

Michigan Tradesman.

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THE TRADESMAN COMPANY, PUBLISHERS.

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NO. 457

TELFER SPICE COMPANY,

MANUFACTURERS OF

Spices and Baking Powder, and Jobbers of
Teas, Coffees and Grocers' Sundries.

1 and 3 Pearl Street,

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Foreign and Domestic Fruits and Vegetables.
Oranges, Bananas and Early Vegetables a Specialty.

Send for quotations.

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CIGARS COMPARES WITH THE **G FAUDE'S F**

G. F. FAUDE, Sole Manufacturer, IONIA, MICH.

The Green Seal Cigar

Is the Most Desirable for Merchants to Handle because

It is Staple and will fit any Purchaser.

Retails for 10 cents, 3 for 25 cents.

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We Control Territory on the Finest and Largest Line of Cheap, Medium and
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WRITE US FOR
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WE WANT
AGENTS IN EVERY
LIVE TOWN.

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C. N. RAPP & CO.,

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Mail Orders Receive Prompt Attention.

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FRUITS, SEEDS, BEANS AND PRODUCE,

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STANDARD OIL CO.,

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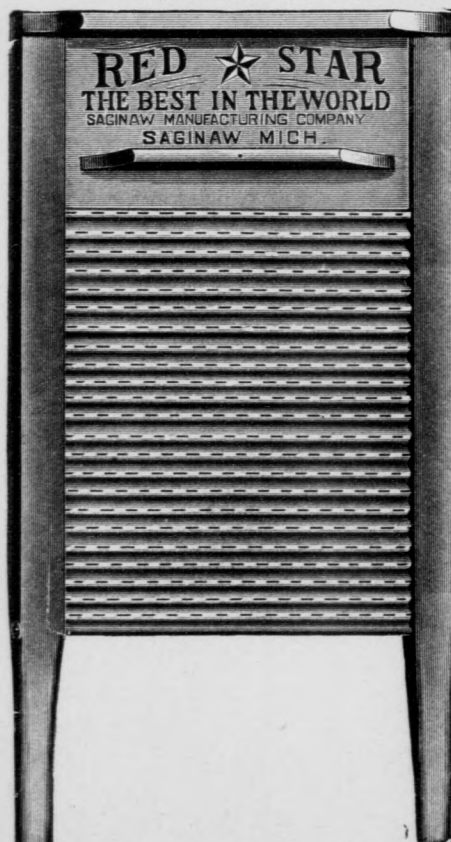
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EMPTY CARBON & GASOLINE BARRELS.

SAGINAW MANUFACTURING CO.,

SAGINAW, MICH.,

Manufacturers of the Following List of Washboards.



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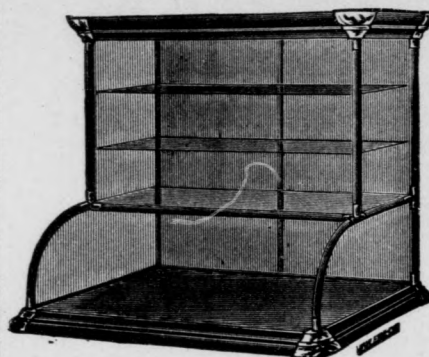
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The above are all superior Washboards, in the class to which they belong. Send for cuts and price-list before ordering.

T. S. FREEMAN Agt, Grand Rapids, Mich.

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First-Class Work Only

Of Every Description.

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Agents Wanted!

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

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RUDGE

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CLIPPER

PARAGON

IROQUOIS

PHENIX

GENDRONS

and all the

Western Wheel Works
Line.

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

STUDLEY & BARCLAY,

4 Monroe St.

Grand Rapids, Mich.

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.

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS.

NO. 457

And by Wholesale Grocers generally.

home. To the left the way led back to her.

"I have almost killed her by my recklessness," he thought; "why should I go back to complete the job?"

He glanced over his right shoulder.

"But that may mean the same thing. She is alone and helpless. Still, to go back means—God!" he sobbed, "why can't I be a man?"

His eyes sought the stars.

"Yes, I can be."

He took off his hat and raised high his head. Then he spoke, while yet looking up, and the still night air heard his words:

"I swear that hereafter I will hold my desire for drink in check, and that I will strive to make myself worthy of the good woman who bears my name. So help me God. Amen."

Then down the back track he strode fiercely, clenching his hands as he swung them at his sides.

Two hours later he stepped upon the platform of the station at Toano. There he stopped to rest. It was still dark, and no one was about to look at him suspiciously as upon a tramp, and to tell him to be off.

From a small building across the way lights were shining. Through the open doorway he saw men sitting about a stove. He heard their loud jokes and hearty laughs. How warm and comfortable they seemed. And he was bitterly cold. He went nearer to the place. As he approached it, a man came and stood in the doorway. Strange to say, this man greeted him with a cordial, "Hello, pardner!"

He made some sort of a reply, in a shaky voice, for his teeth were chattering.

"Trampin' to Frisco?"

"Yes."

"Wall, its good walkin', ain't it?"

"Oh, yes." Why should his teeth chatter so?

"Say, now, pardner, I kin tell you suthin' that beats walkin' all to pieces."

"What is it?"

"Why, about half a mile up the railroad there's a heavy grade on a curve. When the emigrant train goes up there she don't go fast—not much faster'n a horse and wagon. You kin jump on without any trouble or without any of the train hands noticin' you, as they would at a station, and you kin go into a keer and sleep all the rest of the night. When you wake up in the mornin', you'll be at Mesilla, seventy-five miles from here. That's two big days' journey for a man travelin' afoot."

It was worth trying.

"When will the train be along?"

"In about an hour."

"Thank you."

"Say," and the voice grew kindly, "ain't you pretty blame cold? Come inside awhile and warm up."

He followed the man into the house. There was a bar there and some men were before it drinking. His new friend led him up to the bar.

This would not do. There was his resolve to consider. Well, he was on his way back home—that much was settled. And as for drinking, there would be just this one glass, to warm him up. He was really very cold and numb, and needed it. As it was to be just one and the last, it was well that it should be a large, warming draught. So he poured the glass nearly full. He felt the fire of it

as it went down. Yes, it did warm one—that was certain. He had eaten so little that the hot liquid swiftly set up its reign in his tired brain, and when his new comrade urged another and still another upon him he could not refuse.

"Now I reckon you better git up the track if you're goin' to git that free Pullman pass o' your'n from Toano to Mesilla, with no change o' keers," remarked his entertainer, glancing at the clock.

He started up. "Good bye," he said; "God bleth you."

His tongue was thick, though his gait was fairly steady. He could walk very fast now, and soon he was up the grade and at the curve. How strong his nerves were. No longer did the night weigh upon him. What a different man he was from the creature who had limped along the ties a few hours ago! How much firmer of purpose!

The light from an oncoming locomotive shot up the track. The iron giant coughed, wheezed and panted. It was truly a hard pull up the Toano grade. He stood by the side of the track as the dazzling headlight glared upon him for a moment. How firm he was, but how he would have trembled had he gone there unbraced for the ordeal. He did not tremble now. It was a long train. The cars, with their dull lights, passed slowly at first, but they gathered speed as they went along. He would not wait for the last, for that was the caboose, and in it was the conductor. What speed the train had gathered! Still it was not going very fast, he thought. Now was the time. It would be two days' foot journey nearer to her. He would soon be at home.

He grasped a hand rail, lifted one foot up, missed the step and was thrown with relentless force under the wheels. There was a wild cry, a crunching sound and the train had passed, leaving the light dust it had stirred up to settle down again upon the sagebrush leaves.

"Say, Bill, I heard someone yell."

It was a trainman who spoke and it was the head brakeman who heard him.

"So did I—it was 'under the car. Another tramp gone to Kingdom Come."

"We ought to stop—hadn't we— and see about it?"

"Stop on the Toano grade? How wild you talk. You must have been drinkin'."

FRANK BAILEY MILLARD.

Shorter Pieces.

From the Textile World.

The smaller retail dry goods dealers are calling attention to the burden imposed on them by the length of the present pieces of dress goods patterns. They claim, and with good reason, that with the present length of pieces, their available capital is tied up in a comparatively small assortment of patterns, which is even more detrimental to sales in the country, where every woman knows the exact wardrobe of every other woman, than in the city, when similarity of patterns is lost in numbers. The jobbers charge quite a little extra for cutting pieces, which acts as a check upon a wide selection by the small dealer.

Sooner or later, the demands of the retailers will be met by the manufacturers, as competition forces them to concede one point after another in buyers' favor. On the other hand, anything that tends to the advantage and ultimate greater prosperity of the retailers, must in the end prove beneficial to the manufacturer, although at first sight, a change to shorter pieces would seem to entail nothing but increased annoyance and expense.

A man should never be ashamed to own he has been in the wrong, which is but saying in other words, that he is wiser to-day than yesterday.

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.

Cream Laid Bill Heads.

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

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

Send for sample.

PRINTING DEPARTMENT
THE TRADESMAN COMPANY,
Grand Rapids, Mich.



See Quotations.



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.



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,

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

POTTERVILLE, MICHIGAN.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS

ORDER
IT
NOW



SOLD BY
ALL
JOBBER S.

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

The Alert and Active.

From the National Grocer.

The man who sits down quietly and expects that fortune will smile on him without any effort of his own, is just the very man to grumble and growl at the conditions of society and mankind. Fortune never smiles on him, fortune never comes to him, but he sees it coming to others and wonders why it is that he was born under an unlucky planet.

There is another man who is always up and doing. He is full of activity, of energy and of thought. He is always in action. He may not succeed at first; he may have a hard road to pull, but he pulls it and ultimately gets there. When the world is black and his fortune is at its lowest ebb, then is the time when he spits upon his hands, brushes up his thoughts and makes up his mind that he will have success or die in the attempt to attain it. "All things come to him who waits" is the old maxim, but we would add, providing that in his waiting he does not neglect working. Truth is harder to arrive at than falsehood, and no fortune was ever made without the man seeking it. Some men do not have to seek so long as others. It is not necessary for them to search so hard for it. It comes to them as if by luck, but still they have done their share to attain it; they have had a capacity to direct their energies in fields and pastures that have given results much more quickly than they would have done had they been directed otherwise. At times we do know that the world looks black, blank and cold, that hope deferred does really make the heart sick, but to the man who never says die must ultimately come the reward of his earnest and active work. The darkest hour is just before dawn, and when the worst almost arrives then to the man of action new energy is created and success comes to him sometimes in a way that he little thought or dreamed of.

"Eternal vigilance is the price of liberty." Not only liberty politically, but liberty commercially and socially. The man of business does not have commercial liberty until he has reached that

point of success which makes him perfectly independent and have the fullest liberty both in mind and in action. The merchant loaded with debt, tottering under a load he can barely carry, is practically a slave. Life to him is scarcely worth the living, but if he braces up, makes a determination that he will command success, the chances are that he will succeed. Some men are much like cats; no matter how they are thrown down they always alight on their feet. They belong to the irrepressibles; failure with them only renews their exertions. They are truly and surely the "never say die" brigade. Men of this caliber succeed in the long run. No matter what their ups and downs may be they never lose hope; they never lose faith in their ability to cope with anything and everything that may come along. Their activity creates opportunities and these opportunities result sometimes in stamping them as successful men.

To the mournful and doleful merchant who is everlastingly under a black cloud we would say it is the "alert and active" who win. Mourning never does and good. It never created a brilliant thought since the world commenced. It is useless, and one of the poorest sentimentalisms that humanity is afflicted with. The world is, to a very great extent, what we make it. Some men can carry trouble and worry much easier than others. To one man it is inspiration, to another it is destruction. It depends entirely on yourself which of these two you are willing to choose.

Canvassing For Orders.

From the Merchants' Review.

Regarding the expediency of retail grocers drumming up trade by a personal canvass for orders there is no doubt a decided difference of opinion among the parties chiefly concerned—the retailers themselves—but it is an undisputed fact that canvassing has saved more than one dealer from failure, and it is because it offers hopes of success to struggling dealers that we have advised the adoption of the plan by those who have never

tested it. We have, in a former issue, given an instance of the successful application of the system of drumming for orders by at least one beginner in the grocery business, and we will now mention a case where all other means had been tried but proved fruitless. Some years ago a retail grocer in a city not a thousand miles from the metropolis found, after several years of hard "sledding," that he was making very little headway, and, as the public was dilatory in coming to him, he determined to go direct to the public, and at the residence of consumers seek the orders for the lack of which his business was pining. He immediately acted upon the resolution, with the result that his trade rapidly increased, and to-day is one of the largest in the city in which his store is located. He does not send out employees, but goes the rounds himself, every other day, taking orders, and on the intervening days taking goods. There are constantly employed in the store three clerks who do nothing else but pack the goods taken on the canvassing trips of the proprietor, which now cover a very extensive territory, including suburban towns and districts. In a conversation with a representative of this journal this dealer said he was pleased to see it recommend the canvassing system to retail grocers, and he gladly furnished us with the facts related above. He stated that the system required a certain amount of energy and determination in those who gave it a trial, but it certainly offered a good prospect of success to retailers suffering from excessive competition and a lack of necessary capital.

A Discourteous Merchant Brought to Terms.

From the New York Herald.

A Baltimore merchant not long since was corrected for discourteous treatment to two commercial travelers in a manner that he will not soon forget.

On entering his store the two men, who hailed from New York, paused for a moment to exchange greetings with

some of the salesmen. In the distance they caught a glimpse of the proprietor, who spied them at about the same time, but who, thinking himself unseen and not caring to meet his visitors, spoke a hasty word to a clerk and then disappeared slyly into a huge fireproof vault.

The two drummers saw the act, and upon walking back toward the office were not surprised to hear the clerk tell them Mr. S. was in New York.

"Oh, he is, is he?" said one of the commercial travelers.

"Yes," replied the clerk unblushingly. "He left last night. He will buy goods from both your houses. I saw his memorandum before he left."

"Come, let's be going, Jim," remarked the other traveler. "There's no need of staying here any longer if he's in New York."

The two men whispered for a moment together and then, instead of walking out by the direct aisle, turned to one side, and going to the huge fireproof vault, Jim slammed the door to with a loud clang and dropped the fastening bar in its place. Then the two proceeded on their way slowly, while the imprisoned and thoroughly terrified merchant kicked at the boiler plate door and howled to be let out, his voice sounding faintly from within.

The men did not remain to witness the merchant's humiliation when he emerged from his cell. That same afternoon the salesmen were sent for by the man, but they calmly informed the messenger that it was impossible for the chief to have returned from New York so soon and that they did not propose to enter his store merely to be hoaxed.

When this was reported back to the merchant he became really alarmed, for the men represented two of the most prominent houses in New York, with whom it was important for him to stand well. He, therefore, made a call in person and to propitiate the drummer, who assumed an air of anger, before he had completed his explanations, he purchased two of the largest bills of goods of his entire business career.

SWARTOUT & DOWNS,

JOBBER OF

NOTIONS AND FURNISHING GOODS,

41 South Division St.,
Grand Rapids, Mich.

We have opened a new and complete line of Notions and Ladies' and Gentlemen's Furnishing Goods at the above number. The inspection of the trade is solicited.

AMONG THE TRADE.

AROUND THE STATE.

Gscoda—Ernst Bros. succeed C. F. Maynard in the bazaar business.

Detroit—L. D. Finn succeeds Finn & Todd in the undertaking business.

Hastings—Cora Powers has sold her hardware stock to Ira Van Valkenburg.

Riverdale—Willis J. Mills' drug stock has been seized under chattel mortgage.

Petoskey—R. F. Logan, meat dealer, has sold his business to A. E. Bachelder.

Topinabee—Jerry McCarthy has sold his general stock to Mrs. K. L. McCarthy.

Blissfield—B. M. Austin has sold his hardware business to Warren & Gleason.

Marquette—Edward L. Kellan succeeds Kellan Bros. in the grocery business.

Grand Haven—G. Gringhuis succeeds Gringhuis & Boss in the clothing business.

Saginaw—Miss H. H. Doyle has removed her grocery stock to Frankenthum.

Spring Lake—De Witt & Rideout are succeeded by G. A. Price in the drug business.

Quincy—C. G. Powers, dealer in clothing, hats and caps, will move his stock to Adrian.

Reed City—The hardware stock of M. N. Witherell has been closed under chattel mortgage.

Chesaning—B. E. Pratt will continue the boot and shoe business formerly conducted by Pratt & Wiley.

Coral—W. A. Woodard, who recently embarked in the grocery business here, has removed his stock to Ionia.

Kalamazoo—Geo. J. Gildea, grocery, commission and produce merchant, has sold his grocery stock to M. W. Morton.

Scottville—The Hartzell Medicine Co. has added a second story to its building and will occupy the same with a printing office.

Bay Port—J. C. Liken & Co. have merged their general stock into a stock company under the style of the Bay Port Store Co.

Downington—Haynes & Paige, dealers in agricultural implements, have dissolved, Geo. E. Paige continuing the business.

Lansing—The grocery firm of Baker & Taylor has dissolved partnership. The business will be continued by Augustus O. Taylor.

Detroit—Abram C. Schloss, of the firm of Schloss Bros. & Co., died at Detroit last Friday, after a year's illness. Deceased was born in Detroit in 1855 and went on the road for the firm when 17 years of age. Two years ago he retired from the road and was admitted to partnership in the house. He was married four years ago to a Cincinnati lady, who survives him.

MANUFACTURING MATTERS.

Nashville—Houghton Bros. have closed their cigar factory and retired from business.

Beaverton—Seely & Hood have erected a stave mill here and also put in a circular saw rig with which to cut lumber for Brown & Ryan.

St. Clair—The Diamond Crystal Salt Co., whose factory was destroyed by fire several months ago, has nearly completed its new building and expects to resume the manufacture of dairy and table salt by July 1.

Good Harbor—The Lime Lake Lumber Co. has closed its doors and removed the stock still on hand to Empire. The corporation expects to complete cutting its hardwood logs by July 15, when the mill will be removed to another location.

Hastings—The Hastings Furniture Manufacturing Co. has elected Ed. De Groot Manager of the business and R. C. Jaquith Superintendent of the factory. As soon as needed repairs have been made to the factory, the wheels will be set in motion again.

Cheboygan—D. Quay & Son are adding machinery to their shingle mill here. The same firm contemplates the removal of its sawmill from the township of Munro and locating it on the lake shore. The firm has also taken the contract to cut 2,000,000 shingles from timber cut on Bois Blanc island last winter.

Manistee—The Canfield & Wheeler test well is now down over 1,000 feet, and, as rock has been reached, no further difficulty is expected. They are going to demonstrate to a certainty whether or not there is oil underlying us in sufficient quantities for fuel, when the refuse from the sawmills will not be available.

Detroit—The Michigan Automatic Music Co. has been organized with a capital stock of \$150,000, of which \$20,000 has been paid in. The following are shareholders: Martin V. Brady, Providence, R. I., 1,000 shares; Michael Brennan, Detroit, 400; Caspar Lingemann, Detroit, 1,000; H. W. Burgett, Boston, Mass., 1,000; E. P. Carpenter, Brattleboro, Vt., 1,000.

Escanaba—This city is growing away from its original character as a lumber port, although there is a large lumber interest here still. As an ore shipping point it has long been famous. Now it is to take a step in advance as an iron manufacturing center. The Delta Steel & Iron Co., with a capital of \$2,000,000, is to erect works here which will give employment to 1,000 to 1,500 hands.

Manistee—The hemlock bark trade is considerably off this year, and the price is not nearly as good as it was last season, as it is claimed that the tanneries all have a large surplus of the raw material on hand, and will not need to purchase any for six months to come. In the meantime, the weather has been against the peeling and curing of the crop, so that the supply is not likely to be over half the usual amount in this region.

East Tawas—The sawmill of the East Tawas Improvement & Lumber Co. was completely destroyed by fire on the 14th. The mill was owned years ago by Locke & Stevens, and was sold to Sibley & Bearinger, who operated it several years and sold it a little over a year ago to Eastman, Chamberlain & French. It had a daily capacity of 100,000 and was stocked by Sibley & Bearinger. A raft owned by the last named firm is now on its way across the lake and then the mill would have been started again, running night and day. It is thought the mill will be rebuilt, perhaps on a smaller scale, as the site is a desirable one and its owners have a large tract of hardwood land on the Alger road. The mill was valued at about \$25,000, and was insured for \$18,500. It had been idle two weeks and the origin of the fire is not known.

That is single-entry bookkeeping which never enters into the borrower's head to return it.

Frankfort Rates Back to the Former Tariff.

FRANKFORT, June 15—Will you please publish in your valuable paper, for the benefit of Frankfort's oppressed merchants and the Grand Rapids jobbers, the fact that since the Toledo, Ann Arbor & Northern Michigan Railway has taken possession of the Frankfort & Southeastern Railway, through rates of freight from Grand Rapids and points beyond, via Chicago & West Michigan Railway, and Frankfort & Southeastern Railway, which were reasonable heretofore, have been cancelled and excessive local rates substituted at an advance of 100 to 140 per cent; therefore we are thoroughly disgruntled and kick, to which the T., A. A. & N. M. people here say, "Ship from Grand Rapids via G. R. & I to Cadillac, care T., A. A. & N. M., and we will restore former rates." Well, we will try them on this tack and see. Trusting all Grand Rapids jobbers will make a note of this, I am Yours respectfully,

FRED KERN.

With a view to ascertaining the exact facts on the matter, a reporter of THE TRADESMAN called at the General Freight Office of the C. & W. M. Railway, where Mr. M. W. Rose, Assistant General Freight Agent, furnished the following information:

"When the F. & S. E. Railway was purchased by the T., A. A. & N. M. Railway, we were requested by the latter road to cancel the tariff then in effect with Frankfort. This we did in our circular No. 170, under date of May 28. In the meantime, we began negotiating with the T., A. A. & N. M. people for a renewal of the former rate. We were successful and on June 13 sent out circular No. 174, restoring our former rates to Frankfort, as follows:

1st class,	25 cents per 100 lbs.
2nd "	20 " "
3rd "	14 " "
4th "	10 " "
5th "	9 " "
6th "	8 " "

This tariff, which is certainly very satisfactory to our Frankfort patrons, is the same as the rates in effect for several months prior to the absorption of the F. & S. E. Railway. Pending the readjustment of the matter—from May 28 to June 13—we were compelled to charge local rates to Thompsonville, while the T., A. A. & N. M. people charged local rates from there to Frankfort, which naturally caused a great deal of dissatisfaction, and which we were unable to remedy until the new arrangement went into effect. Our rates to Frankfort are the same as they are by the G. R. & I. via Cadillac."

Wants Alum Money.

"Your husband is a man of wealth, is he?" inquired the judge.
 "He's worth about \$75,000," said the applicant for divorce. "He owns a baking powder factory."
 "You want a separate maintenance, I presume?"
 "A what?"
 "A separate maintenance—allowance—alimony."
 "That's it. I want my share of his alum money."

Last summer a shrewd Troy merchant attended the races. Afterwards a friend asked him what luck he had. "Excellent," was the reply; "I came out \$50 ahead." "Why, how was that?" asked his friend. "Well," he explained, "I took \$150 to the track to bet with. Having staked \$100 on the first race and lost it, I put the other \$50 in my pocket and went home." Which suggests that the surest possible way to beat the races is not to bet the races. This is a "tip" that may be relied on under all circumstances.

The Grocery Market.

Sugar—The market is without special feature, although granulated and confectioners is a sixpence lower. Willett & Gray, who are the leading authorities on the sugar market in this country assert that the McKinley law, while giving the people of this country cheaper sugar, has diverted the large profits incident to the business from European speculators to the American Sugar Refining Co.

Bananas—Good shipping fruit was scarce during latter part of last week, on account of cars coming in with over-ripe stock, which was too soft to reship. Nearly all handlers were in same predicament, and, as a consequence, a great many outside dealers were disappointed about getting fruit for Saturday's trade.

Peanuts—Shade lower, but not any weaker. An advance was expected, but the light demand served to avert such a turn of the market.

Oranges—Selling fairly well, but the demand has fallen off somewhat owing to the arrival of small fruits and berries and to the rather high price which prevails.

Lemons—The expected advance put in an appearance the forepart of last week, with a vigor somewhat surprising to those who have been waiting and expecting to buy at just a shade higher prices when it commenced to get warmer. They jumped a dollar a box the first crack, and another dollar when the first three hot days had come and gone. If the warm weather continues, the price will be maintained and, possibly, still higher prices realized.

Currants—Prime stock is firmly held, but the demand is light.

Rice—The new crop of domestic will be several weeks later than usual this year. Foreign grades are in good demand at former prices.

Coffee—The market on Rio grades is practically flat.

Canned Goods—Corn, tomatoes and peas continue firm and the former is very scarce. Peaches are more active. Lobsters and salmon are quiet and firm.

Teas—Dealers look for a shrinkage of values on Japans as the season advances. There is an easier feeling in Oolong grades. Formosa teas are without change.

The Watermelon Crop.

Nearly every state in the Union is interested in knowing something about the melons, says the *Fruit Grower*, of Macon, Ga. Every commission house expects the markets to be glutted like they were last season. But they won't be. And do you know why? The melons are not planted, and the dry weather is playing havoc with a good many that were planted. A good many growers haven't got a half stand. The indications now are that the crop will be 40 per cent. less than last year, and if it should rain just as every grower wanted it, the crop will be 40 per cent. off.

Use Tradesman Coupon Books.

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 & TRUX, WARDING, KINNAN & 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.

GRAND RAPIDS GOSSIP.

The name of the Valley City Table Co. has been changed to Valley City Desk Co.

A. W. Seymour is succeeded by Seymour & Babcock in the manufacture of boxes.

H. F. Mull & Son have sold their grocery stock at 425 East Bridge street to O. A. Perry, formerly a member of the firm of White & Perry, jobbers of wrapping paper and woodenware.

Fred A. Gill has sold his interest in the firm of Holmes & Gill, proprietors of the West Side Paper House, at 20 Scribner street, to Clark Mills and W. C. McDonald. The new firm will be known as Mills, McDonald & Holmes.

Morris Levy, who has represented Jacob Brown & Co., of Detroit, on the road for twelve years, will open his wholesale notion and furnishing goods stock at 8 South Ionia street about July 1. He has just returned from New York, where he purchased his stock of summer and autumn goods.

One of E. J. Herrick's show windows has attracted considerable attention the past week by reason of a window display, made in imitation of the scales of justice. The execution and effect of the display are excellent and reflect credit on the designer, Edward Leibenderfer, who recently removed to this city from Dayton, Ohio.

The Patterson Furnace Co., which has recently removed its plant and business from Lansing to this city, has located on Madison avenue, just south of Hall street, where two sizes of wood furnaces and four sizes of coal furnaces will be manufactured. J. Q. Patterson will manage the business and J. Wilber Patterson will officiate as book-keeper and superintendent of shop.

W. T. Lamoreaux has merged his wool, grain, seed and bean business at 128, 130 and 132 West Bridge street into a stock company under the style of W. T. Lamoreaux Co. The capital stock of the corporation is \$50,000, of which \$30,100 is paid in. W. T. Lamoreaux is President, Treasurer and General Manager of the corporation, A. P. Collar is Vice-President and L. Giles, Secretary. The change in name and form will not carry with it any essential change in the policy of the house, except that the added capital will enable the company to conduct a larger business than before.

Gripsack Brigade.

Thos. Ferguson, Western Michigan representative for the J. M. Bour Co., was in Toledo a couple of days last week, on a visit to his house.

Chas Kernan, Manager of the Converse Manufacturing Co.'s store, at Nawaygo, has gone on the road for a month for the furniture factory owned by the same corporation.

Wm. L. Curtis, who traveled a short time for the former firm of Curtiss & Co., is now on the road for Hollis & Duncan, paper dealers of Chicago. His territory includes all available towns in Northern Michigan, North of the D., G. H. & M Railway.

Geo. Raynor, with Eaton, Lyon & Co., has returned from New York and other Eastern points, after enjoying a two weeks' vacation with his wife. He re-

ports a most enjoyable time and recommends the same experiment to all of his road brothers as an incentive to future increased usefulness.

Albert C. Antrim, traveling representative for the Alabastine Co., has returned from a five months' trip through Montana, Idaho, Washington, Oregon, California, Arizona, New Mexico, Nebraska, Colorado, Texas and Indian Territory and is looking remarkably well, considering the length and extent of his jaunt. He expects soon to start out for a tour of the Southern States. Such a trip is not dreaded by Mr. Antrim, as he claims to have a recipe for withstanding the heat, rendering a visit to the Southern States in summer about as comfortable as a trip through the Northern portion of the country.

At the meeting of the Kansas Traveling Men's Association, held at Emporia May 23, Joseph Waters of Topeka, who delivered the annual address, bitterly denounced Congressman Otis, who recently spoke of traveling men as "commercial tramps." His speech was enthusiastically applauded, and his reference to Otis will be printed as a campaign document if the People's party should renominate him. He said: "A milkman by the name of Otis misrepresents my district in the National House. He is a slanderer on the capital, on its institutions of learning, its churches, its newspapers, its people, its intelligence, and its good sense. Cows, cream, calamity and currency he spells with a 'k'. He is a stigma on the alphabet and a reproach to words of one syllable. He was fifteen years on a milk run, and he gathered in all that time no more knowledge than his milk did cream. Although the proprietor of a dairy of four cows, one stub-tailed heifer, a tin pail and a soap box, he was always considered the hired man of the outfit and never once the proprietor. A man of curds and whey, he commenced his career in Congress with bills for the expenditure of billions of public money and which would make a paper dollar cheaper than one of his milk tickets limited to a call for one pint of bonny clabber. His mental vision is so absolutely horizontal that he has to get on the fence to see the sun rise. He has the narrow tread of a wheelbarrow. God Almighty could not set his eyes any closer together without placing the bridge of his nose on his under lip. From milk to millions; from butter to billions; from milking heifers to stripping the treasury dry. He came to the front when the Alliance people in their blind staggers betook themselves to a revolution in politics. When the volcanoes of calamity commenced to smoke and throw up lava, among the debris, scoria and slag vomited up, this man landed in Congress; and as he came down with a thud in his seat, "Hist, Brindle," came involuntarily from his lips. The disgrace of his presence there as our Representative is eternal. If the earth were one rounded ball of soap, the deluge of Noah's flood upon it could not wash it out. We have had men in this district to represent us in Congress who had a fair average amount of cineritious ganglia and the descent from brain to funeral trappings, crape adornments, and calamity emblems of mourning which now accentuate the void of our empty chairs in Congress is as steep, as precipitous as the road that drops from high Olympus down sheer into sheol."

A Family Affair
Health for the Baby,
Pleasure for the Parents,
New Life for the Old Folks.

Hires' Root Beer
THE GREAT
TEMPERANCE DRINK

is a family affair—a requisite of the home. A 25 cent package makes 5 gallons of a delicious, strengthening, effervescent 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 HIRE'S.

Don't Buy

YOUR SPRING LINES OF

Hammocks,

Base Ball Goods,

& Fishing Tackle

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

EATON, LYON & CO.,

GRAND RAPIDS.

CHAS. A. COYE,

MANUFACTURER OF

Awnings & Tents

Horse and Wagon Covers

JOBBER OF

Hammocks and Cotton Ducks

SEND FOR PRICE LIST.

11 Pearl St., Grand Rapids, 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.

THE STEAMSHIPS

"OCEANIC"

AND

"EMPRESS OF INDIA"

HAVE
PLACED US IN POSSESSION
OF THE

CHOICEST
PICKINGS

NEW CROP

JAPANS

It will be a privilege to supply
you with samples.

WESTERN DEPARTMENT:

Chase & Sanborn,
BOSTON.30 & 32 S. Water Street,
CHICAGO.

T 1892 T



The most delicate Japan teas are harvested in May, known as "first picking," which are a luxury. We will continue the old price as an inducement to further introduce the perfection of our new

Bee Hive Teas

The situation will save you 10 cents a pound.
Read the message:

NEW YORK, June 6, 1892.
J. P. Visner, Grand Rapids:
Have closed out all old crop Bee Hive Japans. Will fill orders you take with our new teas, which will arrive in about three weeks.

E. J. GILLIES & CO.
For information in regard to above, call on or address

J. P. VISNER,
WESTERN MICHIGAN REPRESENTATIVE,
167 No. Ionia Street,
GRAND RAPIDS, MICH.

HE GOT THERE FIRST.

How a Creditor Succeeded in Effecting a Prior Attachment.

From the Boston Herald.

Four creditors started from Boston in the same train for the purpose of attaching the property of a debtor in Farmington, Me. He owed each one separately, and they were suspicious of the object of the others, but did not breathe a word about it. So they rode, acquaintances all, talking upon everything except that which they had most at heart. When they arrived at the station at Farmington, which was three miles from the debtor's place of business, they found no conveyance to carry them on to their destination but a solitary cab, toward which they all rushed. Three got in and refused admittance to the fourth, and the cab started. The fourth, not to be left, ran after the cab, and induced the driver to let him ride on the outside. He at once decided upon a plan of action which he believed promised not only success, but revenge as well.

He asked the driver if he would not sell his horse. The driver said he did not want to sell—that the horse was not worth more than \$50, but he would not sell him for that. He then asked the driver if he would not take \$100 for him. The driver said he would. The "fourth" man quickly paid over the money, took the reins and backed the cab up to a bank, slipped it from the harness, and tipped it up so that the door could not be readily opened.

He then jumped upon the horse's back and started off "lickety switch," while the "insiders" were gazing helplessly out of the cab window. He rode to a lawyer's, got a writ made out and served, and his debt secured, and got back to the hotel just as his late companions, whom he had discomfited, came up puffing and blowing.

The cabman then bought back his horse for \$50, which amount the beaten creditors offered to pay if the successful one would agree not to tell the story in Boston. It is not certain that their offer was accepted.

Short Western Credits.

From the Dry Goods Economist.

A merchant who has just taken a tour through the West suggests that the retail merchants of the Atlantic seaboard might well learn a lesson from their Western contemporaries in the matter of credits. The leading merchants in Western centers, particularly in Chicago, are prompt to abruptness in dealing with bills. In that part of the country they are not so tied up by traditions of courtesy as in the older stores at the East with their long-time, and often hereditary families of customers, and hence are able to keep their accounts on what is pretty nearly a cash basis. In the East a retail merchant often fears to offend his debtor, but the brisk Western house is apt to give such an one very short shrift.

The practice is to serve notice at the beginning of each month that the bill is due. If this hint is not enough, the floor-walkers, after five days, enter in their books a significant mark against the offender's name. If the customer buys anything further she is escorted to the office and there has the situation very courteously, but very frankly, explained to her. If she still objects to this prompt system, her name is posted where the help leave their apparel, that they may understand that she is no longer a charge customer.

This system is carried out fearlessly in some of the largest houses in Chicago, and in other Western cities, and is found to work admirably. Very few bills are allowed to run, and customers get the benefit of the rule in closer prices than would be possible under any system of long and sometimes doubtful credits. There are advantages, surely, in a new order of things which enables a merchant to avoid the meshes of social red tape and the fetters of tradition.

A Sure Sign.

First Man—You are a politician, ain't you?

Second Man—Yes. How did you know?

First Man—By your breath.

BUY THE PENINSULAR

Pants, Shirts, and Overalls

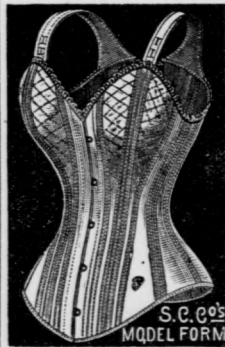
Once and You are our Customer for life.

STANTON, MOREY & CO., MRS.

DETROIT, MICH.

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

Schilling Corset Co.'s



CORSETS
THE
MODEL
(Trade Mark.)
FORM.

Greatest Seller on Earth!



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

SCHILLING CORSET CO.,

Detroit, Mich. and Chicago, Ill.



Best Six Cord

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions.

Dry Goods Price Current.

UNBLEACHED COTTONS.

Adriatic	7	Arrow Brand	5 1/2
Argyle	6	World Wide	6 1/2
Atlanta A.A.	6	LL	4 1/2
Atlantic A.	6 1/2	Full Yard Wide	6 1/2
"H.	6 1/2	Georgia A.	6 1/2
"P.	5 1/2	Honest Width	6 1/2
"LL	5	Harford A.	6 1/2
Amory	6 1/2	Indian Head	7
Archery Bunting	4 1/2	King A A	6 1/2
Beaver Dam A A	5 1/2	King E C	5
Blackstone O, 32	5	Lawrence L L	5 1/2
Black Crow	6	Madras cheese cloth	6 1/2
Black Rock	6	Newmarket G	5 1/2
Boot, AL	7	"B	5
Capital A	5 1/2	"N	6 1/2
Cavanat V	5 1/2	"DD	5 1/2
Chapman cheese cl.	3 1/2	"X	6 1/2
Clifton C R	5 1/2	Nothe R	6 1/2
Comet	6 1/2	Our Level Best	6 1/2
Dwight Star	6 1/2	Oxford R	6
Clifton C C	6 1/2	Pegnot	7
		Solar	6 1/2
		Top of the Heap	7

BLEACHED COTTONS.

A B C	8 1/2	Geo. Washington	8
Amazon	8	Glen Mills	7 1/2
Amberg	7	Gold Medal	7 1/2
Art Cambric	7	Green Ticket	8 1/2
Blackstone A A	7 1/2	Great Falls	6 1/2
Beats All	4 1/2	Hope	7 1/2
Boston	12	Just Out	4 1/2 @ 5
Cabot	7	King Phillip	7 1/2
Cabot, %	6 1/2	"OP	7 1/2
Charter Oak	5 1/2	Lonsdale Cambric	10
Conway W	7 1/2	Lonsdale	@ 8 1/2
Cleveland	7	Middlesex	@ 5
Dwight Anchor	8 1/2	No Name	7 1/2
"shorts	8	Oak View	6
Edwards	7 1/2	Our Own	5 1/2
Empire	7	Pride of the West	12
Farwell	7 1/2	Rosalind	7 1/2
Fruit of the Loom	8 1/2	Sunlight	4 1/2
Fitchville	7	Utica Mills	8 1/2
First Prize	7	Nonpareil	10
Fruit of the Loom %	7 1/2	Vinyard	8 1/2
Fairmount	4 1/2	White Horse	6
Full Value	6 1/2	Rock	8 1/2

HALF BLEACHED COTTONS.

Cabot	7	Dwight Anchor	8 1/2
Farwell	8		
		UNBLEACHED CANTON FLANNEL	
Tremont N	5 1/2	Middlesex No. 1	10
Hamilton N	6 1/2	"2	11
"L	7	"3	12
Middlesex AT	8	"7	18
"No. 25	9	"8	19

		BLEACHED CANTON FLANNEL	
Hamilton N	7 1/2	Middlesex A	11
Middlesex P T	8	"2	12
"A T	9	"A O	13 1/2
"X A	9	"4	17 1/2
"X F	10 1/2	"5	16

		CARPET WARP	
Peerless, white	17 1/2	Integrity colored	20
"colored	19 1/2	White Star	18
Integrity	18 1/2	"colored	20

		DRESS GOODS	
Hamilton	8	Nameless	20
"	10 1/2	"	25
G G Cashmere	20	"	27 1/2
Nameless	16	"	30
"	18	"	32 1/2

		CORSETS	
Coraline	89 50	Wonderful	84 50
Schilling's	9 00	Brighton	4 75
Davis Walsts	9 00	Bortree's	9 00
Grand Rapids	4 50	Abdominal	15 00

		CORSET JEANS	
Armory	6 1/2	Naumkeag satteen	7
Androscoggin	7 1/2	Rockport	6 1/2
Biddeford	6	Conestoga	6 1/2
Brunswick	6 1/2	Walworth	6 1/2

		PRINTS	
Allen turkey reds	5 1/2	Berwick fancies	5 1/2
"robes	5 1/2	Clyde Robes	5 1/2
"pink & purple	6 1/2	Charter Oak fancies	4 1/2
"buffs	6	DelMarine cashm's	6
"pink checks	5 1/2	"mourning	6
"staples	5 1/2	Eddystone fancy	5 1/2
"shirtings	4	"chocolat	5 1/2

		American fancy	5 1/2
		"rober	5 1/2
		"sateens	5 1/2
		Hamilton fancy	5 1/2
		"staple	5 1/2
		Manchester fancy	5 1/2
		"new era	5 1/2
		Merrimack D fancy	5 1/2
		Merrim'ck shirtings	4 1/2
		Repp furn	8 1/2
		Pacific fancy	5 1/2
		"robes	6 1/2
		Portsmouth robes	5 1/2
		Simpson mourning	5 1/2
		"greys	5 1/2
		"solid black	5 1/2
		Washington indigo	5 1/2
		"Turkey robes	7 1/2
		"India robes	7 1/2
		"plain Tky X	8 1/2
		"X-10	8 1/2
		"Ottoman Tur	8 1/2
		key red	6
		Martha Washington	7 1/2
		Turkey red	7 1/2
		Martha Washington	7 1/2
		Turkey red	9 1/2
		Riverpoint robes	5
		Windsor fancy	6 1/2
		"gold ticket	6 1/2
		Indigo blue	10 1/2
		Harmony	4 1/2

		TICKINGS	
Amoskeag A C A	12 1/2	A C A	12 1/2
Hamilton N	7 1/2	Pemberton A A A	12 1/2
"D	8 1/2	York	10 1/2
"Awning	11	Swift River	7 1/2
Farmer	8	Pearl River	12
First Prize	11 1/2	Warren	13
Lenox Mills	18		

		COTTON DRILL	
Atlanta, D	6 1/2	Stark A	8
Boot	6 1/2	No Name	7 1/2
Clifton, K	6 1/2	Top of Heap	9
		Imperial	10 1/2
		Black	@ 9 1/2
		"BC	@ 10
		A A A	12

		DEMINS.	
Amoskeag	12 1/2	Columbian brown	12
"9 oz	13 1/2	Everett, blue	12
"brown	13	"brown	12
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A A	10	Jaffrey brown	7 1/2
"BB	9	Lancaster	11 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz	13 1/2
"blue 8 1/2	8 1/2	"No. 230	13
"d & twist 10 1/2	10 1/2	"No. 250	11 1/2
Columbian XXX br. 10	10	"No. 280	10 1/2
"XXX bl. 19	19		

		GINGHAMS.	
Amoskeag	7	Lancaster, staple	7
"Persian dress 8 1/2	8 1/2	"fancies	7
"Canton	8 1/2	"Normandie	8
"AFC	10 1/2	Lancashire	6 1/2
"Teazle	10 1/2	Manchester	5 1/2
"Angola	10 1/2	Monogram	6 1/2
"Persian	8 1/2	Normandie	7 1/2
Arlington staple	6 1/2	Persian	8 1/2
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dress	8 1/2	Rosemont	6 1/2
"staples	6 1/2	Slatersville	6
Centennial	10 1/2	Somers	7
Criterion	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toll du Nord	10 1/2
Cumberland	5	Wabash	7 1/2
Essex	4 1/2	"seersucker	7 1/2
Elfin	7 1/2	Warwick	8 1/2
Everett classics	8 1/2	Whittenden	6 1/2
Exposition	7 1/2	"heather dr	8
Glenaire	6 1/2	"indigo blue	9
Glenarven	6 1/2	Wamsutta staples	6 1/2
Glenwood	7 1/2	Westbrook	8
Hampton	6 1/2	"	10
Johnson Chalon cl	6 1/2	Windermeer	5
"indigo blue 9 1/2	9 1/2	York	6 1/2
"zephyrs	16		

		GRAIN BAGS.	
Amoskeag	16 1/2	Valley City	15
Stark	19	Georgia	15
American	15 1/2	Pacific	13

		THREADS.	
Clark's Mile End	45	Barbour's	88
Coats, J. & P.	45	Marshall's	88
Holyoke	22 1/2		

		KNITTING COTTON.	
No. 6	33	White. Colored.	
"8	34	No. 14	37
"10	35	"16	38
"12	36	"18	39
		"20	40
		"22	41

		CAMBRICS.	
Slater	4 1/2	Edwards	4 1/2
White Star	4 1/2	Lockwood	4 1/2
Kid Glove	4 1/2	Wood's	4 1/2
Newmarket	4 1/2	Brunswick	4 1/2

		RED FLANNEL.	
Fireman	32 1/2	T W	22 1/2
Credmore	27 1/2	F T	32 1/2
Talbot XXX	34	J R F, XXX	35
Nameless	27 1/2	Buckeye	32 1/2

		MIXED FLANNEL.	
Red & Blue, plaid	40	Grey S R W	17 1/2
Union R	23 1/2	Western W	18 1/2
Windsor	18 1/2	D R F	18 1/2
6 oz Western	20	Flushing XXX	23 1/2
Union B	22 1/2	Manitoba	23 1/2

		DOMEST FLANNEL.	
Nameless	8 @ 9 1/2	"9 @ 10 1/2	
"8 1/2 @ 10		"10 @ 12 1/2	

		CANVASS AND PADDING.	
Slate	Brown	Black	Slate
9 1/2	9 1/2	9 1/2	13
10 1/2	10 1/2	10 1/2	15
11 1/2	11 1/2	11 1/2	17
12 1/2	12 1/2	12 1/2	20

		DOES.	
Severin, 8 oz	9 1/2	West Point, 8 oz	10 1/2
Mayland, 8 oz	10 1/2	"10 oz	12 1/2
Greenwood, 7 1/2 oz	9 1/2	Raven, 10 oz	13 1/2
Greenwood, 8 oz	11 1/2	Stark	13 1/2
Boston, 8 oz	10 1/2	Boston, 10 oz	12 1/2

		WADDINGS.	
White, doz	25	Per bale, 40 doz	75 50
Colored, doz	20		

		SILKESIAS.	
Slater, Iron Cross	8	Pawtucket	10 1/2
"Red Cross	9	Dundie	9
"Best	10 1/2	Bedford	10 1/2
"Best A A	12 1/2	Valley City	10 1/2
L	7 1/2	KK	10 1/2
G	8 1/2		

		SEWING SILK.	
Corticelli, doz	75	Corticelli knitting	
twist, doz	37 1/2	per 1/2 oz ball	30
50 yd, doz	37 1/2		

		HOOKS AND EYES—PER GROSS.	
No 1 Bl'k & White	10	No 4 Bl'k & White	15
"2	12	"8	20
"3	12	"10	25
No 2—20, M C	50	No 4—15 F 3 1/2	40
"3—18, S C	45		

		COTTON TAPE.	
No 2 White & Bl'k	12	No 8 White & Bl'k	20
"4	15	"	

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.

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Communications invited from practical business men.

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

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

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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 22, 1892.

THE FUTURE OF CANADA.

Despite the renewed vigor that has been infused into the Canadian Government since the discovery of irregularities on the part of some of the leading opponents of the ministry, the annexation agitation has not altogether died out. The desire for political union with this country may be said to be as strong as ever among the Canadians, but of late it has commanded less of public attention, for the reason that it has received little encouragement from the United States, while there is also the ever present fear of the interpretation the British Government may see fit to place upon the efforts of the friends of the movement.

The causes which inaugurated the annexation desire some years ago are, if anything, stronger than ever. The tariff laws of the United States bear even more heavily upon Canadian trade now than they ever did, and it is no secret that neither commerce nor agriculture are flourishing in the dominion. Under such circumstances it is not surprising that there should exist serious discontent and a steadily growing demand that there should be either commercial or political union with this country.

For some time past negotiations have been in progress between representatives of this country and Canada looking to the establishing of reciprocal trade relations, and the hope that some arrangement would be arrived at has kept the desire for annexation in the background. Since the resignation of Mr. Blaine from the office of Secretary of State these negotiations have suddenly terminated, and unless they are soon re-opened the annexation agitation will doubtless be given new life.

There is no doubt a strong national sentiment prevalent among a large number of people in Canada which may prevent the political union with this country desired by the remainder for many years to come, particularly as this country shows no peculiar desire to encourage the movement. No matter how strong, however, the national sentiment may be in Canada, no one can be blind to the fact that the Canadians are being rapidly annexed in detail to this country, the number of emigrants from all parts of

the Dominion to the States having recently become so large that public men there have been compelled to seriously consider this new phase of the problem.

Referring to this constant flow of Canadian emigrants to the States, a leading Canadian journal says: "Will not some one suggest some way in which this debilitating drainage of the life blood of the Dominion can be checked? So long as it continues the development of an independent and consolidated Canada is a dream, and the future of Canada remains shrouded in the mists of uncertainty and dread."

It would thus seem that force of circumstances without any encouragement on the part of the people of the United States is driving the people of Canada to seek annexation, but unless the British Government voluntarily consents to such union and encourages it, the final consummation, if indeed it occurs at all, is yet many years off, as this country certainly is in no condition and has no desire to risk a war with Great Britain for the possession of Canada.

BRAZIL IN A TURMOIL.

There has not been a time in the past two years when civil war has not been in progress in some portion or another of Latin-America, but at the present moment even that record has been surpassed by the fact that there are in progress two full-fledged revolutions. One of these fratricidal wars is being waged in Venezuela and is fast nearing a crisis that must determine which of the contending parties will come off victor. The other is in the southern portion of Brazil, in the province, or rather State, of Matto Grosso, where an independent government has been declared.

Under ordinary circumstances a revolt in so distant portion of the Brazilian Republic ought not to prove a matter of very serious importance, particularly as the country is cut off from the seaboard, and has but a comparatively small population. Nevertheless, it appears, according to recent dispatches, that the troops that the Brazilian Government has sent against the insurgents have met with a disastrous defeat, and have been practically driven out of the country. The isolation of Matto Grosso, while making it of small consequence, at the same time makes it difficult for the Government to reach the seat of trouble.

Another consideration which makes the rebellion of much more consequence than it should be under ordinary circumstances is the widespread dissatisfaction which prevails all over Brazil and which renders many of the provinces more inclined to make common cause with Matto Grosso than to aid the Central Government to quell the disturbance. The ruinous administration of affairs since the inauguration of the Republic has plunged the country into bankruptcy, causing widespread discontent with the existing state of things. There lingers, moreover, some attachment to the old regime among the people, which keeps many aloof from all participation in public affairs.

The most enlightened and influential men in Brazil have gradually withdrawn from all connection with the Government, and have either gone into voluntary exile or retired to private life. The men who have assumed control have been completely unsuccessful in attempting to establish a well-ordered common-

wealth, so that the country is both torn with political turmoil and financially ruined. It is, therefore, not surprising that a very unsettled state of affairs prevails, and that the Government is not in a position to handle with firmness even an insignificant rebellion.

It is to be feared that, encouraged by the success of the rebels in Matto Grosso, the discontented elements in other portions of Brazil may attempt a similar revolt, with the result of finally dismembering the most extensive and populous State in South America, which, under the mild rule of Dom Pedro, was the most prosperous and well-ordered of all the Latin-American countries.

THE ABUNDANCE OF MONEY.

The recent exports of gold from this country to Europe have not failed to create in some quarters fears of a financial stringency later in the summer, when money will be needed to move the crops. It is true that the movement was not heavy, but it served to arouse fears that it was but the beginning of a more liberal movement later on.

Although the engagements of bullion for export have not entirely ceased, reliable information from New York indicates that no serious fears are entertained there that there will be this season any considerable drain of gold from this country to Europe, because all the principal European banks are well supplied and money generally is a drug on the market across the Atlantic.

This plentiful supply of money in Europe is doubtless due to the conservatism which has prevailed since the financial panic of year before last, in which the Barings failed. That event forced a sort of general liquidation, which process not being conducive to the development of new enterprises, money has gradually accumulated at the financial centers.

It is true that, notwithstanding this reported plethora of money, there was a serious bank failure in London this week, the effects of which are likely to be serious enough within certain limits. The failure of the Oriental Bank was in no sense due to any abnormal condition of things prevailing in the general financial situation, but was the direct result of the recent heavy shrinkage in the value of silver, with the consequent depreciation in all Eastern exchange.

The silver question is, in fact, the only disquieting feature of the financial position, owing to the steady shrinkage which has taken place in consequence of the decline of the white metal in the purchasing power of countries possessing a silver standard. This state of things warrants the belief that something will soon have to be done either to accord a more extensive recognition to silver, or to put the silver countries on a gold basis.

The prospect of cheap money during the coming crop season will assist greatly in encouraging industrial and business development, as the fear of a possible monetary stringency being removed, there will be no occasion for ultra conservatism.

THE PEOPLE'S WEALTH.

The returns of the total aggregate of all taxable property in the United States in 1890 has been made up by the Census Bureau. This grand showing of wealth

foots up in round numbers \$63,648,000,000.

Sixty-three thousand millions of dollars is the sum of all the taxable property in the union, and if equally divided among the sixty-three millions of the Union's population it would allow one thousand dollars to every man, woman and child. But when we know that many hundreds of individuals own property to the amount of millions each, and many thousands own it to the amount of hundreds of thousands each, we are brought to realize how many there must be who do not own the regulation \$1,000.

It is the dream of the socialists that all wealth shall be divided equally or held in common for the equal use of all, but it is not in human nature to maintain such a state of equality. If there is one truth which has been thoroughly established by experience, it is that people are not equal in anything but in abstract rights. If all the wealth were equally divided, not a month, not a week would elapse before there would be rich and poor people side by side just as there are now. Some have the gift of gathering and keeping; others are equally gifted in scattering and spending. Men may have a theoretical right to be equal, but this right is never realized to any considerable degree.

But some may be rich in this world's goods and others may have their treasure stored in heaven. Some who have little may be contented and happy, while some who have much are ever hoping and striving for what they have not. Perhaps each gets his deserts, although neither he nor others may think so. It is only in the final account that it may be estimated how rich a man is and of what his riches consist. Doubtless there is some wealth that cannot be measured in dollars.

If there is one feature, more than another, in which Grand Rapids people can take a commendable degree of pride, it is the admirable service now rendered the public by the Consolidated Street Railway Co. Nothing could impress the stranger and casual visitor more favorably than the regularity and rapidity with which the cars now run on all the lines in the city and nothing tends to the greater convenience of the general public. While the municipality was very liberal in according the company the use of the streets, the latter is certainly acting with great fairness and generosity in according excellent facilities and a liberal system of transfers.

The Kansas Undertakers' Association's articles of agreement bind the members not to purchase from any wholesale establishment which sells to undertakers not in the Association. J. M. Knight attempted to start an undertaking establishment in Topeka, but no company would sell him a hearse. He brought suit against the Association for damages, and was awarded \$5,000. The United States District Attorney announces that he will institute proceedings to dissolve the Association.

The Dry Goods Market.

Comforts—Prices are about 15 per cent. lower than a year ago. The Palmer Mills have gotten out an entirely new line.

Yarns—Prices are $5\frac{1}{2}$ @ $6\frac{1}{2}$ per cent. lower than last season.

THE GROWTH OF CITIES.

The most striking and peculiar fact in connection with the movement of population and the development of civilization to-day is the extraordinary growth of cities.

Such urban growth is always attendant upon a high state of material development and social luxury. In reading the history of the nations which have in successive ages dominated the world and made up the chief passages of its annals, we find that the names of the great cities and the acts of their people so monopolize attention as to make it easy to believe that those cities constituted the whole of the nations they represented. Babylon, Nineveh, Jerusalem, Athens, Rome, Constantinople, Venice, are names which stand not only for races, peoples and nations, but for periods and eras in the world's history; yet they are only the names of cities.

To-day it is difficult to realize that there was in the history of the ages they represent anything outside those cities worth attention. We are almost ready to believe in the glare of those potential names that there were no people in the world fit to have their names recorded who were not inhabitants of those mighty centers of population. To-day, also, London and Paris seem to stand for the nations they represent, and everywhere cities are looming into sudden prominence because of their rapid growth in population. Only a few decades ago the United States was not remarkable for its cities. Now they are becoming notable features in the development of the country.

When we come to consider the growth of the total population of our country as compared with that of the cities, we find that the cities are gaining inhabitants at a vastly greater rate. For instance, New York City has grown in the last census decade at the rate of 27 per cent., while the State of New York has gained population at the rate of 18. For Chicago it is 118 to 24 for Illinois. Brooklyn has grown faster than New York City, the percentage being 42 to the State's 18. Baltimore has gained 31 per cent. to Maryland's 11. Cleveland has grown 63 to 15 for Ohio, and Buffalo 65 to 18 for New York State. Minneapolis has gained in population 251 per cent. to 67 for Minnesota, and Omaha 360 to Nebraska's 67, while Kansas City gained 138 to Missouri's 24. The growth of Southern cities has not been so distinctive. New Orleans did not keep up with the State, only gaining 12 per cent. to 19 for Louisiana. San Francisco is also another remarkable comparative laggard, for although the city gained 28 per cent. the State got 40. Philadelphia barely kept up with Pennsylvania, showing 24 to 23.

Where a city gains people so much faster than does the State, it shows that all is not due to immigration, but that the country people are leaving the farms and flocking to the cities, which is always a bad sign. But so far the greatest increase of urban population is from the immigration of foreigners; the great majority of these people stop in the cities, so that in some of them they make up the bulk of the population.

The crowding of the people into great cities is not good for the morals of a country. A great center of population is not alone a seat of wealth, learning, refinement, of industry and all intellec-

tual and material development. It is a great festering place of vice, often of disease and always of crime. Here alone the depths of misery and of poverty can be sounded, and so widespread and deep-rooted are moral depravity and social degradation that there is no wonder that some of the foremost philosophers and philanthropists have deplored cities as the plague spots of civilization. A New York clergyman, seeking novel and sensational sermons, recently made a round of some of the gilded abodes of vice in the American metropolis, and detailed from the pulpit and through the press his adventures with the inhabitants of such resorts, but his ill-considered descent into the infernal realms of human depravity exposes only a very little of the vast moral filth and corruption which are to be found in the underworld of every great city. The religionists and self-styled statesmen who are unable to propose remedies for these terrible moral evils, do ill to uncover them. They are inseparable from the gathering of vast masses of population into cities, and their extirpation and purification are among the highest problems to which statesmanship and real virtue and true piety could address themselves.

A Successful Feminine Drummer.

Omaha commercial circles enjoy the distinction of having among their number a feminine drummer, one of the fair sex who is a member of the guild, not by courtesy, not by the license of newspaper imagination, but by the right of a service which is identical with that imposed upon men. She is not a peddler of novelties, and doesn't deal with her own sex. She carries a staple line, deals with business men and competes with male drummers.

The lady in question is Miss Marie Stocum, who represents the Consolidated Coffee Co., of Omaha, on the road. It may be well to anticipate doubters right here by stating that Miss Stocum has been a traveling saleswoman for about four years and has been with her present house well onto two years. That is the best possible evidence that her endeavor is not recent and is not an experiment, but is backed by energy and ability, and has won her a success which entitles her to recognition as a full-fledged veteran in the noble army of drummers.

Miss Stocum is a native of Wisconsin, but removed with her family to Michigan at an early age, and her parents now reside at Hartford. She began her career on the road in 1888, traveling out of Chicago for Chapman & Smith Co. and selling extracts and baking powder. She worked the Omaha trade for that firm. In September, 1890, she joined the forces of the Consolidated Coffee Co., of this city, and has met with excellent success. She has traveled all over the west, but at present her territory is Western Iowa, which enables her to return to Omaha every Saturday.

Miss Stocum is only twenty-three years old and a very attractive looking young lady. Even a short acquaintance shows that her physical charms are supplemented with equally attractive graces of mind. In short, Miss Stocum is an exceptionally bright and charming girl.

While there are hardships on the road, as all know who have tried that kind of work, Miss Stocum confesses to a liking for it. She is independent, the trade treats her kindly, and in the traveling man she has found the most chivalric of friends. The Iowa State Traveling Men's Association, however, refused Miss Stocum a membership in that organization because the constitution had the word "man," and not "woman."

The boy who had been caught by his mother in the act of stealing sugar, pleaded his case thus: "You ought not to whip me because you know I have been vaccinated from a hooking cow, and I've got it in my blood."



SNIDE SOAP

MAY LOOK ALL RIGHT ON YOUR SHELVES BUT YOU CANNOT AFFORD TO SELL POOR SOAP.

BUFFALO SOAP

HAS FOR YEARS HEADED THE LIST AS THE

BEST LAUNDRY SOAP ON EARTH.

WE ARE SOLE AGENTS,

I. M. CLARK GROCERY Co.



LION IS KING!

And His two courtiers are

O. D. JAVA AND STANDARD MARACAIBO.

HIS ROYAL HIGHNESS



LION COFFEE

MERCHANTS should place all three in their stores, since Lion is the leading package coffee in the market, while O. D. Java and Standard Maracaibo are chief of the bulk coffee trade. Lion Coffee is composed of Mocha, Java and Rio, with a picture in each package, and valuable premiums are given to customers who return the trade marks cut from the wrappers.

Why not write your Jobber for Quotations or address

WOOLSON SPICE CO.,

ROASTERS OF

High Grade Coffees,

TOLEDO, - - OHIO.

L. WINTERNITZ,

RESIDENT AGENT,

106 KENT ST.,

GRAND RAPIDS, MICH.

BUSINESS ENTERPRISE VS. HUSTLING.

Written for THE TRADESMAN.

It is common to find nowadays in trade journals brisk, stirring articles containing advice as to the best methods of carrying on mercantile business. In most of them emphasis is laid on what men of this age are accustomed to call *push*. The ideal business man is represented to be not only affable in manner, neat in his habits, thorough and prompt concerning all small details, but, above every other qualification, he must have the merit of being a hustler. There always seems to be a shade of uncertainty as to what the writer means by *hustler*; but the idea is suggested that he must be wide-awake, use sensational methods of advertising, know what is going on elsewhere than in his own store, and that he must ever and always push sales away ahead of every competitor. Sneering remarks are thrown out in this connection referring to dealers who are not moving at a 2.40 gait, and who do not keep the atmosphere around them at all times in a constant state of perspiration.

This kind of mental stimulant is quite refreshing to the average young clerk, who, on a small salary, is faithfully cultivating a mustache and also hopes of future commercial prosperity, when he, too, will have a business of his own and be able to hustle to some purpose. His imagination soars to a height where he can see the future unrolling itself in ever new and enticing forms, until the present dull routine of buying and selling seems tame and unworthy his ambition. Thereupon he writes his name on the Scroll of Fame as a hustler who scorns plodding in any well-beaten commercial road.

This advice is, no doubt, well intended, and, possibly, may, here and there, spur some laggard in the proper direction. But evidently this is not the age to which it is applicable. It should have been given to our great grandfathers a hundred years ago, long before the world had waked up and stretched itself for the race that will only be finished when time shall cease to be an element of measure or strength or growth to mankind. At that time the gospel of *push* would have been like good seed sown in good ground. To-day it is not needed, for the commercial pace already set is at present so fast that even the lively advice referred to can scarcely overtake it.

The need of our times is a break rather than a spur. The tendency of this age is to overproduction and overtrading, and the element of actual equivalent is not always considered. The inventions of this century have increased artificial wants faster than the ability of the public to procure them. The safe and careful dealer is becoming oftener the exception than the rule. The country is filling up with new stores in every small hamlet, which divide a trade already demoralized for both buyer and seller. Thus trade has been drawn from larger towns, and this compels new schemes to secure large sales to make such increased ventures profitable. With smaller margins more goods have to be forced on consumers, and new commercial products are every day added to the dealer's list, one favorite crowding out another in bewildering succession, until dealers have become almost free distributors of manufactured specialties.

I speak for a class of dealers who have

heretofore not been considered in the onward rush for sudden wealth, but who are the salt of each community wherein they do business, and whose standing on the ledger of wholesale trade is far ahead of the hustlers, as they average. They have behind them accumulated results of years of careful business experience, and, also, some feeling of responsibility to the public whose interests have been served equally with their own. They recognize the fact that mutual prosperity is based on the uniform working of the natural law of supply and demand. Feasts and famines in trade products are no more desirable than the same extremes in the lives and homes of customers. They honor the true axiom of trade that no bargain is worthy the name unless both parties thereto are gainers. They therefore give thought to the work of preparing for a supply of all reasonable as well as seasonable demands; taking care that quality shall be a potent factor in every calculation, with prices fixed according to the golden rule personally applied to each transaction. At the same time they respect commercial ethics by keeping their lines of traffic as much as possible from encroaching on other dealers, in the spirit of the maxim to "live and let live." This one point is apt to be forgotten in the rivalries of commerce, like manners in a boarding house rush; but the practice of courtesy need never detract from one's business enterprise, and is what constitutes the difference between a merchant and a fakir.

Most of the business conducted in this country is done by houses whose methods are based on the theory that quiet, persistent effort to give customers the value of their money is the golden chain that binds them in a common interest, and not any startling departure from the ordinary modes to attract public attention. Some advertise largely in papers, especially those who sell by retail; but most have a custom obtained by personal canvass, and maintained by fair and honorable dealing.

The hustler of to-day is often a farmer who has found his calling distasteful, and with speculative instincts has established himself in business with no knowledge of trade further than to undercut in price and startle by loud advertising. He succeeds in demoralizing prices, and doing, for a time, an apparently large business. Having a few favorite customers to whom he sells at jobbing rates in consideration of their personal influence, he is able to spy out all the weak points of his competitors and often to coax away customers. In many staples and partial luxuries he has a habit of dealing only at occasional intervals, and then at cost prices, just enough to call such trade away from his competitor, who believes the public should be served all the time with such goods at fair prices, if served at all. He catches onto all the gambling schemes adopted by certain manufacturers to introduce their specialties and the homes of his customers are in time filled with useless bric-a-brac, and cans of baking powder bought at prices that would make a Chatham street Hebrew blush to the point of his aquiline nose. Every other device is made use of as fast as offered to force on a credulous public goods that would not sell on their own merits. Schemes of all kinds to boom business by pyrotechnic display are pushed in



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



FERMENTUM

THE ONLY RELIABLE

COMPRESSED YEAST

Sold in this market for the past Fifteen Years.

Far Superior to any other.

Correspondence or Sample Order Solicited.

Endorsed Wherever Used.

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

Telephone 566.

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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.

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.

rapid succession. The result is he has made a noise in his little world, sold a great many goods at a very little profit to himself or the public, and is then anxious to sell out, and go where there is a larger sphere for the exercise of his peculiar talents. The village could well spare him were it not that another neophyte with a swelled head would take his place, and pursue a similar system with new variations.

And this is what some thoughtless people call enterprise! What the world wants to-day is less of this class of hustlers. The centrifugal force that moves the business world is at present sufficient to keep it spinning along in its own regular orbit. We do not want more speed. Neither do we want a more eccentric orbit. Let us rather attach the centripetal force of wise experience, that it may revolve in harmony with other commercial, social and moral planetary systems, and thus go ahead safely while no less surely, in the boundless future of our national greatness.

S. P. WHITMARSH.

The Sampler and the Loafer.

A grocer of twenty years' experience has made the statement that his annual losses, through the giving away of candy and nuts to children, and the sampling of dried fruits, crackers, cheese, etc., by customers, run up into hundreds of dollars. The general merchant constantly suffers through "sampling," for his customers want a piece off of every bolt of calico and dress goods in stock.

A dry goods merchant, of New York City, wondered whether one person in a thousand who asks for a sample of a piece of dry goods ever stops to think what it costs the merchants of this country a year to satisfactorily respond to the simple request, and so great was his wonder that he started out to investigate. He had a talk with the managers of a dozen or more big houses not long ago, and among other things discussed was that of giving away samples and sending out samples of dry goods, etc., by salesmen. Finally he went to figuring on the matter. The result was most appalling. He found that, placed at a conservative figure, there are more than \$3,000,000 worth of goods given away, and consequently destroyed, in samples every year in the United States.

Worse than the "sample" fiend is the loafer. The loafer sticks his dirty hands in your cracker barrel, opens your cheese box and lets the flies in, notches your bologna sausage, spits on your floor, and, worse than all, spends hour after hour telling you how to run your business. The sample fiend is bad enough, but the loafer is worse.

A Hint to Dealers.

A valuable assistant to a dealer is a well-compiled scrap-book made up of items gathered from the trade journals and miscellaneous reading which relate to the business in which he is engaged. Practical information may thus be gathered which, if not needed at the moment, may on future occasions prove valuable. There are a thousand and one topics treated of in the trade journals during a year's issue which would comprise a compendium of knowledge almost inestimable to the progressive dealer, and outside of this branch of journalism there is the world to select from. Dealers who have as yet plodded along without this aid will find the suggestion of interest.

A Maple Sugar Miser.

From the Boston Traveler.

A man living at Burke, Vt., has saved all the maple sugar he has made in the past fifty years, having now on hand a considerable quantity of the boiling of 1842 and his entire crop of every year since, the whole aggregating 10,000 pounds. It is all stirred sugar and has kept perfectly. Nobody knows why he hoards the sugar, and he offers no explanation.

Use Tradesman Coupon Books.

LANDLORD AND TENANT. PAPER V.

Written for THE TRADESMAN.

A mortgagor in possession before default is not an implied tenant of the mortgagee; but a promise by him to pay rent to the mortgagee after default creates a tenancy. A lease by a purchaser to a seller, with the privilege of repurchasing, is a mortgage; but a deed with a lease back may be an absolute conveyance, with security to the seller for the purchase money, or for a maintenance during life. A mortgage may be created in the form of a lease to the mortgagee, or of an assignment of a lease as security; but an absolute lease will not be deemed a mortgage merely because the rent is applied upon a debt, nor because there is a privilege of purchase, if there is no debt.

When a lease is given to a mortgagee as additional security, he takes possession as lessee and not mortgagee, and may hold as such after foreclosure until the time for redemption expires; but if he has an option to hold over at a fair rental value, such value, after foreclosure, must be applied to the mortgage debt. Our courts have held that, after the debt is paid, the mortgagee cannot retain possession under the lease without payment of rent; and in another case it was held that retention of such a lease during the term does not suspend the right to foreclose the mortgage at maturity.

The mortgagor cannot make a lease to a third person, subsequent to the mortgage, which will bind the mortgagee after he obtains the right of entry; but a lease made by the mortgagor before the mortgage is not affected by its foreclosure, but the mortgage, when the right of possession accrues under it, operates as an assignment of the reversion (grantor's remaining interest) and entitles the mortgagee to rents accruing after notice of the assignment. In a recent case in this State, our Supreme Court held that if the mortgagee make a parol lease for life to the mortgagor's grantee, it will be enforced after foreclosure of the mortgage.

RIGHTS OF AGENTS.

An agent has no authority to make a lease under seal, unless his authority is in writing and under seal; and the Statute of Frauds requires that his authority must be in writing to make a valid lease for a term exceeding one year; but verbal authority is sufficient to make a valid lease for one year or less. An express authority must be given to an agent to make or confirm a lease and authority is not inferable from previous acts of the agent. In *Clark vs. Field*, 42 Mich., 342, it was held that license from an agent is not admissible unless his authority is shown.

A lessee occupying under the lease with consent of the principal is estopped to deny the agent's authority, nor can the principal suing upon the lease deny that it was authorized. A general agent may take a lease for his principal's benefit, but cannot make a lease without special authority, nor exceed the term of a lease beyond his authority. An agent authorized to collect rents cannot lease or consent to an assignment of a lease. A lease under seal, executed by an agent of the lessor in his own name, conveys no estate, and the principal cannot sue thereon, but the agent may sue thereon as lessor if occupation is had

"Not How Cheap, but How Good."



"Blue Label" Ketchup

SOLD ONLY IN BOTTLES,

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

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

PREPARED AND GUARANTEED BY

CURTICE BROTHERS CO.,

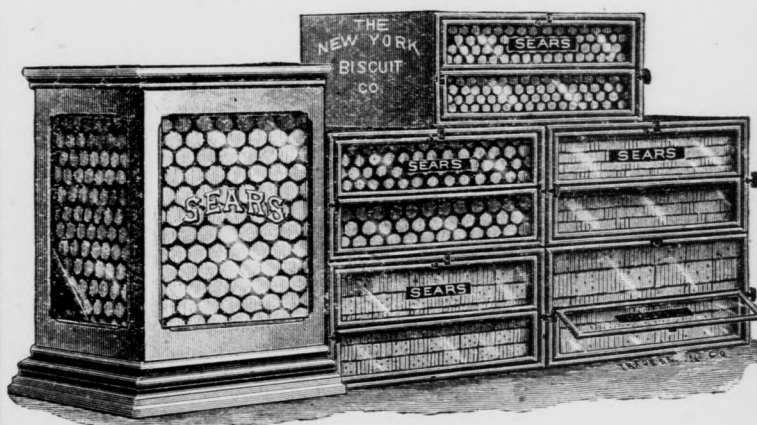
Rochester, N. Y., U. S. A.

BALL-BARNHART-PUTMAN CO.,

Distributing Agents.

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 goods 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 fig filling. This is bound to be one of the best selling cakes we ever made.

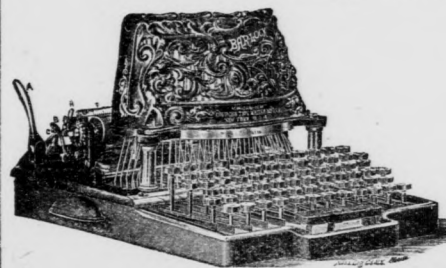
THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

The BAR LOCK TYPEWRITER.

The Modern Writing Machine!



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

Light-Running, Durable.

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

The No. 3 Machine takes paper 14 inches wide, and writes a line 13 1/4 inches long. Price, \$110 complete

SEND FOR CATALOGUE.

TRADESMAN COMPANY, State Agents,
Grand Rapids, Mich

under it. The principal may sue upon an unsealed lease so executed, if his name appears therein, and any lease so executed will be regarded as the lease of the principal, if the intent to make it such clearly appears.

In Massachusetts it has been held that an agent doing business in the name of another is responsible for rent. An agent controlling the rental of lands is responsible to his principal for due diligence; but is not personally liable for a nuisance caused by the tenant. He is entitled to reimbursement for money advanced and has a lien on the rent first to become due, after notice of his claim to the tenant. An agent may act for both lessor and lessee and claim compensation from each, when his sole service is to bring them together; but our Supreme Court has held that an agent cannot obtain any profit for himself by taking a lease in his own name and sub-letting to others.

A power of attorney must be express and cannot exist by implication, and must be strictly pursued in form and substance to make a lease under it valid. If the lease exceed the power, it is void in law, but good in equity except as to the excess. When usual covenants are required by the power, it is a question of fact what are such covenants in the neighborhood, or in other leases of the same kind. A power to an executor to lease includes a power to collect rents and distribute them to the persons beneficially interested.

Trustees having the legal title may lease lands consistently with the trust; and several trustees having a joint authority must act together, and a lease by part of them is void. Leases by trustees must be for a reasonable period and upon reasonable terms, or they will not be upheld in equity. A beneficiary cannot make a valid lease without the concurrence of the trustee; and the trustee who rents may collect or sue for rents in his own name. A lease is not merged when the title to the property is held by the lessee in trust for the lessor.

An executor who is empowered by the will may make a lease pursuant to the power, even before the will is proven; but an administrator cannot grant a lease before the issuance of letters. Statutory conditions of the power to lease by an executor or administrator must be strictly complied with to make the lease valid.

In this country, guardians of the property of an infant may grant leases during the whole of the infant's minority, subject to be defeated by another guardian appointed pursuant to statute; but not by the election of the infant at the age of fourteen, as under the old common law. A natural guardian cannot make a valid lease, nor receive rents so as to bind his minor child; and our Supreme Court has held that the death of the ward determines a guardian's lease and that rent paid thereafter may be recovered.

A guardian cannot bind his ward for improvements upon leased lands, nor by a lease extending beyond the ward's majority; but the ward may ratify such a lease, and after he becomes of age may collect the rents in his own name, or sue for a breach of covenant made by his guardian for his benefit. A guardian in his settlement may charge reasonable rent for a building used for the business of the ward; and if he occupies the ward's lands, he is responsible for what

they might have produced if leased, and is accountable for losses for omitting to lease, or to obtain a fair rental for the premises.

A statutory receiver has no power to lease, if not expressly given, and the legislature alone can ratify a void lease made by him.

HUSBAND AND WIFE.

In this State, where husband and wife join in making a lease, it has been held that the husband cannot assign the lease; and that, where the wife rents land in her own name and cultivates it by her own separate means, she is entitled to the proceeds. In this State a married woman can make a valid lease of her own separate property and control it as completely as if she were single. A husband cannot lease the homestead without the wife's consent; nor can he bind her separate estate as an agent by an unnecessary renting, nor change the conditions of a valid lease by her. He acquires no interest in the products of his wife's separate estate by contributing labor thereto; and a debt due from him cannot be set off against rent of his wife's land.

INFANTS.

Leases by or to an infant are not void, but are voidable by him when he arrives at majority. An adult lessee of an infant lessor cannot avoid the lease, nor can the infant himself during his minority, and to avoid it after majority, there should be an express disaffirmance, or some positive act which is inconsistent with its continuance. An infant cannot make a valid lease by an agent; and a license by an infant to commit waste upon his lands has been held by our Supreme Court to be void. During the minority, or upon disaffirmance at majority, he may plead his infancy as a defense to an action for rent, unless it can be shown to be included within the term "necessaries."

This will conclude my review of "Parties to a Lease." The next step in order will be a consideration of the "Rights of the Parties," which will be taken up in the next article.

E. A. OWEN.

A Few Remarks on Credit.

Always bear in mind that in trusting a man you are doing him a favor, and at the time a bill is due you have just as good a right to request him to settle as he has to request you to get the job done on time in the first place. Always set a time when a bill shall be paid. Indefinite credit is the worst of all evils. The more prompt a man can be made to pay the better customer he becomes. If a man proves to be poor pay, unreliable, do not continue to accept his orders.

Never credit on the strength of personal acquaintance alone. A man may have the hearty grip, winning smile and tender conscience of a Young Men's Christian Association secretary, and yet never dream that your pay-roll comes around on Saturday. He may have an eye of tender blue and wear the finest clothes; you may see the corner of a half used check book sticking out of his inside pocket—yet he may never pay his bills. When asked for credit, always investigate the man's previous standing and get your information from the people who trusted him before. Always bear in mind: "The best criterion as to how a man will pay his bills is the way he has paid them."

Study this subject and you will realize before you are too old to profit by it the value of cash in hand—the ghost-like, unreal, visionary value of book accounts.

The severest test possible for a man's character is to do good and have some one else get the credit for it.

Established 1868.

H. M. REYNOLDS & SON,

WHOLESALE DEALERS IN

Building and Sheathing Papers, Plain and Corrugated Carpet Linings, Asphalt and Coal Tar Prepared Roofing, Best Grades Asphaltum and Fire-proof Roof Paints, Coal Tar and Coal Tar Pitch, Elastic Roofing Cement, Resin and Mineral Wool, Asbestos Fire-proof Sheathing, Etc.

Practical Roofers

In Felt, Composition and Gravel,

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, - Mich.

STANWOOD & CO., Gloucester, Cape Ann, Mass.

RECEIVE

Maacker'l, Codfish, Herring

AND ALL KINDS OF

Salt Water Fish

DIRECT FROM THE FISHERMEN

Represented in Michigan by J. P. Visner, 167 North Tonia St., Grand Rapids, Mich., who will be pleased to quote bottom prices that first-class stock can be offered at by any producer or curer.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.

GEO. W. GAY, Vice-President.

WM. H. ANDERSON, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

Make a specialty of collections. Accounts of country merchants solicited.

WHO URGES YOU TO KEEP

The Public!

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

Any Jobber will be Glad to Fill Your Orders.

Geo. H. Reeder & Co.,

JOBBERS OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids

SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

—AND—

Gents' Furnishing Goods.

REMOVED TO

23-25 Larned St., East

DETROIT, MICH.

Dealers wishing to look over our line are invited to address our Western Michigan representative, Ed. Pike, 272 Fourth avenue, Grand Rapids.

Don't pay freight

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

Manufacturers' Prices.

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

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

HIRTH & KRAUSE,

GRAND RAPIDS.

SAPOLIO?

The Public!

Purely Personal.

Herbert T. Chase and family have taken possession of their new home at 4 Windsor Terrace.

C. S. Adams, of the firm of Adams & Lich, hardware dealers at Lawton, was in town over Sunday.

Peter Dykema, prescription clerk for Thum Bros. & Schmidt, has taken a similar position with D. C. Scribner.

Edward Formsma, who has charge of the print department of P. Steketee & Sons, is taking a fortnight's vacation in the country.

J. Q. Patterson, Manager of the Patterson Furnace Co., has removed his family from Lansing to this city, locating at 563 South Lafayette street.

Harry Hall, of the Hazeltine & Perkins Drug Co., took a vacation last week and improved the opportunity to visit most of the manufacturing establishments of the city.

H. H. and J. J. Herrick, composing the firm of Herrick Bros., grocers at Lansing, were in town over Sunday, the guests of their uncle, E. J. Herrick, the Monroe street grocer.

Isaac Bearinger, the East Saginaw lumberman, takes to water as naturally as a duck. Last season he had constructed, at Cleveland, a fine large steel steam yacht called the *Straightaway*. He made a number of cruises with her up the lakes with parties of friends. Her interior arrangements did not suit him, however, and after receiving a new boiler at Saginaw, she was taken to Wheeler's shipyard, at West Bay City, and will come out about July 1, greatly improved and much more convenient. Mr. Bearinger is a most hospitable entertainer, and will make it pleasant for those favored with invitations to cruise with him.

G. W. Williams, grocer and meat dealer at Kalamazoo, was in town one day last week. Mr. Williams has lately purchased a two-story frame store building, one block south of his present location, which he will probably occupy on the expiration of his present lease. Mr. Williams is happy in the possession of a daughter, twelve years old, who has a decidedly business turn of mind, being able to review his books and accounts about as rapidly as he can himself. She exercises a vigilant oversight over every detail of his business and is frequently able to prompt him on matters which escape his notice. Mr. Williams is to be congratulated on having such a daughter, as she will prove to be an invaluable assistant as she grows older.

Many are Called, But Few are Chosen.

From the Clay Worker.

The financial agent of a great insurance company, in a city of a hundred and twenty-five thousand inhabitants, recently died. The manager of that company went to that city to appoint a successor. Out of twenty or thirty applicants for the position not more than two could be regarded as eligible. The capable man in any walk of life is rare. The capable boy is rare. It is a very difficult matter to get a good office boy or a steady, capable fellow to run an elevator in an office building. Really good laborers are scarce. We sometimes think about overcrowded professions, or an over-supply of help in many directions. The supply of really capable help of any kind is limited. A first-class superintendent of a works of any kind is very difficult to get hold of. They are rarely out of a job. A man who is out of a job is open to suspicion. The best and most capable help come out of the workshop—the steady, quiet, capable fellows. There are not many of them in any establishment. Generally one of good judgment can pick a leader from a gang of men. He will need a little coaching, some help and some patience. But he is nearly always to be found. When such an one is discovered the great work has been done. A man has been lifted up from a lower plane to a higher one; his horizon has been enlarged; the world has grown bigger for him. Nevertheless, the really capable man is rare, and in this prosperous period he is seldom if ever out of a job.

Good Suggestions.

Secretary Parsons proposes to embody a number of pertinent suggestions in his annual report to the members of the Michigan State Pharmaceutical Association, at the convention held here in August, among which will be a recommendation that the fiscal year of the Association be the same as the calendar year and that instead of issuing receipts to the members for dues paid, a handsome certificate—similar to the certificate issued by the State Board of Pharmacy—be sent out instead, each certificate to bear the year of issue in large figures. Mr. Parsons argues that the possession of such a certificate would be a matter of pride with nearly every druggist and act as an incentive to have him renew it promptly from year to year. Mr. Parsons will also suggest that the pharmacist who joins the Association the last half of the year be credited with membership until the expiration of the following calendar year.

All of the above recommendations appear to THE TRADESMAN to be excellent suggestions and it is to be hoped that the convention will find time to give them careful consideration.

Country Callers.

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

E. T. Webb, Jackson.
Adams & Lich, Lawton.
Frank Narregang, Byron Center.
W. J. McQuarrie, Luther.
Geo. H. Rainouard, Bridgeton.
Bates & Trautman, Moline.
B. I. Whelpley, Mulliken.
G. W. Williams, Kalamazoo.
John Gunstra, Lamont.
J. Cohen, White Cloud.
M. V. Wilson, Sand Lake.
Lever & Lever, Newaygo.
Henry Pelgrim, New Holland.

Use Tradesman Coupon Books.

MICHIGAN MINING SCHOOL.

A State School of Mining Engineering, giving practical instruction in mining and allied subjects. Has summer schools in surveying, Shop practice and Field Geology. Laboratories, shops and stamp mill well equipped. Tuition free. For catalogues apply to the Director, Houghton, Michigan.

Do You Desire to Sell

**Carpets and
Lace Curtains**

By Sample?

Send for our Spring catalogue

SMITH & SANFORD,

Grand Rapids, Mich.

**DISSOLUTION OF
LIMITED PARTNERSHIP.**

Notice is hereby given that the limited partnership heretofore existing between W. T. Lamoreaux and Demetrius Turner under the style of W. T. Lamoreaux & Co. has been this day dissolved by the retirement of Demetrius Turner by mutual consent. All accounts due the former firm are due and payable to W. T. Lamoreaux and all debts of the former firm will be liquidated by W. T. Lamoreaux.

Dated this first day of June, 1892, at Grand Rapids, Mich.

W. T. LAMOREAUX.

DEMETRIUS TURNER.

ANNOUNCEMENT.

GRAND RAPIDS, June 16, 1892.

We have this day sold to W. T. Lamoreaux Co. our entire business, including stock, accounts, and all evidences of debt. The business will be conducted by the same management as in the past, and practically no change made except that of name.

We ask for the new Company the same kind favors you have bestowed upon us.

Respectfully yours,

W. T. LAMOREAUX & CO.

W. T. LAMOREAUX CO.

W. T. Lamoreaux, Pres. and Treas.

A. P. Collar, Vice-President.

L. Giles, Secretary.

**AMBOY CHEESE.**

Handle it this season and see if you don't sell more cheese than you ever did before. You will have no cheese drying up on your hands and losing you money, but instead will have more good hard dollars to jingle in your pocket than ever before.

OLNEY & JUDSON GROCER CO.

Drugs & Medicines.**State Board of Pharmacy.**

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

Michigan State Pharmaceutical Ass'n.

President—H. G. Coleman, Kalamazoo.
Vice-Presidents—S. E. Parkhill, Owosso; L. Pauley, St. Ignace; A. S. Parker, Detroit.
Secretary—Mr. Parsons, Detroit.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—F. J. Wurzburg, Grand Rapids; Frank Ingis 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.

resident, F. D. Kipp; Secretary, W. C. Smith.
Muskegon Drug Clerks' Association.
President N. Miller; Secretary, A. T. Wheeler.

Outline Programme for the State Pharmacy Convention.

A meeting of the Executive Board of the Michigan State Pharmaceutical Association was held at the Morton House last Wednesday for the purpose of arranging a programme for the tenth annual convention of the Association, which will be held in this city on Aug. 2, 3 and 4. The meeting was attended by President H. G. Coleman, of Kalamazoo; Secretary C. W. Parsons, of Detroit; Executive Committeeman E. T. Webb, Jackson; Frank J. Wurzburg and John D. Muir, of this city, the former in his capacity as member of the Executive Board and the latter as Local Secretary. It was decided to hold four business sessions in the assembly room of Elk's hall, on North Ionia street, and to arrange the trade display in the armory hall on the floor directly overhead. The programme, so far as arranged, will be carried out as follows:

TUESDAY AFTERNOON.

1. Convention called to order by President.
2. Address by Hon. W. J. Stuart, Mayor of Grand Rapids.
3. Response by James Vernor, of Detroit.
4. President's address.
5. Report of Executive Committee and receiving applications for membership.
6. Report of Board of Pharmacy.
7. Reading of papers.
8. Adjournment to Reed's Lake for boat ride and banquet, tendered the members of the Association by the Hazeltine & Perkins Drug Co.

WEDNESDAY MORNING.

1. Report of Secretary.
2. Report of Committee on Legislation.
3. Report of Committee on Membership.
4. Report of Committee on Adulterations.
5. Report of Committee on Pharmacy and Queries.
6. Report of Committee on Trade Interests.
7. Papers and discussions.

WEDNESDAY AFTERNOON.

1. Treasurer's report.
2. Report of Committee on President's Address.
3. Election of officers.
4. Reports of delegates to other meetings.
5. Adjournment to Union Depot, where special train will be taken to Ottawa Beach to participate in a banquet at Hotel Ottawa, tendered the members of the Association by the Grand Rapids Pharmaceutical Association.

THURSDAY MORNING.

1. Announcement of standing committees.
2. Report of Committee on Exhibits.
3. Report of Committee on Resolutions.
4. Unfinished business.
5. Adjournment.

President Coleman presented a communication from Chicago, inviting the Association to hold the 1893 convention in the Michigan building on the World's Fair grounds, meeting at the same time

that the International Pharmacy Congress and the American Pharmaceutical Association will be in session. The Alabama Pharmaceutical Association has already voted to meet in Chicago at such a time, and it is expected that State organizations will take similar action.

How a Constable Was Bluffed by a Drummer.

Fenton S. Fox in New York Recorder.

In July, 1882, before I abandoned newspaper work to join the Knights of the Grip, I was at Albert Lea, Minn., doing some special work for an Iowa paper. At the hotel at which I stopped I fell in with a party of traveling men who could not get home for Sunday.

How to put in the day was the question. We had rounded up the town until we were tired and wanted a change. Someone proposed that we hire a camping outfit and go to Minnesota Lake and put in the day.

The place was a winner, and five of us—a young fellow from Boston, a millinery man from Des Moines, Iowa, a St. Paul grocery fiend, a hardware man and myself—made up the party. Late Saturday afternoon, stowed away in a big wagon, with a tent, bedding, pots, frying pans, guns and fishing tackle, we rolled out of town.

On the banks of the lake we hoisted our tent and commenced housekeeping. Most of the night was spent in telling stories of great hunts and big fish caught, but early in the morning we were up, ready for the fray.

It was an ideal day for fishing, being cloudy. Three of the party decided to fish, but the Boston man (whose name I cannot remember) proposed to me that we take the guns and go down the lake. That struck me all right, for, to tell the truth, I never have had much taste for fishing since I caught and carried home in triumph a fifteen pound dog fish and was laughed out of town by the boys.

Away we went, pecking away at everything we saw, but killing nothing. Finally, my companion sighted a lone duck and by some accident shot it. Dropping the gun, he plunged into the lake and hauled out the fowl. He shouted and capered about like a wild man.

"Come on," said he, "let us run back to camp and surprise the gang. Holy Peter! Think of stewed duck and baked fish for dinner!"

Just then a native came along on horseback.

"Look!" cried the "bean-eater," "I have killed a duck. Whoop!"

"Well, boys," said the horseman, "I am sorry, but I am constable of this township, and as it is now against the law to shoot ducks, I guess you will have to go with me."

The duck dropped with a d. s. t., and I nearly fell dead. Fifty dollars and costs arose before me like a ghost. How I longed to be home! We looked at each other and then at the constable. Then I said:

"Where will we have to go?"

"Well," said the officer, "there's a justice of the peace about a mile from here; you can go before him and give bonds for your appearance to-morrow."

"What will it cost us?" I asked.

"I calculate about fifty and costs, or somewhere near that," was the consoling answer.

"Look here," said the Boston man, "you are a little fast. Where do you live?"

"Just around the bend in the road."

"Do you own a farm there?"

"Yes. I calculate I'm worth \$8,000 or \$10,000."

"That's all I wanted to know; go ahead with your arresting business and see what follows."

The constable was no more surprised than I, but we were given no time to consider before the man from the Hub continued:

"My friend, it so happens that I am Lawyer L—, of Boston, Mass., partner of Ben Butler, and I am about as familiar with the game law as you or anyone else. Will you tell us how your laws of Minnesota can protect a duck? The duck, sir, like the goose, is a migratory bird; it flies South in the Fall and North in Spring. Neither Minnesota nor any

other State can prescribe laws for its protection. Federal laws and officers alone can deal with such matters. If the duck, like the prairie chicken, was a resident of your State, you would have jurisdiction; but it is not. Now go ahead with your arresting business, and I'll institute suit against you for \$10,000 damages, and you will be very apt to learn more about law than you want to know."

What a bluff it was! But it went. Mr. Constable was frightened sure, for he apologized and rode away.

We threw the duck into the nearest fence corner, made a run for the tent, pulled stakes and got back to Albert Lea as soon as the team could haul us.

The Boston man was a hero, but we did not tell the story of our adventure in Minnesota, you can bet.

The Drug Market.

Opium—Reports from the growing crops are favorable for a large yield and an easier feeling exists, although the price is unchanged.

Morphia—Steady at unchanged prices.

Quinine—Firm. On account of an active demand, an advance of $\frac{1}{2}$ c per ounce in foreign is noted. Domestic brands are unchanged.

Canary Seed—On account of large arrivals, is easier.

Cocaine—On account of the low price of cocoa leaves, this article has declined.

Cocoa Butter—Has advanced abroad and is tending higher here.

Balsam Copaiba—On account of large stocks, has declined.

Soap Bark—Has declined.

Gum Kino—Is in good demand and is higher.

Oil Bergamot—Has declined.

Serpentaria Root—Lower.

Oil Pennyroyal—Scarce and stocks are

concentrated in few hands. The price has advanced.

Castor Oil—The low price existing for the past few months has been below the cost of manufacture. A reaction has taken place and the price has advanced $\frac{1}{2}$ c, with an upward tendency.

Alcohol—Has declined 2c per gallon.

Linseed Oil—In good demand and is firm in price.

George Gillet, a commercial traveler at Kansas City, recently became suddenly deaf, dumb and blind. Surgeons examined him carefully and decided that a clot of blood had formed on the brain. The clot was located, the man prepared for an operation and a trephination performed. As soon as a small button of the skull was removed Mr. Gillet's senses returned to him one by one, leaving him as well as ever.

J. L. Strelitsky,

Jabber of **Bigars**

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

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

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

10 So. Ionia St., Grand Rapids.

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.

Wholesale Price Current.

Advanced—Gum kino, gum kino po., oil pennyroyal, castor oil.
Declined—Balsam copaiba, soap bark, oil bergamot, cocaine, serpentaria.

ACIDUM.			TINCTURES.		
Aceticum	80	10	Cubæba	2	5 50
Benzolcum German.	60	65	Exechthitos	2	50 67 75
Boricæ	23	30	Ergeron	2	25 52 50
Carbolicum	23	30	Gaultheria	2	00 62 10
Citricum	50	52	Geranulum, ounce.	75	
Hydrochlor	30	5	Gossipil, Sem. gal.	50	75
Nitrosum	10	12	Hedera	2	00 22 10
Oxalicum	10	12	Juniperi	50	50 20
Phosphoricum dil.	10	12	Lavendula	90	62 10
Salicylicum	1	30 71	Limonis	2	75 63 25
Sulphuricum	1	30 71	Mentha Piper	2	75 63 50
Tannicum	1	40 61	Mentha Veri	2	30 62 30
Tartaricum	30	32	Morhuæ, gal.	1	00 61 10
			Myrica, ounce.	50	
			Olive	80	62 75
			Piceis Liquida, (gal. 35)	10	12
			Ricini	80	62 92
			Rosmarini	75	61 00
			Rosæ, ounce.	26	50
			Succini.	40	45
			Sabina	90	61 00
			Santal	3	50 67 00
			Sassafras	50	55
			Snapias, css, ounce.	65	
			Tiglli	90	
			Thyme	40	50
			" opt	60	
			Theobromas	15	20

Morphia, S. P. & W.	1 70 1 95	Seidlitz Mixture	24	Lindseed, boiled	46	49
" S. N. Y. Q. &	1 60 1 85	Sinapis	18	Neat's Foot, winter	50	60
C. Co.	60 1 85	" opt.	30	strained	50	60
Moschus Canton	60 1 85	Snuff, Maccaboy, De	35	Spirits Turpentine	35	40
Myristica, No. 1	60 1 85	" Voes	35	PAINTS.		bbl. lb.
Nux Vomica, (po. 20)	18 20	Snuff, Scotch, De. Voes	35	Red Venetian	1 1/2	2 1/2
Os. Septa	18 20	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	18 20	Soda et Potass Tart.	27 30	" Ber	1 1/2	2 1/2
" Co.	22 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2
Picis Liq. N.C., 1/2 gal	22 00	Soda, Bi-Carb.	2 5	" strictly pure	2 1/2	2 1/2
doz	22 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	130 116	
Picis Liq., quarts	22 00	Soda, Sulphas	2 2	ican	65 70	
" pints	22 00	Spts. Ether Co.	50 55	Vermilion, English	70 75	
PR Hydrarg. (po. 30)	22 00	" Myrcia Dom.	23 25	Green, Peninsular	70 75	
Piper Nigra, (po. 22)	22 00	" Myrcia Imp.	23 00	Lead, red	7 7 1/2	
Piper Alba, (po. 25)	22 00	" Vini Rect. bbl.	2 25 2 35	" white	7 7 1/2	
Pix Burgun.	22 00	Less 5c gal., cash ten days.	21 30	Whiting, white Span	2 70	
Plumbi Acet.	14 15	Strychnia Crystal	21 30	Whiting, Gilders	2 70	
Pulvis Ipecac et opil.	1 10 1 20	Sulphur, Subl.	23 24 34	White, Paris American	1 0	
Pyrethrum, boxes H	75	" Roll	23 24 34	Whiting, Paris Eng.	1 40	
" P. D. Co., doz.	21 25	Tamarinds	80 10	Pioneer Prepared Paints	20 21 4	
Pyrethrum, pv.	30 35	Quassia	80 10	Swiss Villa Prepared	1 00 1 20	
Quassia	80 10	Quinia, S. P. & W.	29 34	VARNISHES.		
Quinia, S. P. & W.	29 34	Rubia Tincturum	12 14	No. 1 Turp Coach	1 10 1 20	
Vanilla	9 00 16 00	Saccharum Lactis pv.	20 30	Extra Turp.	160 1 70	
Zinc Sulph.	70 8	Salacin	1 60 1 65	Coach Body	2 75 3 00	
OILS.		Sanguis Draconis	40 50	No. 1 Turp Furn.	1 00 1 10	
Whale, winter	70 70	Sapo, W.	12 14	Extra Turk Damar	1 55 1 60	
Lard, extra	55 60	" M.	10 12	Japan Dryer, No. 1	70 75	
Lard, No. 1	45 50	" G.	15			
Linseed, pure raw	43 46					

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.

AXLE GREASE.		Apricots.		CLOTHES PINS.	
Aurora, doz gross	55 6 00	Live oak, 2 25		5 gross boxes, 40	
Diamond, 50	5 50	Santa Cruz, 2 00		COCOA SHELLS.	
Frazer's, 80	9 00	Lusk's, 2 50		35 lb bags, 23	
Mica, 75	8 00	Overland, 1 90		Less quantity, 23 1/2	
Paragon, 55	6 00	Blackberries, 90		Pound packages, 6 1/2 27	
BAKING POWDER.		Cherries.		COFFEE.	
Acme, 45		Red, 1 20		GREEN.	
1 lb. cans, 3 doz, 45		Pitted Hamburg, 1 75		Rio.	
1 lb. " 2 " 85		White, 1 30		Fair, 16	
1 lb. " 1 " 1 00		Erie, 1 30		Good, 17	
Bulk, 10		Damsons, Egg Plums and Green, 1 30		Prime, 18	
Arctic.		Common, 1 10		Golden, 20	
1 lb. cans, 60				Peaberry, 20	
1 lb. " 1 20				Santos.	
1 lb. " 2 00				Fair, 16	
5 lb. " 9 60				Good, 17	
Cook's Favorite.				Prime, 18	
100 1/4 lb. cans, 12 00				Golden, 20	
100 1/4 lb. cans, 12 00				Peaberry, 20	
100 1/4 lb. cans, 12 00				Santos.	
100 1/4 lb. cans, 12 00				Fair, 16	
2 doz 1 lb. cans, 9 60				Good, 17	
(standard pitcher with each can)				Prime, 18	
Dr. Price's, 10 10				Golden, 20	
per doz				Peaberry, 20	
Dime cans, 90				Santos.	
4 oz, 1 33				Fair, 16	
6 oz, 1 90				Good, 17	
8 oz, 2 47				Prime, 18	
12 oz, 3 75				Golden, 20	
16 oz, 4 75				Peaberry, 20	
2 1/2 lb, 11 40				Santos.	
4 lb, 18 25				Fair, 16	
5 lb, 21 60				Good, 17	
10 lb, 41 80				Prime, 18	
Red Star, 1 lb. cans, 40				Golden, 20	
Teifer's, 1 lb. cans, doz, 45				Peaberry, 20	
Victor, 1 lb. " 1 50				Santos.	
6 oz cans, 4 doz, 80				Fair, 16	
2 doz, 1 25				Good, 17	
2 doz, 2 00				Prime, 18	
BATH BRICK.				Golden, 20	
2 dozen in case, 90				Peaberry, 20	
English, 80				Santos.	
Bristol, 80				Fair, 16	
Domestic, 70				Good, 17	
BLUING.				Prime, 18	
Arctic, 4 oz ovals, 4 00				Golden, 20	
" 8 oz, 7 00				Peaberry, 20	
" 16 oz, 10 50				Santos.	
" No. 2, sifting box, 2 75				Fair, 16	
" No. 3, 4 00				Good, 17	
" No. 5, 8 00				Prime, 18	
" 1 oz ball, 4 50				Golden, 20	
BRUSHES.				Peaberry, 20	
Stove, No. 1, 1 25				Santos.	
" 10, 1 50				Fair, 16	
" 15, 1 75				Good, 17	
Rice Root Scrub, 2 row, 85				Prime, 18	
Rice Root Scrub, 3 row, 1 25				Golden, 20	
Palmetto, goose, 1 50				Peaberry, 20	
CANDLES.				Santos.	
Hotel, 40 lb. boxes, 10				Fair, 16	
Star, 40, 9				Good, 17	
Paraffine, 11				Prime, 18	
Wicking, 24				Golden, 20	
CANNED GOODS.				Peaberry, 20	
FISH.				Santos.	
Little Neck, 1 lb, 1 15				Fair, 16	
" 2 lb, 1 90				Good, 17	
Clam Chowder.				Prime, 18	
Standard, 3 lb, 2 00				Golden, 20	
Cove Oysters.				Peaberry, 20	
Standard, 1 lb, 85				Santos.	
" 2 lb, 1 05				Fair, 16	
Lobsters.				Good, 17	
Star, 1 lb, 2 40				Prime, 18	
" 2 lb, 3 30				Golden, 20	
Plum, 1 lb, 2 00				Peaberry, 20	
" 2 lb, 2 90				Santos.	
Mackerel.				Fair, 16	
Standard, 1 lb, 1 30				Good, 17	
" 2 lb, 2 25				Prime, 18	
Mustard, 2 lb, 2 25				Golden, 20	
Tomato Sauce, 2 lb, 2 25				Peaberry, 20	
Sonseed, 2 lb, 2 25				Santos.	
Salmon.				Fair, 16	
Columbia River, fat, 1 85				Good, 17	
" tails, 1 75				Prime, 18	
Alaska, 1 lb, 1 45				Golden, 20	
" 2 lb, 2 10				Peaberry, 20	
Sardines.				Santos.	
American, 1/2 lb, 4 1/2 5				Fair, 16	
" 3/4 lb, 6 1/2 7				Good, 17	
Imported, 1/2 lb, 10 1/2 12				Prime, 18	
" 3/4 lb, 15 1/2 16				Golden, 20	
Mustard, 1/2 lb, 7 1/2 8				Peaberry, 20	
Boneless, 20				Santos.	
Trout.				Fair, 16	
Brook, 3 lb, 2 50				Good, 17	
FRUITS.				Prime, 18	
Apples.				Golden, 20	
3 lb. standard, 85				Peaberry, 20	
York State, gallons, 2 40				Santos.	
Hamburg, 2 50				Fair, 16	

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

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

CRACKERS.
Butter.
Seymour XXX, 6 1/2
Seymour XXX, carton, 6 1/2
Family XXX, 6 1/2
Family XXX, carton, 6 1/2
Salted XXX, carton, 6 1/2
Keweenaw, 6 1/2
Boston, 6 1/2
Butter biscuit, 6 1/2

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

DRIED FRUITS.
Domestic.
APPLES.
Sundried, sliced in bbls, 5
quartered, 5
Evaporated, 50 lb. boxes, 27
APRICOTS.
California in bags, 9 1/2 10
Evaporated in boxes, 12 1/2 12 1/2
BLACKBERRIES.
In boxes, 4 1/2
NECTARINES.
70 lb. bags, 7 1/2
25 lb. boxes, 9 1/2 9 1/2
PEACHES.
Peeled, in boxes, 12
Cal. evap., 9 1/2 10
In bags, 8 1/2 8 1/2
PEARS.
California in bags, 27
PITTED CHERRIES.
Barrels, 10
50 lb. boxes, 11
25 " 12
PRUNELLES.
30 lb. boxes, 11
RASPBERRIES.
In barrels, 21 1/2
50 lb. boxes, 23
25 lb. " 23

FOREIGN.
CURRANTS.
Patras, in barrels, 3 1/2
" in 1/2 bbls, 3 1/2
" in less quantity, 4
PEEL.
Citron, Leghorn, 25 lb. boxes, 20
Lemon, 25 " 10
Orange, 25 " 11
RAISINS.
Domestic.
London layers, 2 crown, 1 40
" 3 " 1 65
" fancy, 1 85
Loose Muscatels, boxes, 1 25
70 lb. bags, 2 54
Foreign.
Ondura, 20 lb. boxes, 7 1/2 7 1/2
Sultana, 30 " 11 1/2 12
Valencia, 30 " 5 5 1/2
PRUNES.
Bosnia, 8
California, 90x100 25 lb. bxs, 8
" 80x90 " 8 1/2
" 70x80 " 9
" 60x70 " 9 1/2
Turkey, 2 54
Silver, 1 13 1/2

EXTRACT.
Valley City, 75
Pell, 1 15
Hummel's, foil, 1 50
tin, 2 50
CHICORY.
Bulk, 8
Red, 6
CLOTHES LINES.
Cotton, 40 ft. per doz, 1 25
" 50 ft. " 1 40
" 60 ft. " 1 60
" 70 ft. " 1 75
" 80 ft. " 1 90
Jute, 60 ft. " 90
72 ft. " 1 00

COUPON BOOKS.
TRADESMAN
1
CREDIT COUPON
TRADESMAN
5
CREDIT COUPON

"Tradesman."
\$1, per hundred, 2 00
\$2, " 2 50
\$3, " 3 00
\$4, " 3 50
\$5, " 4 00
\$10, " 4 50
\$20, " 5 00
"Superior."
\$1, per hundred, 2 50
\$2, " 3 00
\$3, " 3 50
\$4, " 4 00
\$5, " 4 50
\$10, " 5 00
\$20, " 5 50
"Universal."
\$1, per hundred, 3 00
\$2, " 3 50
\$3, " 4 00
\$4, " 4 50
\$5, " 5 00
\$10, " 5 50
\$20, " 6 00

ENVELOPES.
XX rag, white.
No. 1, 6 1/2 75
No. 2, 6 1/2 1 60
No. 1, 6 1/2 1 65
No. 2, 6 1/2 1 50
XX wood, white.
No. 1, 6 1/2 1 35
No. 2, 6 1/2 1 25
Manilla, white.
6 1/2, 1 00
6, 95
Coin.
Mill No. 4, 1 00

FARINACEOUS GOODS.
Farina.
100 lb. kegs, 3 1/2
Hominy.
Barrels, 3 00
Grits, 3 50
Lima Beans.
Dried, 4
Maccaroni and Vermicelli.
Domestic, 12 lb. box, 55
Imported, 10 1/2 11 1/4
Pearl Barley.
Kegs, 2 34

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

FISH--Salt.
Bloaters.
Yarmouth, 1 10
Cod.
Pollock, 12
Whole, Grand Bank, 2 1/2
Boneless, bricks, 6 1/2 6 1/2
Boneless, strips, 5 1/2 6 1/2
Halibut.
Smoked, 12
Herring.
Scaled, 18 1/2 20
Holland, bbls, 11 00
" kegs, 85
Round shore, 1/2 bbl, 2 00
" " 1 10
Mackerel.
No. 1, 1/2 bbls, 90 lbs., 11 00
No. 1, kits, 10 lbs., 1 25
Family, 1/2 bbls, 100 lbs., 5 50
" kits, 10 lbs., 75
Sardines.
Russian, kegs, 45
Trout.
No. 1, 1/2 bbls, 100 lbs., 6 50
No. 1, kits, 10 lbs., 90
Whitefish.
No. 1, 1/2 bbls, 100 lbs., 8 00
No. 1, kits, 10 lbs., 1 10
Family, 1/2 bbls, 100 lbs., 3 00
" kits 10 lbs., 4 00

FLAVORING EXTRACTS.
Jennings' D C.
Lemon, Vanilla
2 oz folding box, 75 1 25
3 oz " 1 00 1 50
4 oz " 1 50 2 00
6 oz " 2 00 3 00
8 oz " 3 00 4 00
GUN POWDER.
Kegs, 5 50
Half kegs, 3 00
HERBS.
Sage, 15
Hops, 25
INDIGO.
Madras, 5 lb. boxes, 55
S. F., 2, 3 and 5 lb. boxes, 50
JELLY.
17 b. pails, 55
30 " 85
LICORICE.
Pure, 30
Calabria, 25
Sicily, 12
LYE.
Condensed, 2 doz, 1 25
" 4 doz, 2 25
MATCHES.
No. 9 sulphur, 1 25
Anchor parlor, 1 70
No. 2 home, 1 10
Export parlor, 4 00

MINCE MEAT
NEW ENGLAND
CONDENSED
MINCE MEAT
T. E. DOUGHERTY
CHICAGO, ILL. & PORTLAND, ME.

MEASURES.
Tin, per dozen, 1 75
1 gallon, 1 40
Half gallon, 70
Quart, 45
Pint, 40
Half pint, 40
Wooden, for vinegar, per doz, 7 00
1 gallon, 4 75
Half gallon, 3 75
Quart, 2 25
Pint, 2 25

MOLASSES.
Blackstrap.
Sugar house, 13 1/2
Ordinary, 16
Porto Rico.
Prime, 16
Fancy, 20
New Orleans.
Fair, 14
Good, 17
Extra good, 22
Choice, 27
Fancy, 35
One-half barrels, 3c extra

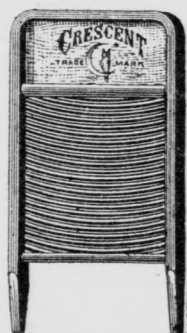
OATMEAL.
Barrels 200, 4 75
Half barrels 100, 2 50
ROLLED OATS.
Barrels 180, 4 75
Half bbls 90, 2 50
PICKLES.
Medium.
Barrels, 1,200 count, 3 50
Half barrels, 600 count, 2 25

Small.
Barrels, 2,400 count, 4 00
Half bbls, 1,200 count, 2 50
PIPES.
Clay, No. 216, 1 75
" T. D. full count, 75
Cob, No. 3, 1 25
POTASH.
48 cans in case.
Babbitt's, 4 00
Penna Salt Co.'s, 3 25
ROOT BEER
Williams, per doz, 1 75
" 3 doz. case, 5 00
RICE.
Domestic.
Carolina head, 5
" No. 1, 5
" No. 2, 4
Broken, 3 1/2
Imported.
Japan, No. 1, 6
" No. 2, 5 1/4
Java, 5
Patna, 5

SPICES.
Whole Sifted.
Allspice, 10
Cassia, China in mats, 8
" Batavia in bund, 15
" Saigon in rolls, 35
Cloves, Amboyna, 22
" Zanzibar, 13
Mace Batavia, 80
Nutmegs, fancy, 80
" No. 1, 75
" No. 2, 65
Pepper, Singapore, black, 15
" white, 25
" shot, 19
Pure Ground in Bulk.
Allspice, 1
Cassia, Batavia, 20
" and Saigon, 25
" Saigon in bund, 35
Cloves, Amboyna, 30
" Zanzibar, 20
Ginger, African, 15
" Cochin, 18
" Jamaica, 28
Mace Batavia, 80
Mustard, Eng. and Trieste, 85
" Trieste, 27
Nutmegs, No. 2, 65
Pepper, Singapore, black, 20
" white, 30
" Cayenne, 25
Sage, 20
" Absolute" in Packages.

SAL SODA.
Kegs, 1 1/4
Granulated, boxes, 1 1/4
SEEDS.
Anise, 12 1/2
Canary, Smyrna, 4
Caraway, 8
Cardamom, Malabar, 30
Hemp, Russian, 4 1/2
Mixed Bird, 4 1/2 5 1/2
Mustard, white, 6
Poppy, 9
Rape, 6
Cuttle bone, 30

STARCH.
Corn.
20 lb. boxes, 6 1/4
40 lb " 6
Gloss.
1-lb packages, 5 1/2
3-lb " 5 1/2
6-lb " 6
40 and 50 lb. boxes, 4 1/2
Barrels, 4 1/2
SNUFF.
Scotch, in bladders, 37
Maccaboy, in jars, 35
French Rappee, in jars, 43
SODA.
Boxes, 5 1/2
Kegs, English, 4 1/2
SALT.
100 3-lb. sacks, 2 25
60 5-lb. " 2 00
28 10-lb. sacks, 1 85
20 14-lb. " 2 25
24 3-lb. cases, 1 50
56 lb. dairy in linen bags, 50
28 lb. " drill " 18
Warsaw.
56 lb. dairy in drill bags, 35
28 lb. " " 18
Ashton.
56 lb. dairy in linen sacks, 75
Higgins.
56 lb. dairy in linen sacks, 75
Solar Rock.
56 lb. sacks, 25
Common Fine.
Saginaw, 80
Manistow, 85

SALERATUS. Packed 60 lbs. in box. \$3 30 Church's 3 15 DeLand's 3 30 Dwight's 3 30 Taylor's 3 00	CHOICEST. Dust 10 @12 BASKET FIRED. Fair 18 @20 Choice 25 @25 Choicest 35 @35 Extra choice, wire leaf 40 @40	WARPATH. Banner 14 King Bee 15 Kiln Dried 17 Nigger Head 23 Honey Dew 24 Gold Block 28 Peerless 24 Rob Roy 24 Uncle Sam 25 Tom and Jerry 30 Brier Pipe 30 Yum Yum 32 Red Clover 32 Navy 32 Handmade 40 Frog 33	GRAINS and FEEDSTUFFS WHEAT. No. 1 White (58 lb. test) 80 No. 1 Red (60 lb. test) 80 MEAL. Bolted 1 30 Granulated 1 50 FLOUR. Straight, in sacks 4 50 Patent "sacks" 5 50 Graham "sacks" 2 10 Rye "sacks" 2 40 MILLSTUFFS. Less quantity Bran \$15 00 Screenings 15 00 Middlings 16 00 Mixed Feed 21 00 Coarse meal 21 00 CORN. Car lots 55 Less than car lots 57 OATS. Car lots 39 Less than car lots 41 HAY. No. 1 Timothy, car lots 13 50 No. 1 " ton lots 15 00	HIDES, PELTS and FURS Perkins & Hess pay as follows, prices nominal: HIDES. Green 2 1/2 @ 3 1/4 Part Cured 2 1/2 @ 3 1/4 Full " 2 1/2 @ 3 1/4 Dry 5 @ 5 Kips, green 2 1/2 @ 3 1/4 Cured 2 1/2 @ 3 1/4 Calfskins, green 4 @ 5 1/4 Cured 5 @ 7 Deaconskins 10 @ 30 No. 2 hides 1/4 off. PELTS. Shearings 10 @ 25 Lambs 20 @ 50 WOOL. Washed 20 @ 23 Unwashed 10 @ 20 MISCELLANEOUS. Tallow 3 1/2 @ 4 Grease butter 1 @ 2 Switches 1 1/2 @ 2 Gluseng 2 00 @ 2 75	PAPER & WOODENWARE PAPEL. Straw 1 1/4 Rockfalls 2 Rag sugar 2 Hardware 2 1/4 Bakers 2 1/4 Dry Goods 5 1/2 @ 5 1/2 Jute Manila 5 1/2 @ 5 1/2 Red Express No. 1 5 1/2 " No. 2 4 1/2 TWINES. 48 Cotton 10 Cotton, No. 1 17 " No. 2 16 Sea Island, assorted 30 No. 5 Hemp 15 No. 6 " 15 WOODENWARE. Tubs, No. 1 7 00 " No. 2 6 00 " No. 3 5 00 Pails, No. 1, two-hoop 1 45 " No. 1, three-hoop 1 70 Clothespins, 5 gr. boxes 40 Bowls, 11 inch 80 " 13 " 1 00 " 15 " 1 00 " 17 " 2 40 " 19 " 3 00 " 21 " 3 50 Baskets, market 35 " shipping bushel 1 25 " full hoop " 1 40 " willow elths, No. 1 5 75 " " No. 2 6 25 " " No. 3 7 25 " splint " No. 1 3 00 " " No. 2 4 25 " " No. 3 5 00 INDURATED WARE. Pails, 1 1/2 doz 4 05 Tubs, 1 1/2 doz 4 55
SOAP. LAUNDRY. Allen B. Wisley's Brands. Old Country, 80 1-lb. 3 20 Good Cheer, 60 1 lb. 3 90 White Borax, 100 1/2-lb. 3 60 Proctor & Gamble. Concord 2 80 Ivory, 10 oz. 6 75 " 6 oz. 4 00 Lenox 3 65 Mottled German 3 15 Town Talk 3 00 SCOURING AND POLISHING. Sapolio, kitchen, 3 doz. 2 50 " hand, 3 doz. 2 50	GUNPOWDER. Common to fair 25 @35 Extra fine to finest 50 @65 Choicest fancy 75 @85 COOLONG. Common to fair 23 @30 IMPERIAL. Common to fair 23 @26 Superior to fine 30 @35 YOUNG HYSON. Common to fair 18 @26 Superior to fine 30 @40 ENGLISH BREAKFAST. Fair 18 @22 Choice 24 @28 Best 40 @50	WASHEBOARDS. 	WASHBOARDS. Single Wilson \$2 00 Saginaw 1 75 Rival 1 40 Daisy 1 00 Langtry 1 10 Defiance 1 75 Double Wilson 2 50 Saginaw 2 25 Rival 1 80 Defiance 2 00 Crescent 2 60 Red Star 2 75 Shamrock 2 50 Ivy Leaf 2 25 VINEGAR. 40 gr. 7 50 gr. 8 WET MUSTARD. Bulk, per gal 30 Beer mug, 2 doz in case 1 75 YEAST—Compressed. Fermentum per doz. cakes " per lb. Fleischman, per doz cakes " per lb.	POULTRY. Local dealers pay as follows: DRESSED. Fowl 10 @12 Turkeys 11 @13 Ducks 11 @13 LIVE. Chickens 14 @16 Fowls 8 @9 Turkeys 9 @10 Spring Duck 10 @14	FISH and OYSTERS. F. J. Dettenthaler quotes as follows: FRESH FISH Whitefish 7 @8 Trout 7 @8 Halibut 15 @15 Clascoe or Herring 5 @6 Bluefish 11 @12 Fresh lobster, per lb 20 Soft crabs, per doz 90 Shrimp, per gal 1 25 Cod 10 @12 No. 1 Pickerel 8 @8 Pike 7 @7 Smoked White 7 @7 OYSTERS—CANS. Fairhaven Counts 240 F. J. D. Selects 235 SHELL GOODS. Oysters, per 100 1 25 @ 1 50 Clams, " 1 00 @ 1 25
SUGAR. Cut Loaf @ 5 1/4 Cubes @ 5 Powdered @ 5 1/4 Granulated @ 4 1/2 Confectioners' A @ 4 1/2 Soft A @ 4 1/2 White Extra C @ 4 1/2 Extra C @ 4 1/2 C 3 1/2 @ 4 Yellow @ 3 1/4 Less than bbls. 1/4c advance	TOBACCOS. Fine Cut. Pails unless otherwise noted Hiawatha 60 Sweet Cuba 34 McGinty 24 " 1/2 bbls. 22 Valley City 32 Dandy Jim 27 Torpedo 20 " in drums 19 Yum Yum 36 Plug. Sorg's Brands. Spearhead 35 Joker 22 Nobby Twist 39 Oh My 29 Scotten's Brands. Kyo 22 Hiawatha 38 Valley City 34 Finzer's Brands. Old Honesty 40 Jolly Tar 32 Middleton's Brands. Here It Is 28 Old Style 31 Jas. G. Butler & Co.'s Brands. Something Good 38 Toss Up 26 Out of Sight 25 Private Brands. Sweet Maple 30 L. & W. 26 Smoking. Boss 12 1/4 Colonel's Choice 13	WASHBOARDS. Single Wilson \$2 00 Saginaw 1 75 Rival 1 40 Daisy 1 00 Langtry 1 10 Defiance 1 75 Double Wilson 2 50 Saginaw 2 25 Rival 1 80 Defiance 2 00 Crescent 2 60 Red Star 2 75 Shamrock 2 50 Ivy Leaf 2 25 VINEGAR. 40 gr. 7 50 gr. 8 WET MUSTARD. Bulk, per gal 30 Beer mug, 2 doz in case 1 75 YEAST—Compressed. Fermentum per doz. cakes " per lb. Fleischman, per doz cakes " per lb.	OILS. The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids: Ecene 9 Water White, old test. @ 8 1/4 W. W. Headlight, 156° 7 1/2 Water White 7 Naptha 7 Stove Gasoline 7 1/4 Cylinder 27 @36 Engine 13 @21 Black, 25 to 30 deg. @ 7 1/4	FRESH MEATS. Swift & Company quote as follows: Beef, carcass 5 1/2 @ 6 1/4 " hind quarters 7 @ 8 " fore 3 1/2 @ 4 " loins, No. 3 9 1/2 @ 10 " ribs 8 1/2 @ 9 1/2 " rounds 5 1/2 @ 6 Bologna @ 4 1/2 Pork loins @ 8 1/4 " shoulders @ 6 1/4 Sausage, blood or head @ 4 1/2 " liver @ 4 1/2 " Frankfort @ 7 Mutton 8 @9 Veal 6 @ 6 1/2	WOODENWARE. Tubs, No. 1 7 00 " No. 2 6 00 " No. 3 5 00 Pails, No. 1, two-hoop 1 45 " No. 1, three-hoop 1 70 Clothespins, 5 gr. boxes 40 Bowls, 11 inch 80 " 13 " 1 00 " 15 " 1 00 " 17 " 2 40 " 19 " 3 00 " 21 " 3 50 Baskets, market 35 " shipping bushel 1 25 " full hoop " 1 40 " willow elths, No. 1 5 75 " " No. 2 6 25 " " No. 3 7 25 " splint " No. 1 3 00 " " No. 2 4 25 " " No. 3 5 00 INDURATED WARE. Pails, 1 1/2 doz 4 05 Tubs, 1 1/2 doz 4 55

HILLSIDE JAVA!

FOR YOUR 38 OR 40c GRADE.



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

ROYAL DUCHESS JAVA & MOCHA

For your 35c grade.

A True Combination of Central American and East India Java and Arabian Mocha.

SAN MARTO BLEND

For your 30c grade.

Makes a better drink than a straight Maracaibo. Very fragrant and rich. Strong but not rank. Entirely free from Rio.

Our Coffees are all selected with great care, especially for Fine Drinking Qualities.

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

THE J. M. BOUR CO.,

We Affirm That Good Goods Make Business.

Importers, Roasters and Jobbers of Fine Coffees,

And Poor Goods Mar Business.

TOLEDO, O., also Detroit & New York.

We are represented in Michigan as follows: Eastern Michigan, P. V. HECHLER; Southern Michigan, J. B. FRIEND; Northern and Western Michigan, Thos. FERGUSON

CONDITIONS FAVORING A RISE.

The solidity of financial affairs in Wall street has been abundantly demonstrated during the past fortnight by the way in which the Stock Exchange withstood the depressing influences of the Oil Creek disaster, of the failure in London of the New Oriental Bank, of the unfavorable weather at the West, and of the Minneapolis Convention. Any one of these factors, singly, would have been enough to bring to light weakness, if any had existed. Numbers of my readers can probably remember how the loss of the steamer Arctic, the Chicago conflagration, the assassination of Garfield, and other calamities of that nature produced decided little panics when they occurred, not to mention the more recent results of the collapse of Baring & Co. in London. Political distractions, too, are notoriously hostile to the maintenance of prices, and the Presidential year is always expected to be a bad one for trade. Just now, however, neither flood nor fire nor great bankruptcies, nor the excitement of nominating a Presidential candidate have made more than a transient impression upon the market, and even the addition to them of renewed shipments of gold has failed to create alarm.

This extraordinary firmness is undoubtedly due to the abundance of money seeking borrowers, and this again to the scarcity of borrowers actually needing money either to carry on existing enterprises or to start new ones. The financial winter which was ushered in by the Baring collapse, eighteen months ago, has not yet fairly thawed out, and capitalists and speculators, both here and in Europe, are going about with their coats buttoned over their pocketbooks, waiting for the spring to begin before they open them. I have not kept a record of the new undertakings for which money has been borrowed in New York City, but the amount in London for the year, so far, is one-seventh less than during the same period in 1891, one-third less than in 1890, and not one-half of what it was in 1889. As here, so in London, loud complaints are made by the speculative stock brokers of a decline in their business, the bankers' clearings on Stock Exchange pay days having shrunk three-fourths of their volume in 1890 and the years immediately preceding it. The brokers who deal principally in investment securities have not suffered so much, but they cannot have escaped the consequences of the diminished supply of new bonds and stocks, which has driven the price of 2½ per cent. consols nearly up to par, and first-class 3½ per cent. municipal corporation bonds to 110. Even the French 3 per cents., which stood for years about 80, are now selling at about par, a fact to which the friends of the republic exultantly point as proof of its popularity, but which really indicates only the scarcity of good new investments in France, as well as in Great Britain and in this country.

Why this abundance of money and scarcity of investments has failed to create an upward speculative movement here I explain by referring to the discredit into which have fallen the immense amount of railroad stocks which for many years furnished the staple for speculative operations. The really good stocks of this class have been bought by investors and withdrawn almost entirely from the field of everyday dealings, while the poor ones show so little prob-

ability of improvement that they are not tempting. The favorable conditions of the market, which ought to send them up, barely result in keeping them from going down. What with excessive capitals, excessive debts, diminished earnings, and the hostility of legislatures, railroads west of the Mississippi and south of the Ohio have all they can do to avoid bankruptcy. They are not all by any means in so bad a condition as the Richmond Terminal, the Union Pacific, and other unfortunates, but they are altogether too uncomfortably near it to tempt men into investing their hard cash in them. The industrials have not this objection to overcome, but they are still too new and untried, and the circumstances of their launching upon the market are too suspicious in the eyes of the public to make them favorites. Yet, I can remember the time when the best railroads were in the same category. Long after the New York and New Haven Railroad had recovered from the Schuyler frauds and was paying regular 10 per cent. annual dividends, its stock was a speculative fancy ranging between 120 and 140, while now, upon a capital five times as large, it sells at 250 in little lots of 10, 15 and 20 shares, and then only once a week or so. New York Central, before the old Commodore Vanderbilt doubled its capital and took in the Hudson River road, sold regularly in the neighborhood of 80, notwithstanding it paid steady 6 per cent. annual dividends. It now pays barely 5 per cent., and yet sells at 113. Lake Shore is another example. A few years ago it was one of the liveliest gambling counters on the Exchange at about 60. Now, at 130 and upward, it is bought and sold only as a sober investment. Even Western Union Telegraph stock, which, in my experience has been up and down like a sky rocket, hundreds of times, has settled nearly if not quite into an inactive condition, and, for the last twelve months, has done nothing but go up upon purchases by people who buy it for the sake of dividends. Whenever, therefore, the industrials, which are now dividing 8 per cent. and upward in their selling prices, shall have succeeded in getting the confidence of the public they will probably exhibit a like improvement.

One great bugbear of the market, free silver coinage, which, entirely without reason, in my opinion, has deterred a great many people from investing in stocks, seems now in a fair way to be removed. The renomination by the Republican party of President Harrison, a declared enemy of free silver, upon a platform which demands the maintenance of the parity of silver with gold, "so that the purchasing and debt-paying power of the dollar, whether of silver, gold, or paper, shall at all times be equal," commits the party, logically, notwithstanding the explanations of the silver men, against the unlimited coinage of the metal; and it is unlikely that the Democrats will declare distinctly in favor of it, because if they do they will imperil their success in the Eastern and Middle States. The most that they will do, I fancy, will be to adopt a resolution similar to that of the Republicans, only a little more on the side of silver. That no silver bill will become a law during the life of the present Congress is nearly certain, and the recent speech on the subject by Senator Sherman shows that a change has come over his opinions

PRODUCE MARKET.

Asparagus—20c per doz. bunches.
Beans—Dry stock is in small supply and active demand. Dealers pay \$1.30@1.35 for unpicked and hold city handpicked at \$1.05@1.75 per bu.
Beets—New, 35c per doz. bunches.
Bermuda Onions—\$1.75 per crate of about 50 lbs.
Butter—The market is featureless, the glut being complete in nearly all localities. Dealers pay 11@12c and hold at 12@13c. Nearly all purchases not sold promptly are being placed in cold storage.
Cabbages—\$2 and \$3.50 per crate, according to size.
Cucumbers—40c per doz.
Dried Apples—Sundried is held at 4@4½c and evaporated at 5½@6c.
Eggs—The market is strong and higher. Dealers pay about 13@13½c and hold at 14½@15c.
Honey—14c per lb. Very scarce.
Lettuce—Grand Rapids Forcing is in fair demand at 10c per lb.
Onions—Green are in fair demand at 10c per dozen bunches.
Peas—Green, \$1 per bu.
Pieplant—1c per lb.
Pineapples—\$1.25@1.75 per doz.
Potatoes—The anticipated boom in the price of old stock failed to materialize, the market being now decidedly flat, good stock selling at 25c per bu. New potatoes are held at 80@90c per bushel.
Radishes—10c per doz. bunches.
Raspberries—Black are in plentiful supply and active demand at 15c per quart.
Strawberries—Home grown are now at their best, commanding 6@10c per quart, according to quality and the condition of the market.
Tomatoes—\$1.75 per crate.
Watermelons—25@35c apiece. The melons so far received are small in size and inferior in quality, owing to the drought prevailing in the region where they are raised.
Wax Beans—\$1.50 per bu.

PROVISIONS.

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

PORK IN BARRELS.				
Mess, new.				11 50
Short cut				12 00
Extra clear pig, short cut				13 50
Extra clear, heavy				13 50
Clear, fat back				13 00
Boston clear, short cut				13 50
Clear back, short cut				13 50
Standard clear, short cut, best				13 50
SAUSAGE—Fresh and Smoked.				
Pork Sausage				7½
Ham Sausage				9
Tongue Sausage				9
Frankfort Sausage				7½
Blood Sausage				5
Bologna, straight				5
Bologna, thick				5
Head Cheese				5
LARD.				
Kettle				
Rendered.	Granger.	Family.	Com.	pound.
Tierces	7½	7½	5½	5½
50 lb. Tins	8	7½	6	5½
30 lb. Pails	8½	7½	6½	5½
10 lb.	8½	8	6½	6½
5 lb.	8½	8½	6½	6½
3 lb.	8½	8½	6½	6½
BEEF IN BARRELS.				
Extra Mess, warranted 200 lbs.				6 50
Extra Mess, Chicago packing				6 50
Boneless, rump butts				9 00
SMOKED MEATS—Canned or Plain.				
Hams, average 20 lbs.				10½
" " 12 to 14 lbs.				11
" picnic				11½
" best boneless				8½
Shoulders				7½
Breakfast Bacon, boneless				9½
Dried beef, ham prices				9
Long Clears, heavy				6½
Briskets, medium				6½
" light				6½

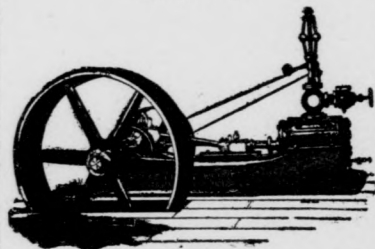
CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Full Weight.	Bbls.	Pails.	
Standard, per lb.	6	7	
" H. H.	6	7	
" Twist	6	7	
Boston Cream	20 lb. cases	8½	
Cut Loaf	7	8	
Extra H. H.	cases 7	8	
MIXED CANDY.			
Full Weight.	Bbls.	Pails.	
Standard	6	7	
Leader	6	7	
Royal	6½	7½	
Nobby	7	8	
English Rock	7	8	
Conserves	7	8	
Broken Taffy	baskets	8	
Peanut Squares	8	9	
French Creams	10	10	
Valley Creams	13	13	
Midget, 30 lb. baskets	8	8	
Modern, 30 lb.	8	8	
FANCY—In bulk.			
Full Weight.	Pails.		
Lozenges, plain	10		
" printed	11		
Chocolate Drops	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	60		
" printed	65		
Imperials	60		
Mottos	70		
Cream Bar	55		
Molasses Bar	85@95		
Hand Made Creams	80@90		
Plain Creams	1 00		
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, 96	@3 50		
" 126	4 00		
" 150	4 50		
Messinas, choice 200	@		
" 100	@		
LEMONS.			
Messina, choice, 300	@25 50		
" fancy, 300	@26 00		
" choice 300	@		
" fancy 300	@26 50		
OTHER FOREIGN FRUITS.			
Bananas, Firsts	1 75@2 25		
" Seconds	1 00@1 50		
Figs, fancy layers, 6 lb.	@13		
" " 10 lb.	@14		
" extra " 14 lb.	@15		
" " 20 lb.	@18		
Dates, Fard, 10-lb. box	@2 85		
" " 50-lb. " "	@2 65		
" Persian, 50-lb. box	4½@5		
NUTS.			
Almonds, Tarragona	@17		
" Ivaca	@15½		
" California	@17		
Brazils, new	@8		
Filberts	@11½		
Walnuts, Grenoble	@13½		
" Marbot	@		
" Chili	@10		
Table Nuts, fancy	@12½		
" choice	@11½		
Pecans, Texas, H. P.	11		
Cocanuts, full sacks	@14 50		
PEANUTS.			
Fancy, H. P., Suns	@5½		
" " Roasted	@7½		
Fancy, H. P., Flags	@5½		
" " Roasted	@7½		
Choice, H. P., Extras	@4½		
" " Roasted	@6½		
California Walnuts	12½		

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Upright Engines and Boilers for Light Power.
Prices on application.

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which needs only time to spread to other political leaders, and, finally, to the people at large. John Stuart Mill said, years ago, in his essay upon August Comte, that "a belief which has gained the cultivated minds of any society, unless put down by force, is certain, sooner or later, to reach the multitude." Mr. Sherman is now not only opposed to free silver, but he is opposed to the act of July, 1890, which bears his name, and under which the nation is buying silver to the amount of nearly \$50,000,000 a year and issuing currency against it. He sees, as every sensible man must see, the tendency of the act is to put gold coin to a premium and thus drive it out of use as money. This is a result which the most fanatical silver man is not prepared to accept, and whenever its imminence becomes apparent, as it will do very soon, I look for a repeal of the act of July, 1890, in accordance with Mr. Sherman's recommendation.

By the way, I observe, in the Republican platform, the assertion that "the American people from tradition and interest favor bimetalism." Whatever may be the present inclination of our people, tradition shows that in past times they have been practically always monometallists. Down to 1834 the country had nothing but the silver standard, and since 1834 it has had exclusively the gold standard. It is true that the law, until 1873, provided for the free coinage of gold and silver alike at a fixed ratio, but that ratio, prior to 1834, so overvalued silver that gold was driven out of use and its reduction in 1834 drove out silver. Plenty of men can remember both the time when none but silver coins, American and foreign, were in circulation, and the subsequent time when silver dollars were curiosities, worth from five to ten cents more than their par value. Indeed, very shortly after the passage of the act of 1834, even American silver quarters and halves disappeared from circulation, and the only small change to be had was the little worn and depreciated Mexican and South American pieces, more like old buttons than coins. Finally, in 1853, Congress, to remedy the evil, reduced the amount of silver in quarter dollars and half dollars to so much less than their nominal value that it no longer paid to melt them down, and ever since then a dollar's worth of small change has contained 7 per cent. less silver than a silver dollar. As to the future, it is pretty safe to say that this country will not attempt the restoration of bimetalism, even on the statute books, by itself alone, and that international bimetalism is an illusion of which the fixed hostility of Great Britain will forever prevent the realization.

We have, thus, favorable to a rise in the stock market, the positive conditions of easy money and a dearth of new schemes for the employment of it, while the negative forces of apprehensions of disaster from free silver or from any other source are too feeble to be worth considering. It is quite likely that within the next twelve months we shall export a considerable amount of gold, particularly if Austria carries out her scheme for the adoption of the gold standard, but with our enormous volume of currency the loss of it will not be felt. Even a bad grain harvest, in view of last year's abundance, would be only slightly depressing, and we have enough

cotton left over from last year to make up for any possible deficiency in the crop of that staple. Vigorous and determined leadership alone is needed to renew the buoyancy that prevailed before 1890. MATTHEW MARSHALL.

Why the Drummer Swore Off.

From the Detroit Free Press.

"No," said the old drummer fiercely, "I play no games of chance any more, not even the simplest kind, for money." "Won't you pitch pennies?" persisted his companion.

"That least of all," he said, visibly affected.

"Why not?" asked the other.

"Do you see this dollar?" he said, taking a cart-wheel from his pocket.

"Well, thereby hangs a tale. Listen! Ten years ago I was, and had been for five years, traveling for a big diamond-importing house in New York, and I carried with me a large number of gems, often having as much as \$50,000 worth. One day four of us, all in the same line, met in Denver, and that evening we were drinking and matching dollars in my room. It was a hobby of mine, as it was of one of the other men, Frank H., who was as inveterate a matcher as ever the late John T. Raymond was. Well, we drank and matched, and kept at it until we began to toss up at \$5 a toss, and the other two soon backed out and watched us. I guess we were both pretty drunk, for, before I knew it, we had made a pot of a hundred dollars and were tossing best two in three for it. I lost, and lost again, and then, having no more money, I put up a diamond against his pile. I lost that, too, and then put up two against his money and what had been my diamond, and that time I won. I think we were both half crazy now, for Frank pulled out one of the pocketbooks from the inside of his vest and laid it open on the table and asked me angrily if I dared to match it. Of course, I dared, and dared more. I put down beside it all mine, valued at wholesale rates at \$50,000, and he emptied his other vest pocket to an equal amount. Our two friends tried to stop us, but we were wild and would listen to nothing. Frank threw first and I called 'tails.' It came 'heads.' It made me shiver. Then I threw 'heads' and he called 'tails,' and we were even. I don't know how he felt as he picked up the dollar, and looked at those glittering gems, for I don't know anything clearly, though I had a vague idea that somebody would be ruined forever on the next throw. Frank tossed the dollar to the ceiling and I called 'heads.' It struck the floor and rolled over towards the register. All four of us made a rush for it, and Frank fell headlong. The dollar had dropped through the grating and was lying on the closed shutters of the register just below.

"Get a match," I almost shrieked. "I stepped back and my foot struck Frank. He did not move. I bent down and shook him. He was still. I tried to cry out, but could not. The other two men caught hold of him then and turned him over. His face was blue and the blood was gushing from his mouth. He had died in an instant. The three were sober men in a second, and at once alarmed the landlord and sent for a physician, but he might as well not have come. He told me death had been instantaneous. I put my diamonds back into my pockets and took care of Frank's; and the balance of the stakes I divided, taking what I put up and setting his aside, and the next morning we started for home with poor Frank's body." "How about the dollar in the register? Who won?" "Oh," said the old drummer with a start, "I almost forgot that part of it. I never thought of that dollar until just before we left, and going back I fished it out and put it in my pocket, and this is it. It was 'heads.'"

"No wonder you don't gamble any more," exclaimed the listener with a sigh of relief. "Let's go and take a drink as a forgetter."

"And I don't drink any more, either," said the old drummer quietly.

Grand Rapids & Indiana.

Schedule in effect June 12, 1892.

TRAINS GOING NORTH.

Arrive from Leave going South. North. South. For Traverse City & Mackinaw 7:00 a.m. 7:20 a.m. For Kalamazoo and Chicago 9:20 a.m. 9:40 a.m. For Traverse City & Mackinaw 1:50 p.m. 2:00 p.m. For Traverse City & Saginaw 4:15 p.m. 4:30 p.m. For Petoskey & Mackinaw 8:10 p.m. 8:30 p.m. Train arriving from south at 6:50 a.m. daily; all other trains daily except Sunday.

TRAINS GOING SOUTH.

Arrive from Leave going North. South. North. South. For Cincinnati 6:20 a.m. 6:40 a.m. For Kalamazoo and Chicago 10:05 a.m. 10:25 a.m. For Fort Wayne and the East 11:50 a.m. 12:10 p.m. For Cincinnati 5:30 p.m. 5:50 p.m. For Chicago 10:40 p.m. 11:20 p.m. From Saginaw 10:40 p.m. Trains leaving at 6:00 p.m. and 11:20 p.m. run daily; all other trains daily except Sunday.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive. 6:55 a.m. 10:00 a.m. 11:25 a.m. 4:40 p.m. 5:30 p.m. 9:05 p.m.

SLEEPING & PARLOR CAR SERVICE.

NORTH 7:20 a.m. train—Parlor chair car Grand Rapids to Traverse City and Grand Rapids to Petoskey and Mackinaw. 2:00 p.m. train has parlor car Grand Rapids to Petoskey and Mackinaw. 10:30 p.m. train—Sleeping car Grand Rapids to Petoskey and Mackinaw. **SOUTH** 7:00 a.m. train—Parlor chair car Grand Rapids to Cincinnati. 10:05 a.m. train—Wagner Parlor Car Grand Rapids to Chicago. 6:00 p.m. train—Wagner Sleeping Car Grand Rapids to Cincinnati. 11:20 p.m. train—Wagner Sleeping Car Grand Rapids to Chicago.

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

Lv. Grand Rapids 10:05 a.m. 2:00 p.m. 11:20 p.m. Arr. Chicago 3:35 p.m. 9:00 p.m. 6:50 a.m. 11:45 a.m. train through Wagner Parlor Car. 11:50 p.m. train daily, through Wagner Sleeping Car. Lv. Chicago 7:05 a.m. 3:10 p.m. 10:10 p.m. Arr. Grand Rapids 1:50 p.m. 8:35 p.m. 6:50 a.m. 3:10 p.m. through Wagner Parlor Car. 10:10 p.m. train daily, through Wagner Sleeping Car.

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

Toledo, Ann Arbor & North Michigan Railway.

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

Via D., G. H. & M. Lv. Grand Rapids at 7:15 a.m. and 1:00 p.m. Arr. Toledo at 12:55 p.m. and 10:30 p.m. Via D., G. H. & M. Lv. Grand Rapids at 6:50 a.m. and 3:25 p.m. Arr. Toledo at 12:55 p.m. and 10:20 p.m. Return connections equally as good. W. H. BENNETT, General Pass. Agent, Toledo, Ohio.

CHICAGO

JUNE 12, 1892.

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. GR'D RAPIDS 9:00am 12:05pm *11:55pm Arr. CHICAGO 3:35pm 5:25pm *7:05am

RETURNING FROM CHICAGO.

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

GRAND RAPIDS AND CHICAGO.

Via St. Joe and Steamer.

Lv. Grand Rapids 12:05pm + 6:30pm Arr. Chicago 8:30pm 2:00am Lv. Chicago 9:30am Arr. Grand Rapids 5:30pm

TO AND FROM BENTON HARBOR, ST JOSEPH AND INDIANAPOLIS.

Lv. Grand Rapids 9:00am 12:05pm *11:35pm Arr. Grand Rapids *6:10am 3:55pm 10:10pm

TO AND FROM MUSKEGON.

Lv. G. R. 10:00am 12:05pm 5:30pm 6:30pm Arr. G. R. 10:50am 3:15pm 5:20pm

TO AND FROM MANISTEE, TRAVERSE CITY AND ELK RAPIDS.

Lv. Grand Rapids 7:30am 5:25pm Arr. Grand Rapids 11:45am 9:40pm

THROUGH CAR SERVICE.

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

DETROIT.

JUNE 12, 1892

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. GR'D RAPIDS 7:30am *1:00pm 5:40pm Arr. DETROIT 11:50am *5:16pm 10:40pm

RETURNING FROM DETROIT.

Lv. DETROIT 7:05am *1:15pm 5:40pm Arr. GR'D RAPIDS 12:00m *5:15pm 10:10pm

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. Grand Rapids 7:20am 4:15pm Arr. Grand Rapids 11:50am 10:40pm

TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids 7:30am 1:00pm 5:40pm Arr. 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 7:20 a.m.; arrives in Grand Rapids 7:40 p.m. Seats 25 cents. *Every day. Other trains week days only. GEO. DeHAVEN, Gen. Pass'g Ag't.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

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

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

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



TIME TABLE

NOW IN EFFECT.

EASTWARD.

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

WESTWARD.

Trains Leave	*No. 81	+No. 11	+No. 13	*No. 15
Lv. Detroit	1 5p	m	1 50am	4 05pm
G'd Rapids, Lv	7 05am	1 00pm	5 10pm	19 20pm
G'd Haven, Ar	8 35am	2 10pm	6 15pm	11 20pm
Milw'kee 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.

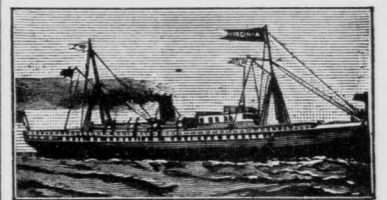
Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar.

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

SHORT LINE TO CHICAGO.

Via the Detroit, Grand Haven & Milwaukee Railway and the

Goodrich Line.



The Magnificent New, Fast Steamships,

"Atlanta" and "City of Racine"

Built expressly for this route. Each steamship 1,300 tons burthen, with sleeping accommodations for 300 passengers.

These steamships have immense reserve power which enables them to make their regular schedules in the most unfavorable weather.

SCHEDULE:

LEAVE GRAND RAPIDS daily, except Sunday, at 5:10 p.m., via D, G H & M Ry, arrive in Grand Haven 6:15 p.m.

LEAVE GRAND HAVEN 8:30 p.m. daily except Saturday, via Goodrich Line, arrive in Chicago at 6:00 a.m.

Note—Saturday trips resumed on May 14. RETURNING—Leave Chicago daily except Sunday at 7:30 p.m., via Goodrich Line and arrive in Grand Rapids at 6:45 a.m. daily.

Note—Sunday trips resumed May 15.

GRAND RAPIDS TO CHICAGO, ONLY

\$3.90

And for the round trip, \$6.50 Stateroom Berth included.

Through tickets can be had at the city office and depot of the D, G H & M Ry, Grand Rapids; also at all stations on the D, G H & M Ry, D, L & N R R, G R & I R R and T, S & M Ry.

JOHN SINGLETON, Gen'l Pass. Agent, Chicago.



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.

The Hardware Market.

Wages—As the time approaches for the settlement of this important question for another year, the difficulty to adjust wages so as to be satisfactory to both employer and employe seems more than probable.

Pig Iron—No improvement to note. Stocks and the demand remain about the same.

Bar Iron—The extreme prices which have been made by some makers have been withdrawn. Warm weather and the adjustment of wages will result, no doubt, in the temporary shutting down of many mills.

Poultry Netting—Still scarce. Jobbers are getting 60 to 65 cents per 100 feet when taken in full rolls.

Wire Screen—Screen wire for windows and doors is now in great demand, and stocks on hand seem to be exhausted. All the jobbing centers report no stocks on hand. Prices have advanced from 10 to 20 cents for 100 square feet.

Screen Doors and Windows—Demand very large and stocks very light. No jobber seems to be able to get the goods of the manufacturers.

Sheet Iron—Prices seem to be growing firmer as the time approaches for wage adjustments.

Wire Nails—No special change to note. Prices about the same.

Wrought Iron Pipe—Prices are a little irregular. No immediate prospect of an advance.

Barbed Wire—Market quiet. Orders are being filled more promptly, but no change in price.

Wool Twine—The demand being about over, prices are being shaded.

Window Glass—As the time draws near for the general shutting down of all factories, orders seem to be coming in more freely, but there is no indication of any change in price.

Oil Stoves—The warm weather has depleted all stocks. There is no change in the price. Jobbers are quoting 30 per cent. discount from list.

To Trust or Not to Trust.

"In God we trust,
Everybody else pays cash."

The above sign is displayed in a modest little baker shop on Tenth Avenue, New York City. It is an old sign, but that little baker has prospered just the same, and, we are reasonably sure, it is because the good woman who presides over the destinies of that little shop long since put all her trust in God, leaving none for those who come in to buy her bread, pie and cake. If everybody paid cash, as seems to be the rule with our baker woman, there would not be so many failures, nor so much destitution and misery. It is a good habit to get into, that of paying cash. It is a wonderful restrainer and manager, this cash system. A man then buys what he needs and no more, and, therefore, is likely to live within his income. It is so easy to buy things and say "charge it," but how difficult it is sometime to pay for that which has been charged.

The simplest and best way, and the only way that will in the long run be found mutually satisfactory, is to call for the cash, and first obtain it every time before the goods are delivered. There is nothing so conducive to extravagance and waste as this credit business. He who buys on credit is thus encouraged to live beyond his means, and so reach inevitable debt, if not a great deal worse. But he who buys for cash, not only learns the value of money and the lesson of husbanding his resources by saving, but he gets very much more and of a better quality than the man who promises to pay.

A Novel Divorce Case.

From the New York Herald.

For two years after their marriage a New Hampshire couple lived in contentment and happiness. Then the wife became a convert to the doctrine of Christian Science, studied, took the degree of doctor, and began practice. Her husband, not objecting to her belief, urged her to abandon its practice. He implored, ed, reasoned, remonstrated. She would not yield. He became "moody, morose, and reticent." He neglected his drug business. He was troubled with insomnia and loss of appetite, and "became generally despondent and unhappy from brooding over his changed domestic relations." Finally he applied for a divorce, and brought twenty witnesses, including four physicians, who testified to the change in his mental and bodily condition and the injury to his business after his wife became a Christian Science practitioner. The physicians gave the opinion that if the cause was continued it would seriously endanger his reason and his health. The law of New Hampshire allows divorce on the ground of "extreme cruelty." The Supreme Court held this to be a case of extreme cruelty on the part of the wife against the husband, and accordingly granted the divorce.

Traveling Men's Yarns.

From the New York Morning Journal.

Thomas Worrall, who travels for a Broadway clothier, says that the meanest man he ever met lives in a town in Michigan. "During the Winter, when it is twenty degrees below zero," said Mr. Worrall, "this man soaks his head in water and then sits out in the back yard until his hair freezes. Then he breaks it off and cheats the barber out of a hair cut."

"The last time I went hunting," remarked Ed. Monroe, the umbrella traveler, "I shot seventeen ducks in one day." "Were they wild?" inquired a listener. "No, but the farmer who owned them was," said Ed.

One of the most bashful of commercial travelers is Charlie Ames, who is on the road for a haberdashery firm. At Kalamazoo he called on a young lady and remarked, as they sat in the parlor: "I hold you in the very highest respect." "That's the only way you do hold me," said the girl.

Hints to Clerks.

Be punctual. An employer always appreciates the clerk who can be depended on under all circumstances. The habit of being promptly on time when work commences cannot be too highly estimated.

Work full time. Clerks should not be watched or driven, yet there are many who are but time-servers, and who work only in the presence of an employer. It is your duty either to give your full time and best efforts in the interests of your employer or leave his service.

Do your best. Make it a point to serve your employer honestly, and although you may not earn the wages paid to a brother clerk or worker because of his superior ability or experience, do your best in the work laid out for you; you are thus fitting yourself for greater undertakings in the future.

Tarantula in Bananas.

A well known fruit firm says: "There has been a tendency of some of these 'feather-brained reporters' to get up sensational stories regarding the ripening of bananas and the dangerous 'tarantula,' all of which tend to excite timid purchasers, especially the women and children who form a very large class of trade in bananas in this country, until it will make them regard a bunch of bananas as they would a wild animal and wonder why the dealer hasn't placed them in and iron cage instead of ranking them as they should be, the most delicious of all tropical fruits."

Beware of the man who claims to be giving you the best end of the bargain.

A New Contributor.

THE TRADESMAN welcomes a new writer this week in the person of S. P. Whitmarsh, dealer in drugs and groceries at Palmyra, who has consented to become a regular contributor to THE TRADESMAN's columns. As the reader will note, Mr. Whitmarsh wields a trenchant pen, although his observations are tempered by charity and breadth of judgment. In a personal letter to the editor, outlining the scope his contributions will take, Mr. Whitmarsh writes:

I shall try to avoid in discussions of trade topics any harshness of judgment or prejudicial statements that may displease the patrons of THE TRADESMAN. While I want to "Shoot folly as it flies," I hope none of my well meant arrows may wound or offend an innocent party.

Use Tradesman Coupon Books.

Crockery & Glassware

FRUIT JARS.	
Pints	\$ 7 75
Quarts	8 25
Half Gallons	10 75
Cups	3 50
Rubbers	45

LAMP BURNERS.	
No. 0 Sun	45
No. 1 "	50
No. 2 "	75
Tubular	75

LAMP CHIMNEYS.—Per box.	
6 doz. in box	1 75
No. 0 Sun	1 88
No. 1 "	2 70
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 " "	2 40
No. 2 " "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 " "	2 89
No. 2 " "	3 89
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 " "	4 70
No. 2 Hinge, " "	4 88
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 " "	1 50
No. 1 crimp, per doz.	1 35
No. 2 " "	1 60

LAMP WICKS.	
No. 0, per gross	23
No. 1, "	23
No. 2, "	38
No. 3, "	75
Mammoth, per doz.	90

STONEWARE.—AKRON.	
Butter Crocks, 1 and 6 gal.	06 1/4
Jugs, 1/2 gal., per doz.	75
" 1 " "	90
" 2 " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c) ..	60
" 1 " "	78

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—STOCK OF DRUGS, PATENT medicines, paints, cigars, tobacco and sundries, in town of 1600. Town growing. Good trade. Best location in town. Good clean stock. Good reasons for wanting to sell. For particulars address, G A R, Box 139, Corunna, Mich. 523

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 DRY GOODS AND shoes in a desirable lumbering town. For particulars enquire of Host & Mertes, Newberry, Mich. 533

FOR SALE OR EXCHANGE—FOR STOCK of merchandise, 160 acres fine land, one-half mile from railroad, in sight of county seat, a flourishing town on division of the C., B. & Q. Railroad, Akron, Colorado Address Box 616, Howell, Mich. 536

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

FOR SALE—CLEAN STOCK OF STAPLE dry goods, clothing, furnishing goods, millinery goods and boots and shoes in one of the best villages in Michigan. Stock will inventory \$3,000 to \$3,500. Liberal discount for cash. For particulars, address No. 530, care Michigan Tradesman. 530

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

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

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

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

FOR SALE—OUR ENTIRE STOCK OF GEN eral merchandise at Chippewa Lake, consisting of hats, caps, boots and shoes, men's fur nishing 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

SITUATIONS WANTED.

WANTED—SITUATION AS TRAVELING salesman. Would prefer drugs or druggists' sundries. Five years' experience in the drug business. Address 534, care Michigan Tradesman. 534

TO EXCHANGE.

WANTED—SMALL STOCK OF GOODS IN exchange for a first-class 160 acres of land, unencumbered, in Brown county, South Dakota. Will pay some cash difference. C. A. French, 65 and 66 Wonderly building, Grand Rapids, Mich. 538

MISCELLANEOUS.

FOR SALE—ONE 11x19 ENGINE AND TU bular boiler with all fittings. One lumber rig, capacity 15m; shafting, pulleys, etc. Also wagon and blacksmith shop, size 20x50, two stories and 21x40 one story; situated in good town with lots of business. J. V. Crandall & Son, Sand Lake or Luther, Mich. 537

SALESMAN WANTED—A THOROUGHLY experienced window glass salesman, with an established trade in Michigan and Indiana. One having a knowledge of the paint business preferred. Address The Van Cleave Glass Co., Cleveland, Ohio. 531

FOR SALE—11-ROOM HOUSE IN GOOD LO cation, within ten minutes walk of Monroe St. Price, \$3,300. W. A. Stowe, 100 Louis St. 470

FOR SALE—WE OFFER FOR SALE OUR grocery stock at Traverse City, invoicing \$4,000 to \$5,000; or, if purchaser prefers, we will sell our general stock at Leroy, invoicing \$8,000 to \$10,000, and our store building at \$2,500, or either alone. Both stocks are clean and well selected, with established trade, and the purchaser secures a bargain in either case. Address M. V. Gundrum & Co., Traverse City, Mich. 535

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

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

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

FOR SALE—DESIRABLE RESIDENCE LOT on North Union street. Size 50x142 feet to alley. 400 feet from electric cars. Easy terms. W. A. Stowe, 160 Louis street. 513

WANTED!

LUMBER

RED OAK, WHITE OAK,

BLACK ASH,

ROCK ELM, GREY ELM,

BASSWOOD.

A. E. WORDEN,

19 Wonderly Building,

GRAND RAPIDS, MICH.

BANANAS

SEND YOUR ORDERS TO US AND WE WILL ENDEAVOR
TO SEND YOU STOCK THAT WILL BE SATISFACTORY.

THE PUTNAM CANDY CO.

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.

MICHIGAN BARK & LUMBER CO.,



Successors to

N. B. Clark & Co.

14 and 19 Widdicomb Building.

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

VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE

Dry Goods, Carpets and Cloaks

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

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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

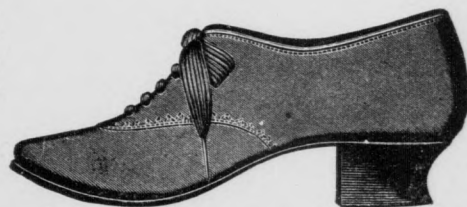
RINDGE, KALMBACH & CO.,

12, 14, 16 PEARL ST.

Grand Rapids, Mich.

WE would call the atten-
tion 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.

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.



A STORE DO YOU RUN ONE?

If so, and you are endeavoring to get along without using one of our improved Coupon Book systems,
you are making a most serious mistake. We were the originators of the coupon book plan and are the
largest manufacturers of these books in the country. Drop in and look over our factory when in the
city or send for samples and price list by mail.

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

H. LEONARD & SONS'

Complete Lines of Crockery, Glassware and House Furnishing Goods, Store Lamps and Parlor Lamps in Every Variety.

Catalogue No. 108.

GRAND RAPIDS, MICH

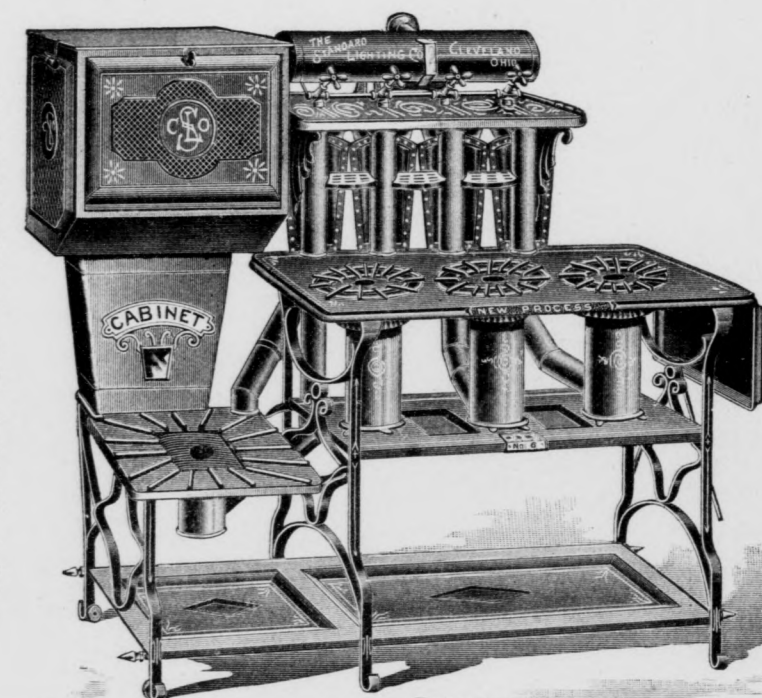
Free to Merchants.

How Does the "New Process" Operate?

The fluid drips, drop by drop (never runs), upon a brass evaporator, mixes with and carburets a current of air, descends the supply pipe to the burner, where it **LIGHTS LIKE GAS. HOW SIMPLE.** And yet that's all there is of it. All parts are made interchangeable, are readily detached and can be replaced.

By actual test during the past **TWO YEARS**, it has been proven that the "NEW PROCESS" consumes less gasoline for the amount of heat given than any other style or kind of vapor stove. It is now made **WITHOUT** a "sub-fire," which device has proven uncertain and unsatisfactory, causing much trouble and giving off a disagreeable odor.

Our Elevated Oven alone is worth the price of the Stove.



The "NEW PROCESS" Cabinet Range.

We make the only elevated "CABINET" stove combined with the "New Process" principle, and which possesses several **DECIDED POINTS OF ADVANTAGE.**

The oven being raised to a convenient height require no stooping in its manipulation—it is out of the way—a permanent fixture, **NEED NOT BE MOVED OR SHIFTED** and has the door in front. This oven is of a peculiar construction, designed to retain the heat and prevent wasteful and unpleasant radiation into the room—a result attained so effectually that the hand may be held against the top of the oven at the time of baking. The oven burner is swiveled and can be moved from under the oven, and used for heating a wash-boiler and all cooking purposes. The flame is always in sight when heating the oven, and can be regulated easily by the operator while standing. The "Cabinet" is without doubt a great improvement over the "Step" style of stove, and is certain to meet with the popular favor its unquestioned merit will justify.

An Essay on Vapor Stoves.

ECONOMY in the kitchen should begin at the point where waste is greatest. That point is the cook's fire. Science asserts and experience has proved, that by far the greater part of the heat produced by the modern cook stove is totally lost; or, in other words, if in one year ten tons of coal are burned for cooking, not more than one ton is actually utilized—the rest being wasted. This waste of fuel in a coal stove can be traced to many causes. Some of them are unavoidable—such as the long time of waiting until there is heat enough for cooking, but during which time combustion goes on; the impossibility of quickly stopping that combustion when the cooking is finished, as well as the great and constant loss of heat up the chimney, and into the room, from not being able to use it all as fast as it is made. Then there is the waste of fuel from avoidable causes—forgetfulness, ignorance and the many other qualities which mark the wasteful cook who uses two tons of coal where one would easily answer.

To command heat, to produce it in a moment, to regulate its quantity at will, to concentrate it upon one point (reducing radiation to the smallest amount), and finally to banish it instantly, is to lower the expense of the kitchen fire to one-third its present cost, and to increase the comfort of the kitchen itself three-fold. This is the problem to be solved, and the certain, scientific and only solution is the vapor stove. Its work is two-fold. First, it stops almost every source of waste; and secondly, it applies with great care the heat actually used. Moreover, besides the convenience, low cost and comfort, we shall find that it does better cooking, because it is less uncertain. The claims of the vapor stove are many, but they may be classified under five heads."

Those heads are then given: Convenience, economy, comfort, efficiency and safety; and among the various things they say under these heads—space will not permit them all to be quoted—the following are of special interest:

Convenience—With a vapor stove the long preparation for cooking and the after effects of the fire are wholly avoided. The whole stove absolutely under your orders at all times, and not a moment's delay at either end. **Economy**—The expense in using a vapor stove is much less than that of a coal stove. They are made in various sizes, having usually one, two, three, or four burners, any one of which may be used alone, or altogether, as desired. Each burner costs less than one cent per hour. The total cost, then, of a large-sized vapor stove with all the burners at highest heat is less than four cents an hour. **Comfort**—It is a delight, as every woman knows, to go into a perfectly cool, clean kitchen and begin work with a stove that in a few moments has reached the boiling and roasting point, and during all the time of its use, radiates almost no heat, and does not, on the average, raise the kitchen thermometer five degrees in a day. **Efficiency**—Every kind of cooking possible—baking, boiling, broiling, roasting, toasting, frying, stewing—can be done with a vapor stove, and usually much better than with any other. The full flame is clear, pure and very hot. Yet one burner, or all, can be turned down to any desired heat, and kept at just that point for hours, without change and without attention. **Safety**—A vapor stove is so simple and so easy to handle that even a child can safely use it. It needs little care, less knowledge and no skill whatever. It lights like gas. Makes no smoke or smell. A safe stove. An economical stove. It pleases the user, satisfies the dealer and stays sold. Ours is THE stove that has revolutionized the vapor stove business.