

The authorization of the light draft gunboats and torpedo vessels is particularly praiseworthy, as such vessels are urgently needed at the present time for the peace service of the navy. The armored cruiser authorized is to be a sister ship of the *New York*, now practically completed, and the battle-ship is to be similar in general construction to the three ships authorized by the last Congress.

Both the people and the Government now seem united on the subject of the new navy, hence that problem has been entirely removed from any connection with party politics, so that there would now seem to be no obstacle in the way of our possessing, within a few years, a navy capable of coping successfully with the most powerful fleets of foreign nations.

STATISTICS ON RECIPROCITY.

There has naturally been some curiosity felt to know the actual effect upon the commerce of the country of the reciprocity treaties, which have been concluded with a number of our Latin-American neighbors under the provisions of the McKinley bill. Of course, no one has looked for any remarkable showing during the first year of the existence of these treaties, particularly, as it is a well known fact that before we can hope to profit fully by the terms of the reciprocity arrangement we will have to provide better transportation facilities than we now possess.

The Statistical Bureau of the Treasury Department, in deference to the public desire to gauge by actual statistical returns the result of reciprocity, has been furnishing, in its monthly statistical abstracts, the trade figures of the countries with which we have treaties in force, so that it may be seen from the beginning whether or not our commerce is reaping any benefit.

These reciprocity statistics are necessarily very incomplete, as most of the treaties are of recent date, that with Brazil being the only one which has now been in force for a full year, but such as they are, they are interesting. The last Treasury statement of imports and exports furnishes the details of the imports from and exports of domestic merchandise to Brazil, Cuba, Porto Rico, San Domingo, Salvador and the British West Indies. Of all these countries with which we have treaties, Brazil is the only one with which we have enjoyed reciprocity for a full year. In the cases of Cuba, Porto Rico, and San Domingo, the treaties went into effect in September last, while with respect to Salvador and the British West Indies, the treaties date

only from February of the present year.

From the totals furnished by the Treasury report we have prepared the following table which shows, at a glance, what has been the actual gain in the value of the merchandise imported from and exported to these countries since we have held reciprocal trade relations with them:

	Imports—		Exports—	
	1890-1.	1891-2.	1890-1.	1891-2.
Brazil	\$73,619	\$110,344	\$13,532	\$14,585
Cuba	25,781	33,418	7,981	11,607
Porto Rico	874	924	1,320	1,524
S. Domingo	557	786	629	534
Salvador	642	518	236	196
British W. I.	1,731	1,907	1,487	1,617

The Brazil figures show a very considerable increase in imports, while they also prove that the increase in the value of domestic produce exported by our merchants has been very gratifying, considering the lack of transportation facilities and the unsettled state of affairs in South America. The most gratifying increases were in the two articles of flour and railway material.

The figures in the case of Cuba, although covering only seven months, show a remarkable and important increase in both imports and exports. Our shipments to the Island have actually increased over the same seven months last year very nearly four million dollars in value. The principal articles in which gains are to be noted are in flour, which increased \$602,000 in value; machinery, with a gain of \$486,000 and lard, with a gain of \$599,605.

Our trade with Porto Rico has also exhibited a considerable increase, but the treaties with the other countries on the list have been in force for too short a time to permit of the effect of the reciprocity arrangement becoming apparent.

A MEAN BUSINESS.

Not long since a man was held for examination in New York for swindling people out of money under the pretense of obtaining employment for them. This way of obtaining money is by no means uncommon, but as it is usually conducted in a small way, complaints are seldom made. At the present time there are a few men out of employment, and many of them will take almost any chances of securing something to do. It is at such times that unprincipled men find it particularly easy to work their swindling schemes on their unfortunate victims, often getting the last dollar which they have, without any intention of returning an equivalent by finding work for them. But although there are better opportunities for this victimizing business when a considerable number of men are unemployed, there is always a desire to find work that pays better, or that is more desirable for other reasons, and this desire gives the labor brokers their opportunities. It is, however, when the unfortunate unemployed are victimized that the operation gets down to an extremely low depth of meanness.

If there is work to be had there are ways by which men may find it for themselves, or legitimate and comparatively inexpensive ways in which they can let their wishes be known to the public. If there is no work to be had, no one can, of course, find work for them.

If men will agree to pay brokers for finding them situations, they should pay only when they obtain these situations through the influence of the "agent." This is a safe rule; for while there may be honest men in the business of finding employment for others, there are for

every one such, in the larger cities, a dozen rogues, a few only of whom are ever brought to justice. When men are found practicing that especial meanness that takes the direction of swindling those whose very anxiety for work by which to support themselves and families renders them unwary, they should be punished to the full extent of the law, and if necessary more stringent laws should be enacted for their punishment.

SHOULD BE PERPETUATED.

There is maintained at Washington in connection with the State Department, although not a component part of that branch of the Government, an establishment conducted under the name of the Bureau of American Republics. This bureau was the outcome of the Pan-American Congress, held some years ago, and its expenses are, in a measure, met by contributions of most of the Latin-American nations.

The *raison d'être* of this bureau is to collect and circulate as widely as possible all matters relating to the different South American and Central American Republics, as well as Mexico, particularly those matters which have a bearing upon the trade relations of the various republics with this country. This establishment has done much good service, particularly since the reciprocity treaties have gone into effect, as the information which has been circulated by it has been of incalculable assistance to the merchants of the country and particularly to those of the seaboard cities.

So important to the foreign trade interests has the work of this bureau become that there has been a very extensive demand from the larger ports of this country that the government take steps to maintain it permanently. That the information disseminated has also been of advantage to the Latin-American countries is shown by the fact that Paraguay and San Domingo have recently resolved to be represented in the bureau and have made provision for the payment of their respective shares towards the expense of maintaining the service.

If the information disseminated by this Bureau of American Republics is actually of as great value to the commerce of the country, as seems to be the case from the wide indorsement its labors have received, the Government could not do better than to take steps to perpetuate and improve the service.

The *National Grocer* asserts that we shall have a larger and better supply of Japan tea this year than we have ever had before. The improved transportation which has taken place by the addition of fast steamers to this country is an indication that we shall really have all the tea we can dispose of in our markets. Already there has been announced by cable that we shall have a larger supply than we had last year and, further, that the consumptive requirements will be amply met. The capacity for transportation *via* the Canadian Pacific Railway and the efforts which have been made to increase the supplies will give us all the tea that is required for the consumptive wants.

The reciprocity section of the tariff law has been officially declared as applying to the government of Austria-Hungary, as that empire has granted exemption of duties to the products and manufactures imported from this country.

PATRONS' COMMERCIAL UNION.

Written for THE TRADESMAN.

There are probably few other cities in existence which contain so many business concerns sporting high-sounding names, and occupying seven by nine apartments in the interior regions of many-story blocks, and whose visible stock in trade consists of a writing desk, two or three chairs, a little stationery and an elaborate sign, as Grand Rapids. We have "commercial" agencies, "collective" agencies, "purchasing" agencies and agencies of every known variety; yet they say there is always "room for one more," and now comes this latest addition, the "Patrons' Commercial Union."

This concern is an incorporated joint stock affair, having a board of directors and a secretary and business manager. In March last the business office was transferred from Lansing to this city and is now in charge of Mr. DuBois Conklin, who is the secretary and business manager of the company. Mr. Conklin is a very pleasant gentleman, of a decided business turn, and, no doubt, is identified with this scheme for the same reason that any other business man is identified with any other scheme, namely, for what there is in it for him.

The name of this company would indicate that it was a "union" of "patrons" for "commercial" purposes, but a close investigation shows that such is not the case. Its purposes are certainly commercial, but the Union is composed of "stockholders." Any farmer, whether he be a Patron or not, may participate in its professed benefits by "taking stock" in the company; but all who are not Patrons are charged \$1 per year extra. The regular "dues," which the stockholders are assessed, are supposed to cover the expenses of the management, and all price quotations obtained from the office, therefore, are net. Mr. Conklin is under bonds, not to the Patrons, but to the Union directors, to the extent of \$20,000, for the faithful discharge of his duties; and he asserts that the office did a business last year of \$51,000, effecting a net saving to the stockholders of the Union of \$21,000. This is equivalent to saying that the stockholders of this Union saved, last year, 41 3-17 per cent. by purchasing their supplies through it. If this statement is correct, it would pay every retailer in the country to make their purchases through this office, for no retailer of farmers' general supplies on the face of the globe can purchase his goods any other way so as to realize such a profit.

This wonderful statement is not made for the edification of business men; it is made for the express purpose of leading farmers to believe that, by paying their dollars into this Union, they may save 41 per cent., and it would not be so remarkably strange if some of them actually believed it. Farmers have been known to hold some very crude notions of business. They have really imagined, before now, that the retail mercantile interests are diametrically opposed to their interests, and that the retail merchant is a sort of an incubus bearing down upon them, sapping their vitality and preying upon their substance. They hail with delight every new Moses who points out a new way by which they may escape from the bondage of the retailer; but the history of past events proves

that, when the culminating point is reached in these frequently occurring schemes to throw off the yoke of commercial bondage and down the profit-surfeited retailer, Moses pockets the plum and the poor farmer, as usual, "pays for all."

Some fifteen years ago, the writer was identified with the Grange in Canada. Up to that time the order had been steadily advancing, and the agricultural interests had been greatly benefited in various ways. The ritual taught the principles of unity, harmony and justice. In unity of action only could long suffered abuses be remedied or much needed reforms be brought about. Organization creates great possibilities, and the Grange was no exception to the general rule. The spirit of organization pervaded all classes and the farmers, who were the most numerous, yet the most helpless class, became aroused, at last, to the importance of united action as a means of self-protection, mutual benefit and individual, social and intellectual development. The beautiful ritual of the order taught that the ultimate goal of success could only be reached by the practice of harmony and the strict rendering of justice to all other legitimate and established interests. Over the very gateway of the order were suspended the two red danger signals of discord and mercenary motive. As stated before, while the order led a true life, it grew, prospered, and great good was accomplished; but when it became great and powerful, designing schemes for self began to play on the commercial ignorance and credulity of the order by stirring up a spirit of animosity against the retail mercantile interests of the country. These selfish schemes saw, in this great organized body of farmers, a fine opportunity to "make a haul," and so the seeds of poison were sown broadcast, which acted as a kind of anaesthetic in preparing the subject for the operating table. The secretary's desk in the subordinate Grange became the depository for a vast amount of circulating literature. The legitimate work of the lodge was gradually crowded out and the sessions were frittered away in reading printed communications couched in language intended to lead the tillers of the soil into a firm conviction that they were the downtrodden and oppressed victims of that monster of greed known as "the storekeeper." Plans were submitted whereby they might escape the retailers' unholy exactions and save their hard-earned dollars. Price lists poured in from every point of the compass, quoting prices on every conceivable thing, from an ounce of nutmegs to a steam threshing machine. The body became paralyzed with a mercenary spirit. The temple of justice was torn down and the scales were made use of in weighing out codfish and crackers. The master's gavel was thrown under the table to make room for samples of nutmegs and ground pepper. A Dominion Agency was established by the order and an attempt made to furnish every Granger in the Dominion with everything he needed. Many intelligent, fair-minded farmers withdrew from the order in perfect disgust, but their places were more than filled by selfish, narrow-minded farmers of small caliber who could see no benefit in organization until they smelled some-

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LIVEN UP TRADE!**

Then Harken not to the Calamity Wailer but at once **ORDER** the following:

LION COFFEE
O. D. JAVA AND STANDARD MARACAIBO

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

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ROASTERS OF
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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.

Heyman & Company,

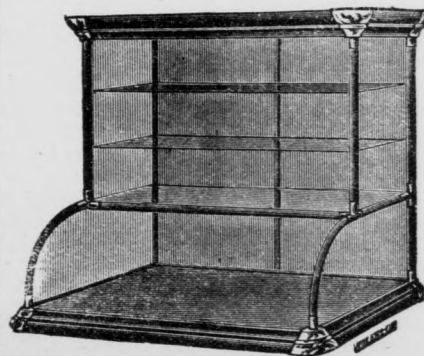
Manufacturers of

Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.



33 and 65 Canal St., - GRAND RAPIDS.

thing that reminded them of coffee and heard the jingle of silver.

When the order had reached this stage, its destruction was sure and swift. The writer could write column after column giving names and particulars of base impositions, fraudulent transactions, and unsatisfactory and ruinous shipments and consignments, which constituted the whirlwind that swept the noble order of the Grange into oblivion and disrepute. True, a remnant still exists, embracing many good men; but, owing to the foolish mistakes of the past, a stigma rests upon the very name, and, virtually, it is a thing of the past.

The P. of I. movement is a miserable burlesque on the more noble order which preceded it. The puny efforts to organize farmers for the purpose of bulldozing others engaged in different, but just as honorable and legitimate, callings in life as they are themselves, the childish and idiotic attempts to throttle free and healthful competition, and their meddling interference in matters pertaining to trade and commerce, are all sure and certain evidences that the P. of I. was born into the world with the seeds of death engrafted in its anatomy. The P. of I. will follow its predecessors to an untimely end, and its remembrance will serve as one more warning to farmers, that a permanent organization which will ward off all encroachments upon their rights and successfully guard their interests, must be built upon a foundation of common justice. Selfishness begets discord, and where discord prevails, there can be no life. Farmers are not the only class who have thus failed to make a success of organization. The retailers have not, as yet, proved themselves capable of maintaining an organization; but they did not fail because a lot of scheming and perambulating farmers led them to believe that the regular farmers were a useless class of middlemen and ought to be driven into other occupations, and that large sums might be saved by growing their own pork and beans.

A few years ago, Grange stores sprung up here and there all over this country—a blunder which the Canadian Grangers (to their superior wisdom, be it said) kept pretty clear of. Where are all those stores to-day? "Gone where the woodbine twineth." We hear a great deal said about the notorious Grange store in Allegan, but this store of Mr. Stegeman's has no more to do with the Grange than the Boston store in this city has to do with the city of Boston. Some citizen of Boston may, or may not, own stock in the store; and so a few wealthy Grangers may or may not own stock in the business controlled by Mr. Stegeman. During the years the management was putting forth every effort to establish this large business, the portals were carefully guarded against all "cowards and eavesdroppers." The Grange was popular and it embraced a large percentage of the wealth of Allegan county. Farmers were importuned, from a standpoint of duty, to turn their shekels into the big iron box at the Grange store, where they could obtain their supplies at cost, with simply 4 per cent. added, to pay the expenses of the management. The business grew amazingly. Farmers came from all over the county to trade at the Grange store, and a peep in of a Saturday afternoon was a "picnic," even to a drummer. Confu-

sion worse confounded would be a mild way of describing it; crowding—jamming—jostling—elbowing—tugging—sweating—yelling—burley Grangers maintaining their positions against all comers and clutching two-bushel grain bags, into which went sugar, tea, soap, raisins, matches, shoes, corsets, nails, cloth, tin-pans, kid gloves and everything else; and every time a shot was fired into a bag, a wild Apache yell would pierce the air, announcing the name of the bag owner and the name and value of the missile fired into the bag. Sometimes a Granger would lose his temper, and then he would get his wife to hold the bag for him while he squeezed out and got a drink. Dress goods and lamp chimneys went into those bags unwrapped, for the 4 per cent. was not supposed to cover wrapping paper and twine. Outsiders were allowed to trade at the store by paying a small annual fee, but now all restrictions are removed and the general public may trade there. In passing from this Grange store, the writer submits the following queries to the reader:

1. How is it that Mr. Stegeman, who certainly failed to make a brilliant success in business on his own hook, has grown rich out of this business?

2. If goods are sold on a 4 per cent. margin of profit at this store, how in the name of common sense is it that the P. of I. in this same county of Allegan have been, and are, so desirous of establishing trading places, or P. of I. stores, as they are called, on a 10 per cent. margin of profit?

3. Allegan has always enjoyed the reputation of being a good trading point, aside from the Grange store; and if the Grange store sells on a margin of 4 per cent., how is it that the retailers of Allegan are doing a business larger in volume than the average, and realize the same margin of profit that other retailers in the surrounding towns realize?

Is it not self-evident that the farmer's worst enemy is his pretended friend? True, he has been bled by all sorts of sharks and plundered on the right and on the left by designing schemers; and it is true, also, that in his isolated condition he is preyed upon by numerous parasites and compelled to bear unnecessary burdens, but his condition will never become materially improved until he becomes educated to a point where he can discriminate between his enemies and his true friends, and between legitimate business and tomfoolery. He then will have become abundantly able to take care of himself; but, until then, he will be the fat and juicy game of every schemer who comes along.

In conclusion, I wish to state that nothing is written in this article intended to reflect upon any crookedness connected with the subject of this article. The reflections contained herein are cast by the dying embers of past events.

E. A. OWEN.

Sault Ste Marie—The hardware firm of Higgins & Given has dissolved, Chas. W. Given continuing the business.

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.



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 Year.

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

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

Telephone 566.

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



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.

TALKS WITH A LAWYER.

THE GROWTH OF AMERICAN LAW.

Written for THE TRADESMAN.

The oldest settlement on the middle coast was that of the Dutch at the mouth of the Hudson river, following upon the discovery of that river, in 1609, by Capt. Henry Hudson. The Dutch were great explorers, and soon made claim to the whole coast between the Connecticut and Delaware rivers, but in 1664, Charles II. gave this territory to his brother James, who compelled the Dutch governor, by force of arms, to surrender, and New Netherlands became New York, James being the Duke of York. The Duke afterwards became the King of England, and the colony became a royal colony, and the lawmaking power, subject to the crown, was vested in a governor and a council appointed by the crown, and an assembly elected by the people. When the Duke of York took possession of his territory, he granted out that part between the Delaware river and the ocean to lords proprietors, but in 1702, the proprietors surrendered their right of government to the crown, and East and West Jersey were united and became a royal colony. For some time New Jersey had the same governor as New York, but it always had its own assembly.

The next oldest territory was that which comprised the present State of Delaware. At first it was disputed territory. It lay within the grant made to Lord Baltimore in 1632. The Dutch claimed some settlements in 1655, which afterwards passed to the Duke of York, by whom it was sold in 1682 to William Penn. Lord Baltimore surrendered his claim, and it then became a mere appendage of Pennsylvania with the same governor, although after 1703 an independent assembly, even down to the time of the Revolution.

William Penn was the founder of Pennsylvania; the grant to him was made in 1681, and included about the same territory as now occupied by that State. Penn's charter gave him the power to enact laws conformable to reason and the laws of England, with the consent of the freemen of the colony. This charter continued in force until the Revolution, when the state of Pennsylvania assumed all the political powers that belonged to Penn's descendants, paying them a large sum of money for surrendering their rights to the soil.

Virginia was the oldest of the Southern Colonies. It may be said that the political history of the United States begins with the founding of Jamestown in 1607. It was founded by the London company. The London company was created by King James I., by the same charter that created the Plymouth company. These two companies divided between them all English dominions in the New World, the London company receiving the southern, the Plymouth the northern territory. They were authorized to establish colonies, each colony to be subject to the king, to be governed by a local council of the company in England, at the king's pleasure. These companies were short lived. The stockholders lived in England and did not become colonists. They were, indeed, mercantile companies clothed with political powers. The London company gave to the settlement in Jamestown a charter which gave the people no voice whatever in the government of the colony, but King James in his

charter to the London and Plymouth companies had said: "Also, we do for us, our heirs and successors, declare by these presents that all and every the persons, being our subjects, which shall go and inhabit within the said colony and plantation, and every their children and posterity, which shall happen to be born within any of the limits thereof, shall have and enjoy all liberties, franchises and immunities of free denizens and natural subjects within any of our other dominions, to all intents and purposes, as if they had been abiding and born within this, our realm of England, or in any other of our dominions." This was a guarantee and was irrevocable, unless by consent of both parties, and in after-times it became the great bulwark of colonial rights and liberties. It is sometimes called the Colonial Constitution. The people of the Jamestown colony murmured in view of their oppression, until in 1619 the governor of the colony called upon them to choose representatives to a legislative assembly. This, being convened, was called the House of Burgesses, and was the first legislative body that sat in America. In 1621, the London company created a colonial legislature, consisting of the council of state, whose members were appointed by the company, and a general assembly chosen by the people. Its laws had to be ratified by the company. In 1624, the charter was forfeited to the crown and Virginia became a royal colony, but its constitution remained the same. The next in age was the Maryland colony.

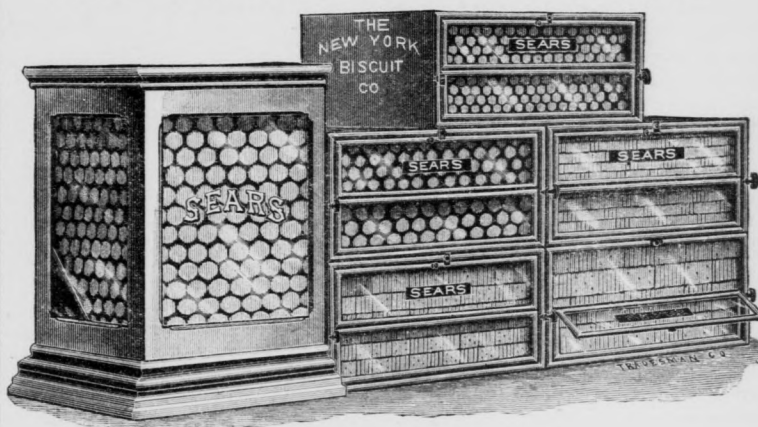
In 1632 the two peninsulas lying on the ocean, Chesapeake Bay and Potomac river, excepting the tip end of the outer one, were given by Charles I to Geo. Calvert, Lord Baltimore. By this charter Calvert became the proprietor of the soil and empowered to make laws for the government of the company to be called Maryland. Calvert so planted the colony in 1634, and the charter, except during a brief interval, continued in force until 1771. By a provision of the charter to Calvert the consent of the freemen of the colony was necessary in the enactment of laws, which secured for them from the first a voice in the government and finally a representative assembly.

The Carolinas had their origin in two charters, of dates 1663 and 1665, the territory being that part of the continent from sea to sea, between the 29th and the 36th and one-half degree of latitude. By these charters the land was given to eight lords proprietors. In time two groups of settlements were made, one on the shore of Albemarle Sound, the other south of Cape Fear River. In 1729, the proprietors surrendered their charters to the crown, and the settlements were divided into royal colonies, North Carolina and South Carolina. The charters to the proprietors above mentioned contained provisions authorizing the making of plantations, the enactment of laws with the consent of the freemen, and the appointment of governors.

As to Georgia, the first settlement was made at Savannah, in 1733. In the year before, George II. had created a company that he styled "Trustees for establishing the Colony of Georgia, in America." The following are stated to be the objects of the new colony: To strengthen the province of Carolina by creating a new one between it and the Spaniards and Indians; to provide a refuge for poor debtors in England; to open an asylum

Cracker Chests.

Glass Covers for Biscuits.



THESE chests will soon pay for themselves in the breakage they avoid. Price \$4.

OUR new glass covers are by far the handsomest ever offered to the trade. They are made to fit any of our boxes and can be changed from one box to another in a moment. They will save enough good from flies, dirt and prying fingers in a short time to pay for themselves. Try them and be convinced. Price, 50 cents each.

NEW NOVELTIES.

We call the attention of the trade to the following new novelties:

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

NEWTON, a rich finger with figs on inside. This is bound to be one of the best selling cakes we ever made.

THE NEW YORK BISCUIT CO.,

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GRAND RAPIDS.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

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 19 inches wide, and writes line 8 inches long. Price, \$100 complete.

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

SEND FOR CATALOGUE.

TRADESMAN COMPANY, State Agents,
Grand Rapids, Mich

for the persecuted Protestants in England, and to promote the christianization and civilization of the Indians. The territory lay between the Savannah and Altamaha rivers. The trustees mentioned in the charter were to make the laws and appoint the governors. In 1751 the trustees gave up their charter, and Georgia became a royal colony.

The early colonies were isolated and independent of one another—scattered throughout the wilderness of the New World there was little communication between them at first, and no concert of action in government or in defense against the Indians. Each colony had its ambitions, its own plans, its own spirit and methods. Some made their own laws as if independent of the mother country, having neither authority nor charter; others made their laws subject to the consent of the king or his representative. Some elected their own governors, others recognized a governor appointed by royal authority.

Three classes of colonies, varying according to the method of their establishment and government, may be distinguished, viz: 1. Charter colonies; 2. Proprietary colonies; 3. Royal or Provincial colonies.

To the first class belong the colonies of Massachusetts, Connecticut and Rhode Island. To the second, the colonies of Pennsylvania, Delaware and Maryland. To the third, the colonies of New Hampshire, New York, New Jersey, Virginia, the Carolinas and Georgia.

In the case of the charter colonies, the charters were written documents guaranteeing to the people certain rights; their source was the king. In the case of the proprietary colonies, the proprietors were William Penn and Lord Baltimore and their descendants. They held their territories by patents or charters emanating from the king; the proprietors in turn granted to the people certain rights and privileges. In the case of the Royal colonies, the king granted no patent or charter, nevertheless from time to time certain concessions were made by the king, which formed a sort of traditional charter. The governors of these colonies administered laws in conformity with written instructions given from time to time by the crown.

The Polite Drummer.

Lester L. Farnsworth in Puck.

The Mean Merchant of Cornshuck Corners was in a bad humor. He had had a severe attack of indigestion that morning, had sworn at his wife and children and kicked over his chair as he left the breakfast table. When he reached his store he found the doors unopened, because his only clerk, whom he was in the habit of bulldozing daily, was sick in bed.

He was, consequently, in a fine humor when the neatly dressed representative of the Parrott Cracker Company called upon him to sell him some of the goods manufactured by that establishment. The drummer, who was an ordinary-looking sort of person, was, of course, in ignorance of what had occurred that morning, and the Mean Merchant's face did not express his feelings in the least; it was as dark and impenetrable a mystery as the Sphinx.

Into this unseen danger, therefore, the commercial traveler walked with the happy air of unconcern and light-heartedness which generally characterizes the members of that large brotherhood of wanderers. He was polite and thoroughly at home, of course; and it was not long before he told the Mean Merchant a joke, for that was his style.

At its conclusion there was a depressing absence of laughter and tumultuous applause; the audience merely grunted. But that did not worry the drummer, for he was used to it. Perhaps the fault lay in the joke. Anyhow, he told another with the same mournful result.

"How are you off for crackers?" he finally asked.

"Ain't off at all, and I don't want any bank crackers," was the reply.

"But perhaps you will be," suggested the drummer, cheerfully, as he hoisted up his sample case and slapped it on the counter with a business-like whack; "and, besides, we have gotten out a new article this season that is just the thing you need; it is selling everywhere like hot cakes, and is the very thing for your trade."

"What do you know about my trade?" growled the merchant. Then he added, fiercely: "Look here! I'm tired of this; you get out of here and get out pretty quick, and take your blankety-blank traps with you!" And he advanced from behind the counter and started toward the drummer, who was still talking away with the blitheness of an innocent, prattling child.

When he reached him, however, the latter, by a movement as quick as it was unpretending, hit the Mean Merchant of Cornshuck Corners under the jaw, knocking him about ten feet. "The name of this new cracker," he went on, "is the 'Gossamer,' and they are so light that you can take one of them between your fingers and blow it up to the ceiling; children cry for them; adults who have once used them will take no other, knowing that there is no adulteration in the materials of which they are composed." He caught the now justly incensed Merchant squarely on the nose as he came at him, and landed him among the galoshes. "Our sales, so far, have been unprecedented; why one firm alone"—two of the Merchant's store teeth flew over in the prune box—"sold two thousand in three months, and we have orders"—bang! crackle! crash! as they grappled and fell into the lamp chimneys—"for so many of them that we can hardly"—biff! as they hit on the floor and rolled over and over—"supply the demand.

"Now we are particularly desirous, sir," continued the drummer, with a pleasant smile, as he adjusted himself comfortably on the top of the prostrate and exhausted Merchant, "to make you a sale; I feel certain that you will take our goods, because they are first-class in every respect. We have all the different grades that are sold, and we will make you a special discount of 6 per cent. off for cash. What do you say?"

"Blankety-blank-blank you! are you going to let me up?" gasped the Merchant.

"Well, now," said the Drummer, cocking his eye at him and regarding him thoughtfully; "that's subject for argument. However, as I was saying—" "Pardon me, sir, for interrupting you," said the Merchant suddenly; "but I believe you wished to know how I was off for crackers. Upon reflection I think I am nearly out; but I cannot really tell what I need until I look over my stock. If you will kindly wait until I can do so I will take great pleasure in giving you an order."

"Certainly, sir," replied the Drummer, as he got up and commenced whistling a low, sweet refrain.

Then he took a large order from the Mean Merchant of Cornshuck Corners and proceeded on his way rejoicing, for that was his way.

After a Sugar Profit.

A meeting of wholesale grocers has been called to assemble at New York City, June 8, in order, if possible, to devise some plan by which the wholesale grocer can obtain a profit on his sales of sugar. It is well known that sales of sugar are now and have been for years made by wholesale grocers at an actual loss, and the state of affairs is no longer endurable.

Use Tradesman Coupon Books.

Agents Wanted!

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

COLUMBIA
VICTOR
RUDGE
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TELEPHONE
OVERLAND
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CLIPPER
PARAGON
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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,

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BICYCLES!

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

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WE WANT

AGENTS IN EVERY

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PERKINS & RICHMOND,

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Send us your orders for

Commercial Printing.

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

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

PRINTING DEPARTMENT
THE TRADESMAN COMPANY.

WHO URGES YOU TO KEEP

SAPOLIO?

The Public!

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

Any Jobber will be Glad to Fill Your Orders.

A DULL MONEY MARKET.

In spite of many discouraging incidents, the market for sound dividend and interest paying securities remains firm and is even advancing. The prophets of evil who have been predicting both the failure of the Richmond Terminal reorganization scheme, which has been so long before the public, and the passing of the quarter's dividend on Northern Pacific Railway preferred stock, have had their sagacity vindicated by the event, and now comes the announcement of the new \$100,000,000 second mortgage of the Atchison, Topeka and Santa Fe Railway Company, which, apparently, is a bold repudiation of the contract of the company with its income bondholders and an attempt to bulldoze them into accepting considerably less than they are entitled to. The Western floods have, likewise, discouraged purchases of the stocks of the companies whose property they have damaged and whose receipts they have cut down. But, beyond the limits of the direct influence of these untoward agencies, purchasers show no signs of trepidation, but rather the reverse.

The fact is, that the abundance of idle capital seeking investment, both here and in Europe, and the consequent low rates of interest for money are adverse to anything like a permanent depression of really good stocks and bonds. In this city, call loans on marketable securities can easily be had at 2 per cent. per annum and less, while time loans on similar securities, as well as discounts of first-class commercial paper, are quoted at not over 3 1/2 per cent. In London, the Bank of England rate, for the first time in five years, stands at 2 per cent. with call money at one-half of one per cent., and discounts in the open market at 1 1/4 per cent. In Paris, Berlin, Amsterdam, Frankfurt and Hamburg the rates of discount in the open market range from 2 to 2 1/2 per cent., and it is only in Portugal, Spain and Italy, where the credit of borrowers is bad, that higher quotations are made.

As usual, this condition of things impresses many minds as being an unprecedented novelty, in the same way that every hot summer is declared to be the hottest ever known, and every cold winter the coldest. It is needless to say that we have had many just such seasons before this one, and shall have many more of them in the future. Day is no more surely followed by night, flood tide by ebb and summer by winter, than are periods of great activity in industry, trade and enterprise by periods of reaction and comparative stagnation. Two thousand and more years ago the wise man of Scripture wrote: "The thing that hath been it is that which shall be, and that which is done is that which shall be done, and there is nothing new under the sun." These words remain true to this day, and they apply as well to financial affairs as to those of less importance.

By most people, too, the present reaction is attributed to the Baring suspension of year before last, and to the shock which that catastrophe gave to general confidence. This, though true in part, is not sufficient to account entirely for the prolonged and widespread dullness now prevailing. Had the Baring failure not been supplemented by the bad harvests of last year in Europe, by the collapse of speculation on the Continent as well as in Great Britain, and by the fear of hos-

tilities by Russia against Germany and Austria, its effects would by this time have passed away. Our new tariff is also chargeable with a disturbance of European manufacturing industry which acts unfavorably upon enterprise. When existing investments of capital are yielding reduced profits, or no profits at all, new ones are not made and a diminished demand for money for both old and new undertakings leads to low rates of interest as a logical consequence.

How profoundly our economical legislation has affected Europe in imagination, at least, is shown by the recent speech of the Prime Minister of Great Britain, Lord Salisbury, condemnatory of free trade, and lamenting the inability of his country to retaliate upon us with protection without doing itself more harm than good. Were it not, as his lordship was compelled to acknowledge, that Great Britain cannot impose duties upon the breadstuffs, provisions and cotton which constitute the bulk of her purchases from us, without increasing the cost of feeding and clothing her workmen, and thus increasing the cost of the manufactures they produce, protection would have a good chance of being tried there. As it is, the British people must endure patiently, what they cannot obviate, a very considerable diminution of their foreign trade apparently caused by our protectionist policy.

The British Board of Trade returns for the past four months of this year show an increase of imports of £3,828,492 as compared with the corresponding four months of 1891, nearly the whole of which increase is in articles of food and drink. The exports for the same period exhibit, on the other hand, a decrease of £7,533,647, as compared with the corresponding four months of 1891, of which decrease £5,871,535 is in articles manufactured or partly manufactured, £700,000 of it resulting directly from the effect of the McKinley tariff in diminishing our consumption of British tin-plate and telegraph wire. There is also a falling off in our buying of machinery and cutlery. For the month of April the decrease in exports amounts to £3,042,504, which is 11.5 per cent. of the total for April, 1891.

It is, of course, an open question whether Lord Salisbury does not, for political effect, exaggerate the injury inflicted by our tariff upon British trade. Evidently the increase of imports which he laments is due not to that tariff, but to the bad harvests, while the decrease in the exports of metal manufacturers to this country is not so great as to justify alarm. He probably had in mind the recent protective legislation of France as well as of this country, and the competition of German protected manufacturers in South America and other foreign markets with those of Great Britain. While, too, the percentage of the loss of British trade is not enormous, it affects so great a number of people that their complaints are noticeable, and, in the silence of those who are still content with their profits, it terrifies a politician.

But, whatever be its cause, there is no disputing the dullness of the European money market, and the sympathetic dullness here. The stagnation shows itself most conspicuously in the piling up of currency in our banks, this being an effect and an indication of the same condition of things that makes interest

[CONTINUED ON PAGE 20.]

HOW'S THIS?

We offer one hundred dollars reward for any case of catarrh that cannot be cured by Hall's Catarrh Cure.

F. J. CHENEY & CO., Props., Toledo, O. We the undersigned, have known F. J. Cheney for the last 15 years, and believe him perfectly honorable in all business transactions and financially able to carry out any obligation made by their firm.

WEST & TRUAX, WALTER, KINMAN & MARVIN, Wholesale Druggists, Toledo, O. Hall's Catarrh Cure is taken internally, acting directly upon the blood and mucous surfaces of the system. Price 75c per bottle. Sold by all druggists. Testimonials free.

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.

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FOR SALE—HALF INTEREST IN GOOD paying drug store in Grand Rapids. Rare opportunity for young man. P. V. Finch, Grand Rapids 524

FOR SALE—A FINE STOCK OF GROCERIES and crockery in first-class shape. Doing a business from \$15,000 to \$18,000 per year in as fine a farming country as there is in the state of Michigan. Can give good reasons for selling. Address Lock Box 14 Elsie, Mich 517

FOR SALE—STOCK OF DRUGS, GROCERIES and wall paper in town of 1000 inhabitants. Building for sale or rent. Reasons for selling, poor health. Address No. 518, care Michigan Tradesman. 518

FOR SALE—FURNITURE AND UNDERTAKING business in good town. Clean stock. Well advertised. Having good trade. Rare chance for some one. Capital required about \$2,000. Funeral car included. Address No. 519, care Michigan Tradesman. 519

FOR SALE—DRUG FIXTURES CHEAP. Address No. 525, care Michigan Tradesman. 525

FOR SALE—CLEAN GENERAL STOCK IN town near Grand Rapids surrounded by excellent farming country. A bargain for some one. M. S. McNitt, Byron Center, Mich. 526

FOR SALE—SMALL STOCK OF GROCERIES and store fixtures at 25 per cent. less than cost. Full delivery outfit, if desired. Address Box 49, Stanton, Mich. 528

HARDWARE STOCK OF \$8,000 FOR SALE. Big snap for some one; absolutely the best thing you will see in six months' travel—located in Lapeer county, at junction of two railroads; only exclusive hardware and implement house in town. If you mean business and have some hard cash to invest in a dead sure thing, address Manwaring & Co., Imlay City, Mich. 527

CLOTHING BUSINESS FOR SALE IN THE hustling town of Belding. A splendid business. For information, address Lock Box 50, Belding, Mich. 520

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

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

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

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

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

TO EXCHANGE.

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

MISCELLANEOUS.

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 location, within ten minutes walk of Monroe St. Price, \$3,200. W. A. Stowe, 100 Louis St. 470

FOR SALE—320 ACRES OF LAND IN HAYES county, Neb. Will sell cheap or trade for a stock of merchandise. A. W. Prindle, Owosso, Mich. 488

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 stove wood. 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 PEDDLERS' 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

FOR RENT—GOOD STORE BUILDING 21 x 41. Living rooms above. Address Geo. P. Mosier, Milo Mich. 522

WANTED—A YOUNG MAN WHO IS A registered or assistant pharmacist, to clerk in general store in small Northern town. Address No. 521, care Michigan Tradesman. 521

WANTED! LUMBER

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

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

WILLIAMS' DELICIOUS ROOT BEER ENJOYED BY ALL.

SPARKLING, 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.

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. Parkill, Oshtemo; L. Pauley, St. Ignace; A. S. Parker, Detroit.
Secretary—Mr. Parsons, Detroit.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—F. J. Wurzburg, Grand Rapids; Frank Inglis and G. W. Stringer, Detroit; C. E. Webb, Jackson.
Next place of meeting—Grand Rapids, Aug. 2, 3 and 4.
Local Secretary—John D. Muir.

Grand Rapids Pharmaceutical Society.

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

Grand Rapids Drug Clerks' Association.

President, F. D. Kipp; Secretary, W. C. Smith.

Muskegon Drug Clerks' Association.

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

When the Sun Gives Out.

Sir Robert Ball, who is one of the foremost astronomers of Great Britain, speaking from scientific knowledge, places the day when the world will come to an end, as we know it, about four or five million years distant, but he gives us every reason to believe that this will be the final winding up of the existence of the human race. It is comforting to have the date of this event so far off. It does not concern us personally, or the generations of the future, so far as we have to do with them. It is simply the statement of a scientific fact which is based upon our present knowledge of the resources of the earth and of the sun. Sir Robert Ball uses the determinations of our own Prof. Langley as the basis of his calculations. The amount of heat which he estimates that the sun originally contained would supply its radiation for 18,000,000 years at the present rate. It is believed that the sun has already dissipated about four-fifths of the energy with which it may have originally been endowed, and this brings us to the conclusion that at the present radiating energy it will last, perhaps, 5,000,000 years longer. This is all that we really know about this matter.

The dependence of human life on the sun is absolute. Even when the sun is withdrawn during the winter season to only a slight degree from the extremities of the earth, it is difficult to sustain life on this planet. What must it be for the whole planet if there should be any considerable diminution of its radiating energy? This statement shows that, while the exhaustion of heat is not an immediate danger, it is a state of things that at some time must be realized, and that nothing can stand in the way of this culmination. In a lesser degree there are many things in life, as we know it to-day, which show that, as a race, we are living beyond our resources, and exhausting the supplies which nature ages ago provided for us. The coal supply in England and Germany and in the United States has its assignable limits. Our later life is almost absolutely dependent for its large development upon the discovery of unlimited supplies of coal, or, in other words, the ability to supply heat in quantities sufficient for all the needs of advanced civilization, but already the coal beds give signs of exhaustion. It is true that new mines are discovered and can be opened, but the opening of new deposits simply transfers the day when the energy found in coal must be supplied from some other source. In the distant geological ages the sun itself was the principal agent in supplying the forces that incarnated heat in this form. It is not now possible to supply any new kinds of fuel. What we have exhausted is lost for all time to come, and it is the loss in these material ways that limits the ability in the earth to sustain life.

It is thus seen that the duration of human life on this planet has certain definite and fixed limits. There is no danger that the world will come to an end in our day, but science is right in fixing a limit to the sun's capacity to heat this planet to a degree necessary to

support life, and there is a fixed limit for the supply of the amount of heat necessary for carrying on the operations for expanding life. It has been a subject of vague speculation heretofore as to when and how the earth would come to an end and the human race pass off the stage as a finality. Science has now in a general way told us as much as we can ever know probably on this subject. Human life within the limits of history goes back only about 3,000 years. What-ever else can be traced in the life of man is a matter of tradition and is obscure. The human race is much older than 3,000 or 4,000 years; but there is every indication that there was a long period in the world's history when human life, as we understand it, did not exist, when the earth was, so to speak, "without form and void," and neither animal nor spiritual life was anything more than a germ yet to be realized. In the light of what Sir Robert Ball states, that early condition of things is again to be realized, and this planet will by and by become a vast mass of dead matter in the universe. We have the consolation, before that day comes, that we shall be where it will be no concern of ours whether the planet is one thing or another; but it is one of the wonderful things about our scientific developments to-day that we can put out our measuring lines and make estimates upon problems over which we have no physical or material control. It is only the mind that rises to the greatness of these issues and measures them with its own rules and feels their gravity by its own elasticity and comprehensiveness. It is a singular evidence of the value of the sciences which seem to be most remote from a practical bearing that one of them should throw light upon the question of the length of time that the sun will survive, and this earth itself will be able to sustain life.

The Progress of Alaska.

In the last *North American* Irvin Petroff dwells on the remarkable development of Alaska during the quarter of a century that it has been in the hands of the United States. For twenty years preceding 1860 the gross receipts of the Russian-American Company were about \$11,000,000, of which the Russian government got \$2,250,000. During the last twenty years the gross receipts from Alaska have been \$60,000,000, of which the United States government got over \$6,000,000. We have inaugurated in this period codfishing, whaling, salmon-canning and gold-mining. Free schools have been established, as well as stations of seven denominations. Alaska now boasts the largest quartz mill in the world and exports bullion. He says: "On the shores of the inside channels, which the Russians twenty-five years ago dared not navigate without an armed guard, shotted guns and boarding nettings, we are met to-day by the busy hum of thriving mining towns, with side-walked streets, enlivened by rumble of wheels and clatter of hoof, with hotels and boarding houses, large stores, steam laundries, saloons and churches, steam ferries puffing from shore to shore, the muffled roar of blasts, and the glare of electric lights." Thus in twenty-five years changes have been wrought which Russia failed to make in 126 years.

Fussy Business Men.

Who has not met the fussy man, who is apparently always in a hurry—whose business (in his mind) is driving him? He makes a great fuss like the old rooster, crows often and loud, but never lays an egg. He does a great deal of fuming, but not much work and rarely accomplishes much. Such men have a higher opinion of themselves than the public have of them. They claim a larger quantum of brains than the Lord blessed them with. We often see fussy women. They, however, appear to an advantage sometimes, but a fussy man never does. There is so much chaff in his composition and ways that the germs of wheat are lost or blown away before they are formed into grains.

Use Tradesman Coupon Books.

AGNES BOOTH CIGARS

Better than the Best Imported and cost only one-half as much.

SALES LAST YEAR, 7,295,275!

I. M. CLARK GROCERY CO., State Agents,
Grand Rapids, Mich.

**PECK'S CASH REGISTER.**

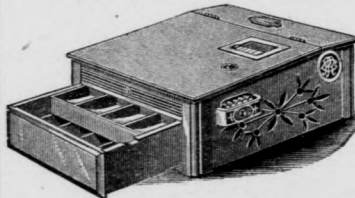
WE SELL MORE

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.

Wholesale Price Current.

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

Table of Wholesale Price Current listing various goods such as Morphia, S. P. & W., C. Co., Moschus Canton, Myristica, Nux Vomica, Os. Sepia, Pepsin Saac, H. & P. D., Co., Pils Liq., N.C.C., Aloes, and various oils and tinctures.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

Grocery Price Current.

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

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

Table listing various grocery items such as Apricots, Peaches, Raspberries, and various meats with their respective prices.

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

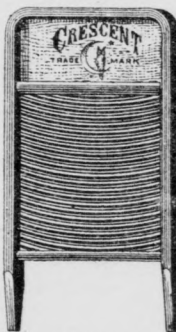
Table listing various grocery items such as CONDENSED MILK, CRACKERS, and various flours with their respective prices.

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

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



Above prices on coupon books are subject to the following quantity discounts:

<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 00 White Borax, 100 ½ lb. 3 60 Proctor & Gamble. Concord 2 80 Ivory, 10 oz. 6 75 " 6 oz. 4 00 Lenox 3 65 Mottled German 3 15 Town Talk 3 00</p> <p>SCOURING AND POLISHING. Sapolio, kitchen, 3 doz. 2 50 hand, 3 doz. 2 50</p> <p>SUGAR. Cut Loaf ② 5½ Cubes ② 5 Powdered ② 5½ Granulated 4½ @ 4.69 Confectioners' A 4½ @ 4.6 Soft A 4.31 @ 4½ White Extra C ② 4½ Extra C ② 4 C ② 3½ Yellow ② 3½ Less than bbls. ¼ 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 8½ Oatmeal Crackers 8½</p> <p>TEAS. JAPAN—Regular. Fair ② 17 Good ② 20 Choice ② 24 Choicest ② 34 Dust ② 10</p> <p>SUN CURED. Fair ② 17 Good ② 20 Choice ② 24</p>	<p>Choicest ② 32 Dust ② 10</p> <p>BASKET FIRED. Fair ② 18 Choice ② 25 Choicest ② 35 Extra choice, wire leaf ② 40</p> <p>GUNPOWDER. Common to fair ② 25 Extra fine to finest ② 50 Choicest fancy ② 75 oolong. Common to fair ② 23 Imperial. Common to fair ② 23 Superior to fine ② 30</p> <p>YOUNG HYSON. Common to fair ② 18 Superior to fine ② 30</p> <p>ENGLISH BREAKFAST. Fair ② 18 Choice ② 24 Best ② 40</p> <p>TOBACCO. Fine Cut. Pails unless otherwise noted Hiawatha 60 Sweet Cuba 34 McGinty 24 " ½ bbls. 32 Valley City 27 Dandy Jim 27 Torpedo 19 Yum Yum 26</p> <p>Sorg's Brands. Spearhead 33 Joker 22 Nobby Twist 39 Oh My 29</p> <p>Scotten's Brands. Kvlo 22 Hiawatha 38 Valley City 34</p> <p>Finzer's Brands. Old Honesty 41 Jolly Tar 32</p> <p>Middleton's Brands. Here It Is 28 Old Style 31</p> <p>Jas. G. Butler & Co.'s Brands. Something Good 38 Toss Up 26 Out of Sight 25</p> <p>Private Brands. Sweet Maple 30 L. & W. Smoking 25 Boss 12½ 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>WASHBOARDS.  Single \$2 00 Wilson 2 50 Saginaw 2 25 Rival 1 80 Valley City 2 00 Defiance 2 61 Crescent 2 75 Red Star 2 50 Shamrock 2 25 Ivy Leaf 2 25</p> <p>VINEGAR. 40 gr. 7 50 gr. 8 \$1 for barrel. WET MUSTARD. Bulk, per gal 30 Beer mug, 2 doz in case 1 75</p> <p>YEAST—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) 85 No. 1 Red (60 lb. test) 85</p> <p>MEAL. Bolted 1 20 Granulated 1 40</p> <p>FLOUR. Straight, in sacks 4 50 " barrels 4 60 Patent " sacks 5 50 " barrels 5 60 Graham " sacks 2 20 Rye " 2 50</p> <p>MILLSTUFFS. Less quantity Car lots \$15 00 \$16 00 Bran 15 00 16 00 Screenings 16 00 17 00 Middlings 20 50 20 50 Mixed Feed 20 50 20 50 Coarse meal 20 50 20 50</p> <p>CORN. Car lots 53 Less than car lots 55</p> <p>OATS. Car lots 30½ Less than car lots 38</p> <p>HAY. No. 1 Timothy, car lots 13 50 No. 1 " ton lots 15 00</p> <p>OILS. The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids: Eocene 9 Water White, old test ② 8½ W. W. Headlight, 156° 7½ Water White ② 7 Naptha ② 7 Stove Gasoline ② 7¾ Cylinder ② 36 Engine ② 21 Black, 25 to 30 deg ② 7¾</p>	<p>HIDES, PELTS and FURS Perkins & Hess pay as follows, prices nominal: HIDES. Green 2¼ @ 3¼ Part Cured ② 3¼ Full " ② 4 Dry 5 @ 5 Kips, green 2¼ @ 3½ " cured ② 4 Calfskins, green 4 @ 5¼ " cured 5 @ 7 Deaconskins 10 @ 20 No. 2 hides ¼ off.</p> <p>PELTS Shearlings 10 @ 25 Lambs 2 @ 50</p> <p>WOOL. Washed 20 @ 25 Unwashed 10 @ 20</p> <p>MISCELLANEOUS. Tallow 3¼ @ 4 Grease butter 1 @ 2 Switches 1¼ @ 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</p> <p>Live Poultry. Spring chickens, per lb. 16 @ 22 Fowls 10 @ 11 Turkeys 12 @ 13</p>	<p>PAPER & WOODENWARE PAPER. Straw 13½ Rockfalls 2 Rag sugar 2 Hardware 2½ Bakers 2½ Dry Goods 5¼ @ 6 Jute Manila 5¼ Red Express No. 1 5¼ " No. 2 4½</p> <p>TWINES. 48 Cotton 10 Cotton, No. 1 17 " No. 2 16 Sea Island, assorted 30 No. 5 Hemp 15 No. 6 " 15</p> <p>WOODENWARE. Tubs, No. 1 7-00 " No. 2 6 00 " No. 3 5 00 Pails, No. 1, two-hoop 1 35 " No. 1, three-hoop 1 60 Clothespins, 5 gr. boxes 40 Bowls, 11 inch 90 " 13 " 90 " 15 " 1 00 " 17 " 2 35 " assorted, 17s and 19s 2 50 " 15s, 17s and 19s 2 75</p> <p>Baskets, market. 35 " shipping bushel 1 20 " full hoop " 1 30 " bushel 1 50 " willow c'ths, No. 1 5 75 " " No. 2 6 25 " " No. 3 7 25 " splint " No. 1 3 50 " " No. 2 4 25 " " No. 3 5 00</p> <p>FISH and OYSTERS. F. J. Dettenthaler quotes as follows: FRESH FISH Whitefish 7 @ 8 Trout 7 @ 8 Hullbut ② 15 Cliscoes or Herring 5 @ 6 Bluefish 11 @ 12 Fresh lobster, per lb 21 Soft crabs, per doz 90 Shrimp, per gal 1 25 Cod 10 @ 12 No. 1 Pickerel ② 8 Pike ② 7 Smoked White ② 7</p> <p>OYSTERS—Cans. Fairhaven Counts ② 41 F. J. D. Selects ② 37</p> <p>SHELL GOODS. Oysters, per 100 1 2 @ 1 50 Clams, " 75 @ 1 00</p>
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Even the Back of Your Head will Smile if You Handle



GERMAN AND VICTOR

COFFEE AND BAKING POWDER

COFFEE STRONG, RICH and FRAGRANT.

A Combination of Old Dutch Java and the Finest Mocha. Always in 1-lb papers, never sold in bulk.
FINE PICTURES AND BOOKS FREE. SEE CERTIFICATES IN EACH PACKAGE FOR PARTICULARS.

VICTOR BAKING POWDER IS THE BEST!

Strictly Pure! Highest Leavening Qualities! Always Uniform Wholesome!

SOLD BY JOBBERS EVERYWHERE.

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

HIGH GRADE GOODS within the reach of ALL.

THE TOLEDO SPICE CO., Toledo, Ohio,

PARAMARIBO, DUTCH GUIANA.

Roasters of HIGH GRADE COFFEES, Grinders of PURE SPICES.

LANDLORD AND TENANT.
PAPER II.

Written for THE TRADESMAN.

It would, no doubt, be a difficult matter to find a business man whose name appears on the big subscription list of THE TRADESMAN, who has not been, or is not at present, either a *landlord* or a *tenant*. Where is the business man who never did, or does not at present, either receive or pay rent? And whenever the element of rent comes in, a tenancy is created. Tenancies partake of the nature of an estate in land, but the lease creating the estate is not a conveyance, and the estate itself is only a *chattel* interest, though it extend a number of years, or be renewable forever. The estate of the lessee is not subject to the lien of a judgment, but could be seized and sold under execution as a chattel; yet a lessee for years acquires an estate in possession in severalty during the term, and in our State he is regarded and treated in law as the owner. He may maintain ejectment and acquire a homestead in the premises. In Connecticut, it has been held in two different cases that a husband's interest in a lease owned by his wife is not one upon which a builder's lien can attach under contract with the husband; and such, no doubt, is the case in our own State, especially where such husband does not enter into such contract as the duly authorized agent of his wife.

A tenancy arises by implication when one takes possession of premises belonging to another, if the circumstances and character of the occupancy do not negative its existence. Actual occupancy is not essential to liability for rent, if the key of the premises is held by the tenant. When a tenant holds over his term with assent, express or implied, he holds by implication of law upon the conditions of the original lease, in so far as they are not expressly modified, and this implication arises independently of the intention of the tenant, and is not overcome by mere notice on his part that he will hold over under a different tenure. A mere holding over the term will not imply a renewal of the lease, if the holding is not by consent; and, if the premises have been conveyed by the owner, there is no presumption that a holding over is upon the former terms.

To prove a tenancy by parol, no particular words are necessary; but it must appear that possession was surrendered to the tenant. In a California case it was held that a verbal lease may make rent an offset to interest upon a note. In our own State it has been held that an oral agreement for a lease for a year, limited to take effect at some future time, is valid, if it may possibly be performed within the statutory period; and a lease void as to the term by the statute is a good lease for a year, or from year to year, if possession is had under it, and will regulate the tenancy except as to the duration of the term. Any contract upon which a tenancy is based, running for more than one year, in order to satisfy the Statute of Frauds, must be signed by the lessor, or his agent, duly authorized, and the lessor is bound though the lease or contract is not signed by the lessee. It may be fully satisfied by a written proposal and a written acceptance or by any letters or separate documents which may together disclose the terms of the contract.

Acts of part performance will not usu-

ally take a parol lease out of the statute in a court of law; but, when the lessee has fully performed his part of the contract, a specific performance will be decreed against the lessor. A tenant may claim compensation for improvements or repairs made upon faith of a parol agreement within the statute.

Equity will decree specific performance of an agreement for a future lease, when it is necessary to do justice, and to carry out the intention of the parties, as against a purchaser of the premises, who purchased from the lessor with notice of the lease; and will decree that the lease shall contain the usual covenants, and other provisions locally customary, whether the agreement provides for them or not. A party to an agreement for a lease may elect to sue for damages for its breach, instead of claiming a specific performance; and the damage to be recovered by the proposed lessee is the actual loss occasioned directly by the breach, including the loss and expense incurred in moving, or preparing to move, together with the difference between the real value of the lease and the contract price. It is no ground of mitigation of damages that the plaintiff, during the term, was engaged in a more profitable employment. In an action against the lessee for refusing to take the premises agreed, the measure of damages is the rent for the term, less the amount received for rent during the term from others.

The writer saw, not long since, a copy of an old lease executed a century ago, and covering nineteen acres of land in New York. It was given to one Noah Conrad and his heirs "so long as wood grows and water runs." This instrument, in effect, was a conveyance of the land in fee simple.

Tenancies are, practically, of four kinds—tenancy by sufferance; tenancy by will, or from year to year; tenancy for years, and tenancy for life. Perpetual tenancies are foreign to our State.

A tenant by sufferance is one who has entered lawfully and holds over without authority or consent of the owner, or by mere permission without contract. A tenant by contract holding over without consent after the expiration of his tenancy, or after due notice to quit, or a purchaser from a life tenant holding over after his death, or a sub-tenant of a lessee who has no right to sublet, or a grantor remaining in possession without contract, or one holding over after breach of a contract of purchase, is a tenant by sufferance. He is not liable in an action for trespass before notice to quit or actual entry by the landlord, but is liable for damages if he interferes with the letting of the premises. A landlord may elect to treat a tenant by sufferance either as a trespasser or a tenant, but a demand for rent is not conclusive evidence of consent. A tenancy by sufferance may be determined at any time by entry of the landlord, without notice, unless some statute requires notice, as is the case in our own State; but the tenant is not entitled to statutory notice, if he asserts a hostile claim. Our statute provides a summary process by which an over holding or non-paying tenant may be removed after seven day's notice to quit, which will be treated of later on under the head of "Summary Proceedings." An obligation to pay rent is usually implied from occupancy by consent, but not from mere occupancy without consent; and, therefore, a tenant by suffer-

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. Beets—New, 30c per doz. Bermuda Onions—\$2 per crate of about 50 lbs. Butter—The market is well supplied, dealers paying 13¢@14c for choice dairy and holding at 15¢@16c. Cauliflower—\$2 50 per doz. Cabbages—New stock is in fair demand at \$3 @ \$3.50 per crate of 125 lbs. Cucumbers—30c per doz. Dried Apples—Sun-dried is held at 4¢@4½¢ and evaporated at 5¢@6¢. Eggs—The market is steady and firm. Jobbers pay about 12½¢ and hold at 13¢@14c. Egg Plant—\$2.50 per doz. Honey—14c per lb. Very scarce. Lettuce—Grand Rapids Forcing is in fair demand at 12c per lb. Onions—Green are in fair demand at 12c per dozen bunches. Peas—Green, \$1.25 per bu. box. Pieplant—4¢@5¢ per lb. Pineapples—\$1.25 @ \$1.75 per doz. Potatoes—Old stock firm and strong at 30c per bushel. New stock is in limited supply and demand at \$1.50 per bushel. Radishes—25c per doz. bunches. Squash—5c per lb. Strawberries—Illinois fruit is in strong demand at 11¢@13c qt. Tomatoes—\$1 per bushel. Wax Beans—\$2 per bu. box.

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	13 50
Clear, fat back	12 75
Boston clear, short cut	13 50
Clear back, short cut	13 25
Standard clear, short cut, best	13 50
SAUSAGE—Fresh and Smoked.	
Pork Sausage	7½
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	7½
Blood Sausage	5
Bologna, straight	5
Bologna, thick	5
Head Cheese	5

LARD.			
Kettle	Rendered.	Family.	Com.
Tierces	7½	7	5½
50 lb. Tins	8	7½	6
30 lb. Pails	8½	7½	6½
10 lb.	8½	7½	6½
5 lb.	8½	7½	6½
3 lb.	8½	8	6½

BEEF IN BARRELS.	
Extra Mess, warranted 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
" " 12 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 @ 4½
" loins, No. 3	10
" ribs	8½ @ 9
" rounds	5½ @ 6
Bologna	4
Pork loins	8
" shoulders	6½
Sausage, blood or head	4½
" liver	4½
" Frankfort	4
Mutton	8 @ 9
Veal	5 @ 6

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

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

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

FANCY—In bulk.		Palls.
Lozenges, plain	Printed	
Chocolate Drops	11	11½
Chocolate Monumentals	13	
Gum Drops	5½	
Moss Drops	8	
Sour Drops	8½	
Imperials	10	

FANCY—In 5 lb. boxes.		Per Box
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	80	
" printed	85	
Imperials	60	
Mottos	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, 125 and 300	3 50@4 00	
" " 150, 175 and 200	4 50	
Messinas, choice 200	4 50	
" " 100	4 00@4 25	

LEMONS.		
Messina, choice, 300	3 50	
" fancy, 300	4 00	
" choice 300	3 50	
" fancy 300	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	2 ½	
" " 50 lb.	5 ½	
" Persian, 50-lb. box	4½ @ 5	

NUTS.		
Almonds, Tarragona	17	
" Ivaca	15½	
" California	17	
Brazils, new	8	
Filberts	11½	
Walnuts, Grenoble	13½	
" Marbot	10	
Table Nuts, fancy	12½	
" choice	11½	
Pecans, Texas, H. P.	11	
Cocoanuts, full sacks	11 @ 25	

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.

ance is not liable for rent in the absence of statutory provision, but he is liable for the value of his use and occupation.

Tenancy by will or from year to year is the prevailing form of tenancy existing among business men everywhere. Every man who rents his dwelling house, store or shop by the week, month or year, holds his estate in the leased premises by virtue of what is known as a "tenancy by will, or from year to year." Every estate of this kind is at the will of both parties, so that either may at any time determine his will by giving the requisite notice to the other party. A strict tenant at will has no certain indefeasible estate, and cannot assign or demise it to another, but a general tenancy at will, which is, at the common law, constructively a tenancy from year to year, is an assignable estate. The agreement, express or implied, for a periodical rent, constitutes a general tenancy by will, and in this State the old common law definition of such a tenancy prevails.

A tenant at will may maintain trespass for injury to his possession until his estate is determined, even as against the landlord; and he is not liable in trespass until the tenancy is terminated though he is liable in case of waste. He has no equity for improvements made without consent, but when the landlord determines his tenancy, he has a right of ingress and egress for a reasonable time to remove personal property belonging to him. The landlord cannot sue for injury to the possession of the tenant at will; but he may recover for any voluntary waste or injury to the reversion.

E. A. OWEN.

Definition of a Lease.

"A lease, my boy," said old gentleman in reply to a question, "is a document that is most wonderfully constructed. A lease is a contract that is not lived up to by either party and generally not fully understood by either.

"It requires more words to say a little in a lease, my boy, than there are in one of Shakespeare's plays, and according to law the whole affair is made as involved as a Chinese puzzle, the only thing at all equaling it in that way being an indictment of forty-seven counts, carefully drawn in accordance with the statutes of the state. I have known a man to be crippled for life by the mere weight of an indictment accidentally dropped on him. It is so cumbersome and involved that it frequently slips a cog and seriously clogs the machinery of the law.

"But to return to leases. You see a real estate agent and he tells you the terms on which he will rent you a house or an office. You understand it, and he understands it, and all is clear sailing until the lease is made out. You look it over and then tell him that you never carried away or destroyed a house in your life and did not know you were suspected of such a thing. He informs you that that is merely a legal formality and does not amount to anything. You find a lot of other formalities and finally say:

"Well, I thought that the arrangement was that I was to have the place for \$50 a month, keep it in repair and get out if I failed to pay the rent."

"That's it exactly," he replies.

"Then you wonder at the ingenuity of the man who can use 1,500 words to say a little. But you sign the lease, take it home, study it some more and discover one great truth. It is largely devoted to specifying what the party of the first part does not have to do and what the party of the second part does have to do.

"That's a lease, my boy."

Only a Traveler's Trick.

Commercial traders work hard, keep posted on current events by reading all the newspapers and may always be relied

on to get up some practical joke or to appreciate the stories and jokes of others. The latest thing out is a shipping tag which was recently discovered at the union depot, tied by a gripsack tourist to the button of the coat of an innocent appearing countryman from Grandville. On the tag was printed:

"I am out on a h—l of a toot. When I collapse and can't stand any longer, steal my pocketbook, wind up my watch, sponge my clothes and ship me home. My name is—, residence—.

"P. S. Keep this out of the newspapers and write my wife that it was an old case of stomach trouble."

The innocent victim was asleep in one of the seats of the depot. When he woke up and found the label on his coat and was wrathful and wanted to fight everybody in sight, the punster traveling man was speeding miles away in the varnished cars with upholstered seats.

Do You Desire to Sell

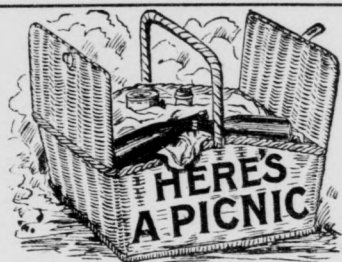
Carpets and Lace Curtains

By Sample?

Send for our Spring catalogue

SMITH & SANFORD,

Grand Rapids, Mich.



Outfit that very properly contains a supply of

Hires' Root Beer

which adds to the enjoyment of all the other dainties, and makes a picnic a picnic indeed. A 25 cent package makes 5 gallons of this very popular beverage.

Don't be deceived if a dealer, for the sake of larger profit, tells you some other kind is "just as good"—'tis false. No imitation is as good as the genuine Hires'.

Don't Buy

YOUR SPRING LINES OF

Hammocks, Base Ball Goods, & Fishing Tackle

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

EATON, LYON & CO., GRAND RAPIDS.

Grand Rapids & Indiana.

Schedule in effect May 15, 1892.

TRAINS GOING NORTH.

Arrive From	Leave Going
For Saginaw and Cadillac	5:15 a m
For Traverse City & Mackinaw	9:20 a m
For Saginaw & Traverse City	2:00 p m
For Petoskey & Mackinaw	8:10 p m
From Kalamazoo and Chicago	8:25 p m
Train arriving at 9:20 daily;	
all other trains daily	
except Sunday.	

TRAINS GOING SOUTH.

Arrive From	Leave Going
For Cincinnati	6:20 a m
For Kalamazoo and Chicago	11:50 a m
For Cincinnati	5:30 p m
For Chicago	10:40 p m
From Saginaw	10:40 p m
Trains leaving at 6:00 p. m. and 11:05 p. m. run daily;	
all other trains daily except Sunday.	

Muskegon, Grand Rapids & Indiana.

From 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
Arr 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	
Arr 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. Almquist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.

C. L. LOCKWOOD, General Passenger and Ticket Agent.

Toledo, Ann Arbor & North Michigan Railway.

In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee express 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 10:00 p m
Mixed	7:05 a m 4:30 p m
Day Express	1:20 p m 10:00 a m
*Atlantic & Pacific Express	10:30 p m 5:00 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. F. M. BATES, Gen'l Agent, 85 Monroe St. A. ALMQUIST, Ticket Agent, Union Depot. G. W. MUNSON, Union Ticket Office, 67 Monroe St. O. W. KEOGHE, G. P. & T. Agent, Chicago.



TIME TABLE

NOW IN EFFECT.

EASTWARD.			
Trains Leave	*No. 14	+No. 16	*No. 82
Lv. Chicago	8:30pm		
Lv. Milwaukee	7:30pm		
G'd Rapids, Lv	6:50am	12:20am	3:25pm
Ionia	7:45am	11:25am	4:27pm
St. Johns	8:30am	12:17pm	5:20pm
Owosso	9:05am	1:20pm	6:05pm
E. Saginaw	10:45am	3:05pm	8:0pm
Bay City	11:30am	3:45pm	8:45pm
Flint	10:05am	3:45pm	7:45pm
Pt. Huron	11:55am	6:00pm	8:00pm
Pontiac	10:53am	3:05pm	8:25pm
Detroit	11:50am	4:05pm	9:25pm

WESTWARD.			
Trains Leave	*No. 81	+No. 11	*No. 15
Lv. Detroit	1 5p	6 50am	1 50am
G'd Rapids, Lv	7 05am	1 00pm	5 10pm
G'd Haven, Ar	8 35am	2 10pm	6 15pm
Milwaukee Str		6 30am	6 30am
Chicago str.		6 00am	6 00am

*Daily. +Daily except Sunday. Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:00 p. m. and 10:00 p. m. Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:15 p. m. and 10:30 p. m. Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper. Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffet car.

CHICAGO

MAY 15, 1892.

AND WEST MICHIGAN R.V.

GOING TO CHICAGO.	
Lv. G'R'D RAPIDS	9:00am 12:05pm *11:55pm
Ar. CHICAGO	5:16pm 5:25pm *7:05am
RETURNING FROM CHICAGO.	
Lv. CHICAGO	8:25am 4:5pm *11:15pm
Ar. G'R'D RAPIDS	3:15pm 10:10pm *6:10am
TO AND FROM BENTON HARBOR, ST JOSEPH AND INDIANAPOLIS.	
Lv. Grand Rapids	9:00am 12:05pm *11:35pm
Ar. Grand Rapids	*6:10am 3:5pm 10:10pm
TO AND FROM ST. JOSEPH.	
Lv. G. R.	10:00am 12:05pm 5:30pm 8:30pm
Ar. G. R.	10:55am 3:15pm 5:25pm
TO AND FROM MANISTEE, TRAVERSE CITY AND ELK RAPIDS.	
Lv. Grand Rapids	7:25am 5:17pm
Ar. Grand Rapids	11:45am 9:40pm
THROUGH CAR SERVICE.	
Between Grand Rapids and Chicago—Wagner Sleepers—Leave Grand Rapids *11:35 p. m.; leave Chicago 11:15 p. m. Parlor Buffet Cars—Leave Grand Rapids 12:05 p. m.; leave Chicago 1:45 p. m. Free Chair Cars—Leave Grand Rapids 9:00 a. m.; leave Chicago 9:25 a. m.	
Between Grand Rapids and Manistee—Free Chair Car—Leaves Grand Rapids 5:17 p. m.; leaves Manistee 6:55 a. m.	

DETROIT, MAY 15, 1892.

LANSING & NORTHERN R. R.

GOING TO DETROIT.	
Lv. G'R'D RAPIDS	6:25am *1:00pm 5:40pm
Ar. DETROIT	10:30am *5:11pm 10:40pm
RETURNING FROM DETROIT.	
Lv. DETROIT	7:05am *1:15pm 5:40pm
Ar. G'R'D RAPIDS	12:00m *5:15pm 10:15pm
To and from Lansing and Howell—Same as to and from Detroit.	
TO AND FROM SAGINAW, ALMA AND ST. LOUIS.	
Lv. Grand Rapids	7:05am 4:15pm
Ar. Grand Rapids	11:50am 10:40pm
TO LOWELL VIA LOWELL & HASTINGS R. R.	
Lv. Grand Rapids	6:25am 1:00pm 5:40pm
Ar. from Lowell	12:00m 5:15pm
THROUGH CAR SERVICE.	
Between Grand Rapids and Detroit—Parlor cars on all trains. Seats 25 cents.	
Between Grand Rapids and Saginaw—Parlor car leaves Grand Rapids 7:05 a. m.; arrives in Grand Rapids 7:40 p. m. Seats 25 cents.	
*Every day. Other trains week days only. GEO. DEHAVEN, Gen. Pass'r Ag't.	

Playing Cards

WE ARE HEADQUARTERS

Daniel Lynch,

19 S. Ionia St., Grand Rapids.

CHAS. 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.

A DULL MONEY MARKET.

[CONTINUED FROM PAGE 13.]

low. Borrowers of money, as I have often pointed out, want, not coin nor paper, but the things that coin and paper will procure for them by exchange. As a matter of fact, in very few large borrowing transactions does actual money change hands. Usually only a bank credit is transferred by the lender to the borrower and by the borrower to the seller of the commodities he requires, and except in paying wages and buying from small producers no actual currency is employed. It is true that we are adding every month between \$4,000,000 and \$4,500,000 to our stock of money, and thus apparently to our loanable capital. The only result is that by augmenting the total volume of currency we inflate the prices of commodities, and thus counteract whatever benefit might be derived from the hindrance to importations caused by our tariff. The process is bound to end, sooner or later, in a reduction, through the export of gold, of our circulating medium to the quantity needed for use, but in the meanwhile it accumulates in bank vaults or remains in other depositories.

Naturally, in view of this dearth of opportunities for the employment of capital in trade or in schemes for the development of new sources of wealth, well established paying investments are more sought for and higher in price. The rise in our coal stocks, particularly Delaware and Hudson, is mainly attributable to this cause, and it is needless to seek for others more remote. All sorts of explanations are given of the advance of Manhattan Railway stock, but the dividends it pays and is likely to pay in the future make them entirely unnecessary. Any long continuance of low rates of interest on temporary loans inevitably creates a willingness to pay more for permanent interest and dividend paying securities, and, were it not for the uncertainty that attends all human affairs, I should confidently predict still higher prices for them. But, though the results of this year's harvests here and in Europe have yet to become manifest, and the contingency of a war in Europe has to be considered, and the finances of our Government

are in a very unsettled condition, still, in view of all the conditions, I recommend my readers not to hesitate to pick up any really good investments that may be offered them. Eventually, no doubt, the present dullness will be succeeded by activity, but the change will not be sudden, nor the waiting for it profitable. Eventually, too, another reaction will ensue, like that of 1890, and after it another demand will spring up for good investments such as now prevails. Too much caution and foresight, it is well to remember, is as bad as none at all. It paralyzes action and purchases safety at the expense of profits which might be made, but which, through irresolution, are allowed to pass unappropriated.

MATTHEW MARSHALL.

The Report Confirmed.

Under the caption of "An Unwarranted Report," the *Cadillac News* publishes the following:

Through investigation we learn that there is not the least foundation for the report, printed in the *MICHIGAN TRADESMAN* this week, that the D. A. Blodgett & Co. bank, of this city, would be merged into a National bank. The banking firm are satisfied with the present method and status of their business, and the business men and citizens of Cadillac would much prefer the D. A. Blodgett & Co. bank should remain where it is and as it is. It is one of the very strongest and best banks in the State, and its business relations with the business men of this city and this section of the State are as liberal and accommodating as safe transactions in that line will possibly admit.

It is possible that Mr. Blodgett knows his own business quite as well as the editor of the paper above referred to. In the light of Mr. Blodgett's positive statement that he does propose to merge the firm of D. A. Blodgett & Co. into a National bank, *THE TRADESMAN* is disposed to accept the announcement as authoritative, even though it is contradicted by a person who has no financial interest in the business and whose commercial rating is not of such a character as to cause the present banking house any fear that it will ever have competition in banking from such a source.

Use *Tradesman Coupon Books*.



WE are on top, in the way of Boys' Express Wagons. They are daisies—the finest in the market—and the prices are within the reach of everybody. Don't fail to get our catalogue and prices before you buy. Prompt attention given to all communications.

Benton Manufacturing Co.,

Manufacturers of

Hand Rakes, Snow Shovels,

Boys' Carts, Express Wagons,
Children's Sleighs, Etc.

POTTERVILLE, MICHIGAN.

GOLD MEDAL, PARIS, 1878.

**W. BAKER & Co.'s
Breakfast
Cocoa**

*Is Absolutely Pure
and it is Soluble.*

**Unlike the
Dutch Process**

*No alkalies or
other chemicals
or dyes are used
in its manufac-
ture.*



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

W. BAKER & CO., Dorchester, Mass

**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.



**TANGLEFOOT
Sticky Fly Paper.**

PRICE:	
One Box.....	\$.45
One Case (10 Boxes).....	4 00
Each box contains 25 Double Sheets and one TANGLEFOOT Helder.	

Each Sheet is separately sealed with a border of wax.
Each double sheet separates into two perfect single sheets.
Tanglefoot is spread heavily on impervious paper.
Tanglefoot is the only sticky fly paper which can be purchased advantageously by the box for use in stores, offices, hotels, etc., etc.

No sheet will spoil, no matter how long a box may last.

FOR SALE BY ALL JOBBERS.

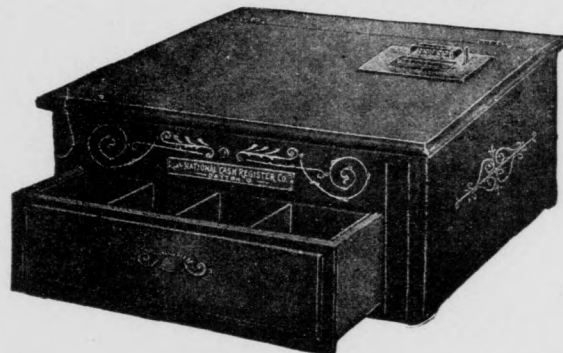


If you want the best Autographic Register
buy the National



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.

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.

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.

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.

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.

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.

1844

H. LEONARD & SONS,

1892

Illustrated Catalogue, No. 108.

260 pages. Now ready for delivery. If you have not received a copy, drop us a postal and we will promptly mail it to merchants, postage paid.

Our Catalogue is largely increased in size over any previous year, and we boldly claim that it is the most complete, perfect and simple catalogue published by any firm in the United States.

We Offer You

PROMPT SHIPMENT,
LARGEST STOCK,
VERY BEST TERMS,
LOWEST PRICES.

Remember we want your trade. We want the trade of every solvent firm in the territory. Our experience of 48 years in one line of merchandise has placed us in a position to give you greater value for the money, in many genuine bargain lines of staple goods than any other house in America.

We guarantee the quality of our goods to be exactly as represented. We have made sweeping reductions in the prices of many leading lines and should there be still further reductions from the prices named, owing to the pressure or the "squeezing" we often bring to bear upon the factories, we shall give you the advantage of every such reduction, no matter at what price you may order the goods.

OUR TERMS:

NO GOODS sold at wholesale except to merchants or dealers.

IF YOU WANT credit and are strangers to us, please refer us to a house with whom you are dealing.

MOST SATISFACTORY arrangements may be made for new stocks of goods. Correspondence on this subject is invited.

60 DAYS' TIME allowed to merchants who have a good commercial rating, provided satisfactory references are given as to character, promptness, etc.

3 PER CENT. discount for cash in ten days (not twelve) on bills exceeding \$5. No discount on bills of less amount.

PROMPT PAYMENT required, when bills are due, otherwise sight draft will be made.

Our Roslyn Delavan Dinner Sets

As illustrated in colors on page 29 is the prettiest shape with the neatest decoration of fine flowers relieved with gold we have ever shown. It is a perfect success as a "seller" and no experiment. It pleases every time, and the price is within the reach of all. Retail \$20.00 per set.

Latayette Water Sets.

This is only one of many styles shown on pages 74 and 75, but it is a leader, and if you order a package you will sell it with a good profit. Made from the best flint glass, richly decorated, and in the latest French shapes.

Pearl Glassware

As shown on page 67 with the "sets" more elaborately illustrated on page 72 is the brightest crystal ware yet produced and seems to have taken the popular fancy by storm. We are obliged to order the line in car load lots to keep up a stock, and this is merely a sample of the boom all our new glassware is having this season. The assortment contains every thing needed in a pretty line, and is subject to a discount of 50 per cent from the prices quoted. Order a package.

Berry Sets

At popular prices. Never before has any firm offered such beautiful crystal glass sets at the prices shown on page 68. Only 18 to 38 cents for the most brilliant glass in the latest patterns. The "Dutchman's 1 per cent." is in this package which costs only \$3.35 complete.

Ten Cent Berry Bowls.

This "Clipper" assortment should be shown on every counter. That's all you have to do with such goods—show them, and they sell themselves. Price, 85c. per dozen. The bowls are full size and never before sold at less than 25c. to 35c. each at retail. Drop us a postal for a package of the "Clippers," page 68.

Silver Plated Knives.

Have you examined the immense line of Knives, Forks, Spoons, etc., we are showing on pages 56 to 61? There are styles at every price from the cheapest good ware to the best quality manufactured. We do not keep any "trash" so that every item sold in this line is guaranteed to be just exactly as represented. Remember that we carry the largest lines of Silver Plated Ware in the state, and we wish to call your special attention to the new reduced discounts quoted.

Akron Stoneware.

Many dealers purchased their ware early in the season, from car load lots, but the unprecedented demand of this spring has already exhausted many stocks. If you are out of such staples as Milk Pans, Small Butter Jars, etc., don't remain so and let your neighbor do the business. Correspond with us, and we will try to help you out, from our stock.

The English Hedgerow Dinner Ware.

This beautiful design, lithographed in exact colors on page 23 is our latest English decorated pattern and you only need to glance at the page to show you the success it is. The price puts it within the reach of every family in the country, and as it is very heavily stocked in open assortments, in addition to the cheaper assorted crate lots, it is a safe pattern to adopt as it can always be matched, a very great point to a customer. You can easily retail a complete dinner set for \$12.50 and your customers cannot fail but appreciate the ware and the price. The profit is excellent, especially if ordered in crate lots. Look this up carefully and remember it is positively the prettiest set shown in the market this season, and is far ahead of last year's styles.

Children's Carriages.

Our success with this line was so pronounced last year, that we have made extra efforts to show the best line ever illustrated, from the best manufacturers in the United States. Every carriage is a marvel of grace and beauty and built to last right through a large family. Our prices are guaranteed to be the best factory prices, our profit being merely the slightest commission. Please examine the styles carefully, which are all new this season, and if you have never handled them order a few to try. We are confident you will never be without them again.

The Grocer's Refrigerators

Shown on pages 141-2-3 are a marvel of elegance and convenience, and especially the latest style No. 61, with drawers to keep the cold air inside and a sliding butter jar compartment, is at once the most complete and economical arrangement ever offered. The superbly carved front with self closing Horseshoe Locks, makes it one of the most attractive feature of a well-appointed store. It cannot deteriorate in value and is always worth the moderate price we ask for it. We also make all glass refrigerators for windows or Grocer's Refrigerators with glass doors. Prices on our entire line quoted on application.

Refrigerators

As usual we illustrate the most complete line shown in any catalogue. We should do this much, as everybody knows that we manufacture them ourselves, employing two hundred and fifty men in our factory, and work them every working day in the year, and we sell our well-known "Leonard" refrigerators in every state and prominent city in the Union. Our line is very much improved for this season and is unquestionably the handsomest example of wood work shown. Our special features are made by no other firm, and make ours the easiest selling Refrigerator on the market.

Seven Walls for Preserving Ice.

Solid Iron Shelves.

"Leonard" Patent Ice Rack.

"Leonard" air tight lock.

"Leonard" Refrigerator Trap.

"Leonard" Refrigerator Casters.

"Leonard" System of Cooling.

"Leonard" CLEANABLE flues.

Our Kitchen Cabinet.

On page 151 we illustrate a modern convenience which will set upon any kitchen table or upon one of our Refrigerators. It is a cabinet containing every useful article used in the kitchen. Food of all kinds and tools to work with. Discount quoted upon application.

Our Special Filter.

The Zanesville Stone Water Filter on page 152 is now recognized as the simplest and best Filter on the market. We have sold them with constantly increasing sales for five years and it has been thoroughly proved that the use of this filter will positively prevent all diseases arising from the common deep well water, as well as from the impure river water. The filtering disc is a natural deposit of stone and possesses the marvelous property of converting the most foul and stagnant water into a healthful and pure condition, extracting all disease germs and rendering it perfectly wholesome. The prices are very low, and no family can afford to be without one.

Lawn Mowers.

Now is the opportunity to make sales of these staple articles; you can order one or more from us as sample and if you will notice prices on page 213 you will see that they were never so cheap as at present. Every mower guaranteed to please as we have sold this line for the past five years and know exactly how well they suit. Grass Catchers to retail for \$1.00 each also illustrated. The 16-inch lawn mower is offered at a particular low figure so that it may be retailed at \$5.00 each.

Automatic Porch Chairs.

The steel, automatic, friction acting, swinging Porch or Lawn chairs, as shown on page 245 is a convenience that only needs to be seen to be appreciated on every porch or lawn in the country. The price is very much reduced this season owing to the enormous quantity of them that are now manufactured, and the universal verdict of those who have used them is, that they are the most comfortable and luxurious addition to summer life that has ever been invented. Please examine them carefully and order one at least as sample. You will surely follow it by ordering a package of one half dozen.

Croquet Sets.

Page 243—Price List.

No. 54	balls	retails at	\$5c.	each.
No. 106	"	"	\$1.00	"
No. X54	"	"	1.25	"
No. A 8	"	"	1.35	"
No. XA 8	"	"	1.50	"
No. 64	"	"	2.00	"
No. 18	"	"	2.25	"
No. 75	"	"	2.50	"
No. 38	"	"	3.00	"

Children's Velocipedes.

Our boys' and girls' velocipedes and bicycles are the best that can be purchased. They are our specialty and used in the largest quantities. We carry stock of all sizes suitable for children of every age. By always keeping a few samples, if no more in your stock, you can catch many a sale that would otherwise be missed. See description and price list on page 242.

Five and Ten Cent

Department Counter Goods are still one of our most satisfactory departments. By making a specialty of this wonderful line, we are able to show very many most astonishing bargains, that have never been offered in this class before. We call your special attention to the entire line of new and reduced prices we quote throughout our catalogue.