

Michigan Tradesman.

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THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 9.

GRAND RAPIDS, JUNE 29, 1892.

NO. 458

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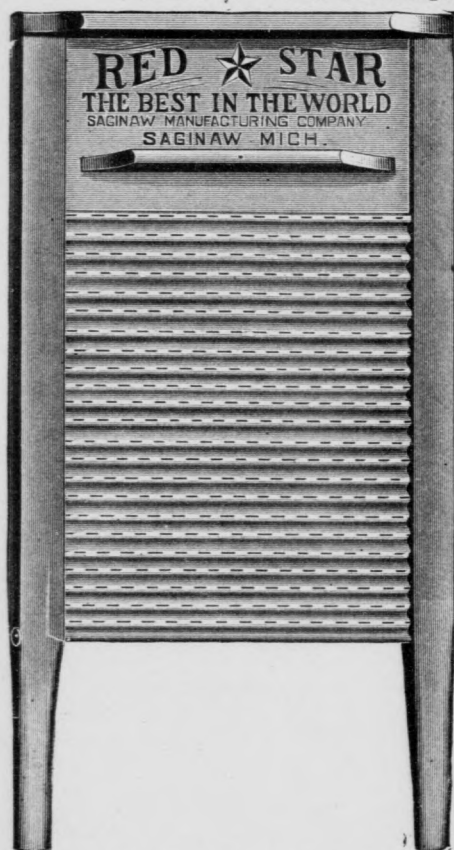
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LEMON & WHEELER COMPANY,

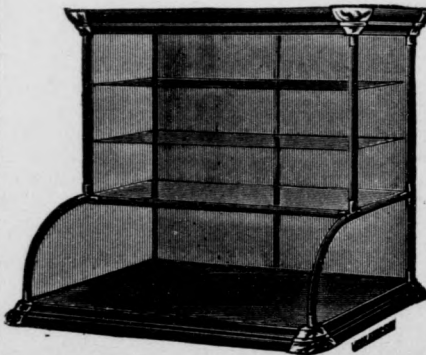
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GRAND RAPIDS.

him almost perfect in "taking down a slide" or disconnecting a locomotive, while some of his exploits in the firebox, plugging flues, rivaled the exhibition given by the Hebrew children in that seven times heated furnace of Holy Writ.

But while his extensive experience upon the road had developed habits of self-reliance and a certain readiness in emergencies, it was not calculated to impart that gloss or polish which enables one to shine in society. Hard Luck's only appearance within the charmed circle had been when he acted as pallbearer at the funeral of a division superintendent, and upon that occasion he had scandalized his colleagues by appearing without the conventional white gloves, and a hurried and embarrassed search of his pockets only brought to light a bunch of "waste" and a "soft hammer," articles which, though almost indispensable on a locomotive, are not essential to the success of a well-ordered interment.

Gamblers say that if one is but possessed of sufficient capital, the most persistent run of ill luck may eventually be broken, and so it proved in Hosselkus' case.

An "officers' special," carrying the leading magnates of the road upon a tour of inspection, was expected, and engine No. 777, the fastest locomotive on the division, and Bill Pearson, an engineer with a record, had been held in readiness for some time to take them out.

The engine, with a full tank of the best coal, had already been run out of the round house, and the train dispatcher had the freights safely side tracked and satisfactory "meets" with the passenger trains figured out, when he was interrupted in his study of the train sheet by a nervous ring at the telephone. The dispatcher answered it himself, and the foreman of the round house announced that Pearson was sick and unable to take the special out.

"That's bad," mused the dispatcher, but added a moment later: "Well, send the next best man, and get a move on; they'll be here in ten minutes."

"They ain't none," replied the round house.

"No other engineer?" shouted the dispatcher.

"Well, there's only Perkins on the yard engine and Hard Luck just in on Scott's work train—might double him out again—that's all.

The dispatcher rushed into the adjoining room to consult the superintendent.

It was in the midst of the busiest season and every available engineer was out upon the road.

"Hard Luck! nonsense!" said the superintendent when he was informed of the situation. "Tell Pearson he must take the special out—this is a nice time for him to get sick!"

The round house was notified and replied that Pearson was "foamin' awful—his wife got him jacked up and two doctors workin' on him," yelled the foreman.

"This is terrible! terrible!" groaned the superintendent. "Perkins is only a boy, we can't put him on, and Hosselkus will never get over the division without something happening—never in the world!" and the perspiration started upon his forehead. The whistle of the special aroused him to the necessity of immediate action.

"Tell him to put Hosselkus on and get

him out as soon as possible—we are in the hands of Providence anyway, I suppose," he added to himself.

All was hurry and excitement when the special pulled in. The engine that brought it in was cut off and hurried out of the way, while the huge, well-groomed "Three Sevens" backed slowly down in charge of Hosselkus, whose heart swelled chokingly as the brazen clangor of her bell pealed out.

But the beginning was ominous. The engine was unfamiliar to him and worked more stiffly than he had expected, so that when he backed down to be coupled on he struck the train with a momentum that jarred its occupants uncomfortably.

"Lord! Lord!" moaned the superintendent as he wiped his clammy brow and sought to divert the director's attention from the mishap by suggesting some needed improvements in the company's water supply.

Presently he excused himself and went ahead to the engine to interview Hard Luck. He found him with an oil can in one hand and a bunch of waste in the other, engaged in the important duty of "oiling 'round."

Hosselkus had had no time to change his greasy old jumper and overalls for cleaner ones, his hasty wash had merely imparted a smeary look to his countenance, and the badge on his cap was upside down, but his eyes sparkled beneath their shaggy brows, his mustache bristled savagely and the whole man was nervously alert as, with a squirt of oil here, a dab of the waste there, and feeling carefully each key and bearing to detect any signs of heating, he worked his way around the mighty racer. He was just finishing his round when the superintendent came up.

"Now, Hosselkus," said the latter, appealingly, "do be careful and try and get us over the division in some kind of shape—make time, and, for heaven's sake, don't break down on the road. If you can make a first-class run I'll see what we can do about getting a passenger run for you."

Hosselkus put away his tallow pot, wiped his hands on the bunch of waste, which he then carefully put in his pocket to serve as a handkerchief, and at length spoke: "Colonel," he said, "don't you lose no sleep over this excursion—we'll get there in the biggest kind of shape—this mill has got it in her, an' if I can't coax a move out of her I'll run a stationary the rest of my life. Now, these kid engineers of yours, they ain't up in mechanics like they'd oughter be—not but what they're good boys—mind you I'm not sayin' a word agin 'em—but they waste her stren'th—they don't really savvy the theory. Now—"

"Yes, yes," hurriedly interrupted the superintendent; "I know, but we must be getting out of here, and don't forget that passenger run—it's manslaughter if not murder in the first degree," he said to himself, as he hastened back, "but if we escape with our lives, he shall have the run."

The conductor waved his hand, Hosselkus opened the throttle slightly and the steam shrilled through the cylinder cocks as the special moved down the yard. Slowly he threaded the network of tracks, cut-offs and blind switches, and then more rapidly by the long siding opposite the row of cottages, where the conductors and engineers lived. And instinctively he felt the eyes of the women

upon him, and knew that they were saying, "Well, if there ain't that crazy fool on Pearson's Three-Sevens with a passenger special! Wouldn't that kill you?" for women are jealous divinities—they would not that man should have any other god or goddesses before them, and as Hosselkus worshiped only a locomotive, a thing of steel and iron, they made him a byword and a reproach. But at that moment Hard Luck cared but little for their disdain; he only thought of his triumph, and the discordant clanging of the bell of the Three-Sevens sounded in his ears as a psalm of victory. "At last—at last," seemed to say its brazen tongue.

The last switch was passed and Hosselkus, forgetting the lightness of his train, opened the throttle so suddenly that the engine fairly leaped forward, while the passengers' necks received a violent wrench.

"This engineer of yours, Colonel," said the general superintendent, spitting out the end of a cigar he had involuntarily swallowed, "is just off a pile driver, is he not?"

The colonel laughed a joyless laugh. "The fact is," he replied, "the regular man was taken sick at the last moment, and we had no one but this fellow to put on. He is an old engineer but not used to the engine. I think he will improve when he gets the hang of it."

"I hope so—I hope so," said the general fervently, as he lit a fresh cigar, "there is evidently room for improvement."

But presently even the anxious superintendent was forced to admit they were moving. Telegraph poles, that had appeared and disappeared with majestic deliberation, began to flit by the windows with a frequency and abruptness very unusual in those stately objects; quicker and less rhythmic came the click of the wheels as each rail was passed; and the leaps of the engine at each revolution of the driving wheels were merged into a continuous, convulsive shudder. The passengers no longer experienced the sensation of being drawn along, but felt as though projected through space, and the more timid clung to their seats to avoid soaring off through the roof. Trainmen who could traverse undisturbed the reeling roofs of a fast freight, made their way through the swaying cars with difficulty.

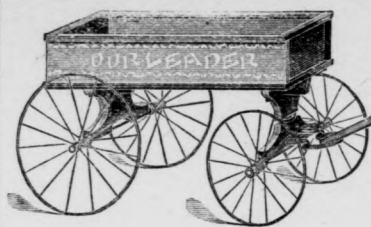
Old Hard Luck was evidently "getting there," and the superintendent prayed silently that he might maintain the speed to the end.

At the first stop he went forward to congratulate the engineer. The fireman was under the engine "boeing out," and Hosselkus, sooty but triumphant, was "oiling 'round."

"How'd's that suit you, Colonel?" he cried, as his superior approached; "the old girl's a crawlin', ain't she?"

"You're doing fine, Hosselkus—fine, but keep it up—pound her on the back, for the porter tells me the wine is getting low and they're liable to see something to beef about. Keep 'em a rollin', and the passenger run is yours." The Colonel had risen from the ranks, and at times, unconsciously, lapsed into the old main line dialect.

"Don't you worry none, we'll git there. Gimme this mill, Colonel, an' none of the other boys on the division 'ud ever get a smell of my smoke. An' she does it so easy, reminds you of your maw's



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Best Six Cord

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old rocker—just handle her right, don't crowd her, that's the main point. Now my theory's like this, we'll say the cylinder—"

But the Colonel had fled. Hard Luck carried his theory with him, for he never succeeded in obtaining a listener to whom he could expound it.

No accident occurred, however; the speed was maintained, and the special reached Oleson's Siding so far in advance of the train dispatcher's calculations that quite a wait was necessary while Number Three, the eastbound express, toiled up the grade.

It was the last stop. Below him wound the tortuous Goose Neck grade, with the division terminus at its foot. The run was nearly ended.

Having finished oiling, Hosselkus leaned against the cylinder head and gazed abstractedly down the track. A brakeman was seated on the head block of the switch, throwing stones at an adjacent telegraph pole and moodily speculating upon the probabilities of "getting in" in time for supper, while an occasional breath of wind from the valley brought with it, from afar down the grade, the puffing of the engines on Number Three.

He had succeeded. The record would be broken beyond a doubt; but as the cool breeze of sunset blew in his face he suddenly became aware of the fact that he was tired, and he remembered then that he had been on the road for over forty-eight hours.

The smell of heated tallow struck him, for the first time, as being a singularly unappetizing odor, and he looked over the huge machine with something akin to dissatisfaction in the expression of his face. He sighed, and the brakeman asked if she was coming—meaning the train.

"No," replied Hard Luck; "she ain't showed up 'round the bend yet—I 'uz just thinkin'."

"Thinkin' how the other engineers 'ud have to take siding when they get the figgers of this run, I s'pose?"

"Naw! I 'uz thinkin' 'bout my fireman, little Doherty, that 'uz killed the time I run into the burnt bridge at Rose Creek. It 'uz dark as pitch an' blowin' sixty miles an hour. I had the old Eighty-three, with thirty loads of iron an' material for the front. The Eighty-three's air pump 'uz no good, an' I didn't purtend to hold 'em. We come down into the creek like h—ll beatin' tan bark—the bridge had burnt an' fell into the creek; I felt her droppin', soaked on what air there was, squealed for brakes, an' throwed her over—the next thing I knowed I 'uz sloshin' round in the creek, dodgin' flat cars an' railroad iron. Lord! I thought them cars never would quit pilin' up—there 'uz twenty-seven stacked up inside of two car len'ths. The caboose an' four or five cars stayed on the track, an' I crawled out an' started back. God! but the wind blowed cold that night, an' Doherty—we couldn't get him out—took the wreckin' train half a day to get down to him—when the engine went over she fell on his side an' held him down in the water. He 'uz drowned but not burnt none, which 'uz some comfort. But how his wife did take on—you could 'a heard her for a mile. When Pete 'uz alive, she never 'peared to take to him much; but you never see a woman so set on anyone as she wuz when he 'uz dead. They say't she used to drink 'fore Pete

'uz killed, but I judge she 'uz a whole lot worse afterwards. I tried to do the right thing by her, fixed up a house an' squared her at the grocery store, but she always had it in for me, seems like. She'd fill herself up till she 'uz blowin' out the stack, an' then she'd lay for me, an' when she saw me comin'—they'd taken me off the main line then an' put me on the yard engine—she'd flop herself down on the track in front of the engine an' callin' me all the murderin' Irish names you ever heard of, yell for me to run over her an' finish the fambly.

"Then she took sick, an' some say't she really had 'em, but I judge it 'uz a fever like, brought on by grief an' stuff.

"She 'uz runnin' wild, an' the doctors couldn't slow her down none, so one night, at eleven fifty-three, just as Number six 'uz comin' in, she took down her signals, split the switch, an' pulled out light for the other side. I heard her when she put the blower on, an' judgin' that she'd got her orders, I says to her: "Old lady, you're past the slow boards now, with a clear track an' no limits, but 'fore you open her out, just look back an' gimme the high sign to show't we clear all friendly an' no kick comin'." But she never gimme the sign—she made motions with her lips, but all I could hear 'uz somethin' like murderin', an' she 'uz gone. Sometimes I think that queered me—I never had much luck 'fore that, but I ain't never had none since, till to-day. An' they wonder why I can't get over the road, an' they wonder why I'm always breakin' down—why, it's hard luck, that's what it is, just dead hard luck—somethin's got a hoodoo on me. No, sir, I ain't never had a day's luck since ole Mam Doherty run by my flag. I tell you, wimmen is queer machines an' complicated—mighty complicated. They're some like these new-fashioned compounds, an' 'tain't every man can handle 'em proper.

"I ain't never had no experience in that line. Onct, when I 'uz firin' for Jake Griggsey, his sister rode with us for a ways, an' she 'uz a joe dandy, with a straight stack an' high drivers—she set on my seat, with her feet up 'side the boiler, an' she had on low shoes an' stock-in's with holes in 'em—not wore out holes, but these kind that's put in with a punch or somethin'. I got that rattled I burnt every blamed grate in Forty-four, an' she dropped her fire an' laid us out for an 'our'n a half. I felt flatter'n a wheel that's been slipped for seventeen miles. I never had no more dicker with wimmen folks since. That's nineteen years ago, an' I ain't got the run yet. It's queer the way a man gets set on a thing—some men take to wimmen, some to cards, an' others to everything most 'cept hard work; but I always judged that to pull a string of varnished cars 'ud be all the joy I'd want. The Colonel's promised me a run if I took 'em through in good shape; but it wouldn't surprise me if something happened at the last minit to knock it in the head—I've been side tracked so often you see. I'm gittin' middlin' old, an' I'm dead tired—got such a stich in my side, too; feels like my heart had a cut journal or somethin'. I get that often, though—went to a doctor onct, an' he jacked me up, felt my pulse, an' said he judged that I'd die on my engine one of these fine days. Well, here she's a comin'."

Hosselkus clambered to his seat; and, as soon as the express train had cleared

the switch, it was opened by the brakeman, and the special was once more under way.

Leaning uncomfortably now to this side now to that, and with angry grinding of flange on rail, it swept around the curves with ever increasing speed. A crashing roar, a flare of yellow sunset light reflected from rocky walls, told of a cutting safely passed, while bridge, and culvert, and trestle bellowed again as the engine cleared them at a bound.

The Three Sevens devoured the way. Again and again Hosselkus proved the correctness of his theory by the terrific bursts of speed with which the mighty machine responded to his every impulse; but his nerves were no longer responsive to the exultant thrill of triumph. A sickening foreboding griped his heart; yet whenever he would have shut off steam and slackened speed, an unconquerable impulse restrained him; for in the exhaust of the engine and the roar of wheels he fancied he heard one word repeated over and over again, with maddening persistency: "Hurry! hurry! hurry!" And the fireman, as he shoveled in coal and struggled to maintain his difficult footing, noted with wonder, not unmixed with uneasiness, that Hosselkus was working steam on grades where it was usual to "let them down" under the restraining pressure of the airbrakes.

The lagging summer twilight gradually deepened until the illuminated faces of clock and steam guage stood out with pallid distinctness in the gloom of the cab. Lights in lonely section houses shot past, and occasionally a great flare of red rushed upward from the momentarily opened door of the firebox. The dazzling light of the furnace revealed Old Hard Luck crouching forward on his seat, one hand on the throttle, the other grasping the reversing lever. His features were set and sharpened, and so pale that through its grimy enameling his face looked positively blue. An occasional swift, comprehensive glance took in clock, steam guage and water glass, and then his eyes were again fixed upon the arrowy torrent of ties that streamed into the glare of the headlight and disappeared beneath the pilot with unbroken, dizzying swiftness. At last a white post flitted by and Hosselkus relaxed. He glanced at the clock, and the next moment a long, wailing blast of the whistle warned the yardmen at the division's end.

The record was broken; the passenger run was his at last; old Hard Luck had actually got over the division without a mishap and in time never before equaled, but instead of exulting over it, as he shut off steam, he found himself marveling how faint and far away the whistle had sounded; had he not felt the vibration of the escaping steam he would hardly have believed it was the Three Sevens' stentorian voice. Undoubtedly there was something wrong; he would have to fix it the first thing in the morning. The engine lurched over the switches and Hosselkus cursed the sudden fog that had dimmed the switch lamps so he could hardly tell red from white, but at length he pulled up before the Railway Hotel—fortune favored him to the last; he made a splendid stop.

With a great sigh of relief he leaned back on his seat, while the eating house gong banged and thundered a hospitable welcome to the belated guests.

"You made a magnificent run, Hosselkus. I'll fix it with the master mechanic

—you go out on Number Three to-morrow," called out the superintendent as he hurried by.

Presently a yardman uncoupled the engine and waved his lantern. "All right!" called out the fireman, who was standing in the gangway.

The engineer made no move.

"What's the matter?" inquired the switchman, climbing into the cab; why in —" the light of his lantern fell then upon the engineer's face; he paused suddenly, for it was white beneath the grime.

Hard Luck was taken from the engine, laid upon a bench, and a physician hastily summoned. Engineers, with smoky torches, and trainmen with lanterns, crowded around with bated breath, while the doctor listened long and attentively for a sound of life, but only the air pump on the Three Sevens signed softly, as the light rings of smoke from her stack floated up, and up, and up in the quiet air, where still a tinge of twilight lingered.

"Dead!" said the doctor, and the tension was relaxed.

Then they all praised their late comrade, and all agreed that the old fellow had a good heart in him, anyway—that is, all but the doctor, who, as he rose and carefully wiped his spectacles, muttered something about "Organic weakness—told him so."

The next day, as the superintendent had promised, Hard Luck went out on Number Three—but he went in a box, lashed to the platform of the baggage car.

E. MUNSON.

Use Tradesman Coupon Books.

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.

AMONG THE TRADE.

AROUND THE STATE.

Horton—Tanner & Wellman succeed H. M. Tanner in general trade.

Ironwood—C. V. Malmgren has sold his drug stock to A. E. Anderson.

Horseshoe—A. Myers has sold his general stock to G. H. Hildebrand.

Traverse City—M. V. Gundrum has sold his grocery stock to Hiram Cook.

Battle Creek—S. M. Holton has sold his drug stock to Morehouse & Linihan.

Kalamazoo—Geo. J. Gildea is succeeded by M. W. Morton in the grocery business.

Wheeler—Wm. Pickard is succeeded by Jas. P. Robinson in the grocery business.

South Lake Linden—Nicholas Reding succeeds Pemberthy Bros. in general trade.

Muskegon—The Muskegon Fur Co. will hereafter be known as the Moth Proof Fur Co.

Albion—John Hagerman has purchased the grocery and provision stock of E. J. Emmons.

Kalamazoo—B. Desenberg & Co. have purchased the grocery stock belonging to the estate of the late H. Ebelink.

Nashville—D. A. Green has sold his grocery stock to Geo. W. Francis and Aubrey Francis, who will continue the business under the style of Geo. W. Francis & Son.

Muskegon—R. E. Misner has retired from the grocery firm of Misner & McLeod. The business will be continued by the remaining partner under the style of David L. McLeod.

Riversdale—Geo. W. Saunders, formerly engaged in the drug and grocery business at this place, has purchased the Mills drug stock at chattel mortgage sale. Mr. Mills is associated with the new proprietor in the capacity of clerk.

MANUFACTURING MATTERS.

Bay City—E. H. Lieberthal, manufacturer of suspenders, has removed his business to Mansfield, Ohio.

Saginaw—The Saginaw Lumber & Salt Co. received a large raft from Canada last week. Not a log was lost in towing across the lake.

Owosso—The Queen Cart Co. has merged its business into a stock company under the style of the Estey Carriage Co. The paid in capital stock is \$5,000.

Saginaw—As an instance of the demand for lumber it may be stated that Charles Merrill & Co. carried over 17,000,000 feet of lumber, largely of ordinary stock, and during the last three weeks have sold \$88,000 worth. Their old stock has been about all closed out, and they have contracted a considerable portion of their new stock.

Detroit—The Seymour Cash Register Co. has filed articles of association. The \$100,000 of capital stock is divided as follows: Frederick H. Seymour, \$30,000; Wm. T. McGraw, \$30,000; Thomas McGraw, \$1,000; Homer McGraw, \$19,000; I. T. Cowles, \$10,000; Thomas Spencer Jerome, \$10,000. The company will manufacture a newly invented style of cash register, on which a patent has been applied for by Mr. Seymour.

A Sure Sign.

First Man—Are you not a politician?
Second Man—Yes. How did you know?
First Man—By your breath.

Purely Personal.

C. G. Stone, the Lowell dry goods dealer, was in town last week to attend the annual picnic of the Old Settlers' Association.

Charles M. Camburn, in Foster, Stevens & Co.'s stove department, has been obliged to go to Mt. Clemens on account of the rheumatism.

Frank Kruse, assistant kook-keeper for Hawkins & Company, has taken the position of book-keeper for the Peninsula General Electric Co.

John Harvey, of the firm of Harvey & Benjamin, proprietors of the Hope Roller Mills, Hamilton, was in town a couple of days last week and took orders for a carload of flour.

R. M. Clouston, formerly connected with the clerical department of the Ball-Barnhart-Putman Co., is now engaged in the merchandise brokerage business at Huntington, W. V.

R. W. Stafford and F. A. Waidner, pickle manufacturers at Chicago, were in town one day last week and purchased the pickles in brine owned by Walker & Son and C. S. Walker.

C. A. Morrell, of the tea jobbing house of C. A. Morrell & Co., at Chicago, is in town for a few days, the guest of W. F. Blake. He goes from here to Traverse City, where he will spend a portion of the heated term.

J. F. Moloney, the Cheboygan Poo Bah, was in town one day last week for the purpose of arranging connections with his new boat, *Elizabeth*, which he has put on the "inland route" between Cheboygan and Oden.

Wm. Logie, who has been seriously ill with rheumatism at his home on Julia street, is gradually improving, but it will be several weeks before he will regain sufficient strength to enable him to resume his desk at Rindge, Kalmbach & Co.'s.

E. B. Bailey, the Allegan groceryman, does not entertain as high a respect for the stability of the Chicago strawberry market as he did a short time ago. He recently purchased eighteen crates of strawberries at about 80 cents a crate and consigned them to a leading commission house on South Water street. The returns came in a few days later in the shape of five 2 cent stamps. Mr. Bailey is now congratulating himself over the fact that the berries actually paid the expenses of transportation and selling and that he escaped being drawn upon for a balance.

Will M. Butts, book-keeper for Hawkins & Company, had a narrow escape from death Saturday afternoon. The animal which draws the one-horse delivery wagon of the house broke loose and started down Ionia street, making in the direction of Mr. Butts, who stood on the sidewalk opposite the store. The latter took to his heels, making marvelous time down the street, but the horse gained on his intended victim and would, undoubtedly, have run him down but for the interposition of an iron pole supporting the trolley wire, which delayed the infuriated steed long enough to enable Mr. Butts to gain a place of safety.

The Hardware Market.

Wages—The possibility of a strike of some duration in the Western Mills is telling on the iron and steel markets. It has adversely affected pig iron and has led to rush of work to many mills for deliveries prior to July 1. The opinion

seems to prevail that both parties to the controversy, so far as the iron mills are concerned, have made extreme demands in order to give themselves leeway in subsequent negotiations.

Pig Iron—Sales have been made at lowest prices reached.

Copper—The market seems to be a little weak.

Pig Tin—Has suffered a drop of 1c per pound. The load which speculators were carrying was getting too heavy.

Pig Lead—A little weaker for large buyers.

Wire Nails—No special change noted. Extreme prices that have been made are now withdrawn by most of the manufacturers and jobbers.

Cut Nails—Owing to the closing down of a number of factories, better prices are being asked. The low price of wire nails, however, will check any large advance.

Bar Iron—Quiet and no change to note "Strike or no strike" seems to be the question at issue.

Wrought Iron Pipe—Moving freely, but no change in prices.

Wire Screen—Still very scarce. Manufacturers find it impossible to catch up in their orders, as their contracts with makers of screen doors and windows take it right from the loom as fast as made. Jobbers are getting \$1.50 for it without any trouble.

Screen Doors and Windows—The manufacturers are catching up in their orders a little, thus enabling jobbers to get a few from day to day. The price for all regular stock sizes remains about \$7.50 per dozen.

Gasoline and Kerosene Stoves—The demand from all parts of the country has been greater than ever, depleting stocks in all the warehouses. Especially is this the case in "Low Down Junior" stoves, it being an impossibility to keep up with orders. On these goods jobbers are quoting 40 and 10 discount from list. Regular gasoline stove discount is 30 per cent. to 30 and 10.

Rope—No change in sisal or manilla. Shot—Another advance of 5c a bag has been made by the makers, the price now being \$1.45 for drop and \$1.70 for BB and larger. This price is for shipment from the towers. Jobbers are getting \$1.50 and \$1.75.

Notice to Michigan Traveling Men.
COLDWATER, June 25—Mileage tickets of the C. & W. M., D. L. & N., Saginaw Valley & St. Louis are also good on the Manistee & Northeastern.

1000 mile tickets issued by the Toledo, Ann Arbor & North Michigan R. R. are good on the C. J. & M. and Manistee & Northeastern.

Mileage tickets issued by the Manistee & North-eastern are good on the C. & W. M., D. L. & N., Saginaw Valley & St. Louis, T. A. A. & N. M.; short line mileage between Manistee and Detroit.

The L. S. & M. S. is now selling 1,000 mile tickets at \$20, good on their entire system.
A. A. HOWARD,
Chairman Railroad Committee, Michigan Knights of the Grip.

American Wealth Abroad.

It has been the misfortune of America since its discovery that the wealth obtained here was spent in Europe. One of the most recent examples is that of W. W. Astor, whose enormous fortune was made in America, though not by himself. He has apparently decided that America is not good enough for him to live in and has bought the Murietta mansion in Carleton Terrace, London. The house was enriched by the Muriettas before the Argentine depression, which

forced the American, Sanford, to sell. The Muriettas are Spanish bankers, and recently were obliged to give up their fine collection of paintings and bric-a-brac of the First Empire period. They had spent in remodeling the house not far from half a million dollars. The houses in Carleton Terrace are large and overlook the Mall and St. James Park.

Silence is not golden at all times.

An ounce of slander requires a ton of cure.

Treat Your Customers



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 JAPANS

If you have never handled this brand of teas order it now and have the finest on earth, as hundreds of customers testify who are now using it in best trade. We are prepared to fill all orders promptly with the most seasonable and delicious new teas.

E. J. GILLIES & CO.,
NEW YORK CITY.

Address

J. P. VISNER,

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

Crocery & 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

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 80
No. 2 " "	3 80

Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 " "	4 70
No. 2 Hinge, " "	4 88

La Bastille.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 1 " "	1 50
No. 1 crimp, per doz.	1 35
No. 2 " "	1 60

LAMP WICKS.

No. 6, per gross	23
No. 1, "	28
No. 2, "	38
No. 3, "	75
Mammoth, per doz.	90

STONEWARE—AKRON.

Butter Crock, 1 and 6 gal.	66 1/2
Jugs, 1/2 gal., per doz.	75
" 1 " "	90
" 2 " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c)	60
" 1 " "	78

GRAND RAPIDS GOSSIP.

Chas. E. Herington has purchased the general stock of Wm. Hewitt, at Campbell.

J. D. Wickham & Son have sold their meat market at 193 Broadway to Mull Bros.

Ruck & Garnhardt, grocers at 79 Shawmut avenue, are closing out their stock and will retire from business.

E. J. Gordon has opened a grocery store at South Boardman. The Olney & Judson Grocer Co. furnished the stock.

Lieffers, Kreil & Co. have opened a grocery store on Grandville avenue. The Ball-Barnhart-Putman Co. furnished the stock.

D. B. Monroe succeeds M. H. Zacharias in the grocery business at 704 Wealthy avenue. The Ball-Barnhart-Putman Co. sorted up the stock.

M. Van Wingen has engaged in the grocery business at 120 West Leonard street. The Lemon & Wheeler Company furnished the stock.

Truth a Sure Foundation.

A young man in a dry goods store in Boston was endeavoring to sell a customer some goods. He had a quantity on hand which he much desired to dispose of, as they were not of the freshest styles, and the man seemed inclined to take them. When the goods had been examined and the bargain was about to be concluded, the customer inquired:

"Are these goods the latest styles?"

The young man hesitated. He wanted to sell the goods, and it appeared evident that if he said they were the latest style the man would take them. But he could not tell a lie, and he replied:

"They are not the latest style of goods, but they are a very good style."

The man looked at him, examined some goods of later style, and said:

"I will take those of the older style, and some of the new, also. Your honesty in stating the facts will fasten me to this place."

The man had not only sold his goods and kept a good conscience, but he also retained a customer, whom he might never have seen again if he had not spoken to him the exact truth.

The Drug Market.

There are few changes to note this week:

Cocoa Butter—Advanced and very firm, both here and abroad.

Buchu Leaves (long)—New stock is nearly exhausted in this country and extreme prices are asked.

Opium—Steady and unchanged.

Quinine—Very firm and foreign brands are higher.

Oil Peppermint—Firm and advancing. Carbolic Acid—Firm and higher prices are looked for.

Oil Pennyroyal—Very scarce and firm at the advance.

Turpentine—Advanced.

The Dry Goods Market.

Blankets—Cotton warp are cheaper than last year. All wool goods remain the same and are very scarce. The output is sold up to production and the belief is that late purchasers will be unable to secure their goods. The trade generally is buying finer goods every year, learning that it is economy to buy good values.

Dress Cambries—Another advance of $\frac{1}{8}$ c has occurred and goods are very scarce. Jobbers still hold at $4\frac{1}{4}$ c, on account of stocks on hand.

Cottons—Fruit of the Loom and Lonsdales are a shade lower.

Gripsack Brigade.

Peter Fox is off the road for a few days, anxiously watching at the bedside of a son, who is seriously ill with diphtheria.

Frank L. Kelly, traveling representative for Carson, Pirie, Scott & Co., is spending the week in Chicago, getting out his samples for the fall trade.

Wm. G. Hawkins has resumed his trips on the road since his return from the Alma sanitarium, but is not yet strong enough to remain out a full week at a time.

L. Meyer, of B. Leidersdorf & Co., Milwaukee, was in Grand Rapids last week and accompanied Judd Houghton on his trip through the Holland colony. He was well pleased with his reception at the hands of the trade, both wholesale and retail.

Hi Robertson attended the Chicago convention last week and passed into the wigwam whenever he wished to do so without ticket or identification of any sort. His close resemblance to Cleveland is said to have overawed the doorkeepers whenever he put in an appearance.

Wm. Boughton, traveling representative for H. S. Robinson & Co., has been a guest at St. Mark's Hospital for the past two weeks by reason of a severe bruise of the shin bone, sustained while boarding a street car. Blood poisoning was threatened, but it is thought that danger of this is now passed.

Post C of the Michigan Knights of the Grip held its regular monthly meeting at the Hotel Normandie, Detroit, Saturday evening. Vice-President G. G. DeForest presided. A communication was read by Secretary W. V. Gawley from W. H. Booth, secretary of the Commercial Travelers' Home Association of America, asking the indorsement and aid of the Post for the cause for which the Association is working. It was formed for and is laboring to build a home and hospital for indigent members, and to provide for indigent wives, widows and infant children of members. A part of the project is also to erect, furnish and maintain a school for the education of the small children of unfortunate members. James D. Aldrich, of Detroit, is President of the Association. The Post acted favorably upon the communication.

While it is true that women are invading the ranks of commercial travelers, their usefulness in this branch of life will necessarily be limited. They may successfully sell certain lines in sections of the country which are thickly settled and amply provided with railroad facilities; but when it comes to hustling in many parts of the country, where it is necessary to ride for miles over rough roads and in all sorts of weather, they are not in it. At present, the novelty of the idea and the reverence which the American people entertain for the fair sex greatly assist them; but this will wear off in time and a merchant will have no more hesitation in decisively refusing to buy from a woman than a man—and then the latter will have all the advantage by reason of an inheritance of business traits and training from many generations past.

The following communication has been received from a member of the Retail Dealers' Pedro and Poker Club of Ravenna: "We wish to apologize, through the medium of your paper, to Dr. Josiah B.

Evans, for the ruthless manner in which some of our members 'gave him away' to Mr. Ball on the occasion of his last visit to Ravenna. Mr. Evans is an active member of our Club, but accepted membership in the organization on one condition—that his house should be kept in ignorance of the matter. We agreed to this condition and honestly intended to live up to the agreement, but several of our members—not knowing that the senior member of the house accompanied his representative to Ravenna last week—carelessly approached Mr. Evans in the presence of his chief and reminded him of the fact that the members of the Club anxiously awaited his presence at the usual place of meeting. Mr. Evans was naturally very much embarrassed under the circumstances and we hereby offer him our most abject apologies for the indiscretion of the members who so cruelly unmasked him to his employer."

A veteran traveler recently remarked as follows: "I have been in business all my life, and I am what the 'boys' might call one of the old salesmen. In all the years that I have been on the road I have at least tried to keep my eyes open, and I have come in contact with hundreds of different commercial travelers. I classify the salesmen under four heads: First, the smart salesman; he is the fellow who knows it all, who seems to think it his duty to enlighten the dealer on subjects ranging all the way from politics to religion. His career generally lasts about three months. The next is the dignified salesman—the 'gentleman'—and mark it that I emphasize the word 'gentleman'—who has such an exalted idea of himself and his ability that the trade comes to the conclusion that he is degrading himself by carrying a sample case, and therefore won't encourage him to remain on the road. The third is the rushing salesman; that is the fellow who thinks he is making money for his house when he runs until he is out of breath to catch a train, and would rather neglect a customer than fail to make two towns a day on the average. He goes into a store with the perspiration pouring out of every pore, gasping for breath, and talking in jerky sentences, and tries to create the impression that his time is so valuable that he is conferring a great favor upon the dealer by calling on him at all. Sometimes the rushing salesman is a success, but I believe that out of every 100 that start out, 99 are forced to look up some other position before many months. For the fourth class I haven't a very good name. I can't call them the sensitive salesmen, because the sensitive man is really a gentleman. We will coin a phrase and call them the 'finicky drummers.' They do not coerce trade in words, but they seek to by action. If a busy merchant speaks sharply to them, they take on such an air of injured innocence, that the merchant will give them an order to soothe their wounded feelings. They can work this scheme as often as three times with one dealer, and hence if they have a pretty big territory, they can count on a year's job. Now, as a matter of fact, the trade wants straightforward men and straightforward statements. Let a dealer see that the salesman means business from the ground up; that he is talking business; that he believes in his goods; that he wants to do business in a business way, and he will get the dealer's friendship every time."

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.

A Tonic

and

A Pleasure:

That's the happy combination found in

Hires' Root Beer

You drink it for pleasure, and get physical benefit. A wholesome, refreshing, appetizing, thirst quenching drink.

One package makes five gallons.

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

BUSINESS LAW.

Summarized Decisions from Courts of Last Resort.

PARTNERSHIP—DECLARATIONS—EVIDENCE.

Admissions and declarations of one member of a firm, to be admissible in evidence as against and to bind his associates, must be made while he is engaged in transacting legitimate business, or made in relation to matters within the scope of the partnership business, when in fact he has no connection with it, according to the decision of the Minnesota Supreme Court.

HUSBAND AND WIFE—INSURANCE.

The Kentucky Court of Appeals held, in the recent case of Home Insurance Company vs. Allen et al., that where insured property was conveyed by the insured to his wife, and the insured in procuring the consent of the insurance company to the assignment of the policy to his wife failed to disclose the fact that his creditors were assailing the conveyance to the wife as fraudulent, and had had an attachment levied upon the property as his, the policy was thereby rendered void; it being the duty of the insured in contracting with the company to make known every fact material to the risk. The court further held in the same case that the grantee in a fraudulent conveyance has an insurable interest in the property, the conveyance being valid as between the parties.

PATENTS—DEATH OF INVENTOR.

The United States Circuit Court for the Northern District of Illinois held, in the recent case of The De La Vergne Company vs. Featherstone, that all the rights and remedies of inventors to the exclusive property of their inventions comes from the statutes; that the statutes of the United States recognize only three classes of persons to whom a patent can issue for an invention, viz., to the inventor, himself, to the assignee of the inventor, when the assignment is made before the issue of the patent, and to the executor or administrator of the inventor, if the inventor dies before the patent is granted; and that upon the death of an inventor before the grant of a patent the right to a patent descends to his personal representatives, and if they fail to suggest his death and take the necessary steps under the statute to perfect the patent, there is no person to take the thing granted, hence the grant never can take effect.

TELEGRAM—DELAYED DELIVERY—DAMAGES.

In a suit for damages, recently brought for delay in the delivery of a message announcing the death of the father of the plaintiff's wife, it appeared that had no delay occurred the plaintiff and his wife could have reached the place in time to aid and direct the funeral and burial, going by train, but owing to the delay they were only able by private conveyance to reach the place in time to meet the burial procession. The telegraph company admitted liability for actual damage in the extra expense of the trip, but denied liability for injury to the feelings. The Texas Commission of Appeals held (Western Union Telegraph Company vs. Erwin) that it was the right of the plaintiff and his wife to be present before the funeral, and to aid and direct it; that the delay was the direct cause why they were deprived of this privilege; that the injury to feelings and mental suffering sustained in being deprived of this right was but the effect occasioned by the wrongful failure of the defendant to perform its duty, and for damages resulting therefrom the defendant was liable.

INSURANCE—DEATH—BENEFICIARY.

The Supreme Court of the United States held, in the recent case of Crotty vs. Union Mutual Life Insurance Company of Maine, that a clause in an insurance policy upon a debtor's life, reciting that it is payable upon his death to his creditor, if living, if an admission at all by the company of the relation of debtor and creditor, is an admission only at the date on which the policy was

issued; and, in an action to recover on such a policy, the creditor must furnish positive proof of the fact that he is a creditor, and of the amount of his debt, and for this purpose the recital in the policy and the creditor's statements in the proofs of death are not sufficient, that a creditor named as beneficiary in, or made the assignee of a policy on his debtor's life, has no further interest after the payment of his debt, and the policy becomes one for the benefit of the insured, and can be collected by his personal representatives; and that the fact that an insurance company receives the proofs of the death of the insured without question is an admission only that they are sufficient in form, and not that all the statements contained in them are true, although such statements are in answer to questions on the printed form sent out by the company.

The truly happy man is the one who appreciates the misfortunes he misses as well as the good things he enjoys.

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.

BUY THE PENINSULAR

Pants, Shirts, and Overalls

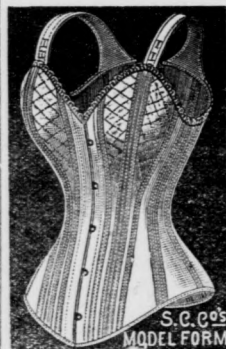
Once and You are our Customer for life.

STANTON, MOREY & CO., Mfrs.

DETROIT, MICH.

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

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.

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	6
Atlanta A.A.	6
Atlantic A.	6
" H.	6
" P.	6
" D.	6
" LL.	5
Amory	6
Archery Bunting	4
Beaver Dam A.A.	5
Blackstone O.	32
Black Crow	6
Black Rock	6
Boot, AL.	7
Capital A.	5
Cavanat V.	5
Chapman cheese cl.	3
Clifton C.R.	5
Comet	6
Dwight Star	6
Clifton C.C.	6
Top of the Heap	7
BLEACHED COTTONS.	
A B C.	8
Amazon	8
Amsburg	7
Art Cambric	10
Blackstone A.A.	7
Beats All	4
Boston	12
Cabot	7
Cabot, %	6
Charter Oak	5
Conway W.	7
Cleveland	7
Dwight Anchor	8
" shorts	8
Edwards	8
Empire	7
Farwell	7
Fruit of the Loom	8
Pitchville	7
First Prize	7
Fruit of the Loom %	7
Fairmount	4
Full Value	6
HALF BLEACHED COTTONS.	
Cabot	7
Farwell	8
UNBLEACHED CANTON FLANNEL.	
Tremont N.	5
Hamilton N.	6
" L.	7
Middlesex AT.	8
" X.	9
" No. 25.	9
BLEACHED CANTON FLANNEL.	
Hamilton N.	7
Middlesex P.T.	7
" A.T.	9
" X.A.	9
" X.F.	10
CARPET WARP.	
Peerless, white	17
" colored	19
Integrity	18
DRESS GOODS.	
Hamilton	8
" "	10
G G Cashmere	20
Nameless	16
" "	18
CORSETS.	
Coraline	80
Schilling's	9
Davis Waists	9
Grand Rapids	4
CORSET TEAMS.	
Armory	6
Androsoggin	7
Biddeford	6
Brunswick	6
PRINTS.	
Allen turkey reds	5
" robes	5
" pink & purple	6
" buffs	6
" pink checks	6
" staples	5
" shirtings	5
American fancy	5
American indigo	5
American shirtings	4
Argentine Grays	6
Anchor Shirtings	4
Arnold	6
Arnold Merino	6
" long cloth	10
" C	5
" century cloth	5
" gold seal	10
" green seal TR	10
" yellow seal	10
" serge	11
" Turkey red	10
" colors	5
Bengal blue, green, red and orange	5
Berlin solids	5
" oil blue	6
" green	6
" Foulards	5
" red	7
" 44	10
" 3-XXXX	12
Cochecho fancy	1
" madders	6
" XX twills	6
" solids	5
TICKINGS.	
Amoskeag A.C.A.	12
Hamilton N.	7
" D.	8
" Awning	11
Farmer	8
First Prize	11
Lenox Mills	18
COTTON DRILL.	
Atlanta, D.	6
Boot	6
Clifton, K.	6
Simpson	20
" "	18
" "	16
Cochecho	10
SATINES.	
Amoskeag	12
Hamilton	16
" D.	10
" Awning	11
Farmer	8
First Prize	11
Lenox Mills	18
COTTON TWEEDS.	
Atlanta, D.	6
Boot	6
Clifton, K.	6
Simpson	20
" "	18
" "	16
Cochecho	10

DEMINS.	
Amoskeag	12
" 9 oz	13
" brown	13
Andover	11
Beaver Creek A.A.	10
" BB.	9
Boston Mfg Co. br.	7
" blue 8 1/2	8
" d & twist 10 1/2	10
Columbian XXX br.	10
" XXX bl.	19
GINGHAMS.	
Amoskeag	7
" Persian dress 8 1/2	8
" Canton	8
" AFC	10
" Teazle	10
" Angola	10
" Persian	8
Arlington staple	6
Arusha fancy	4
Bates Warwick dress	8
" staples	6
Centennial	10
Criterion	10
Cumberland staple	5
Cumberland	5
Essex	4
Elfin	7
Everett classics	8
Exposition	7
Glenarie	6
Glenarvon	6
Glenwood	7
Hampton	6
Johnson chalon cl	7
" indigo blue 9 1/2	9
" zephyrs	16
GRAIN BAGS.	
Amoskeag	16
Stark	19
American	15
THREADS.	
Clark's Mile End	45
Coats, J. & P.	45
Holyoke	22
KNITTING COTTON.	
No. 6	33
" 8	34
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
CAMBRICS.	
Slater	4
White Star	4
Kid Glove	4
Newmarket	4
RED FLANNEL.	
Fireman	32
Credmore	27
Talbot XXX	30
Nameless	27
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R	22
Windsor	18
6 oz Western	20
Union B.	22
DOMEST FLANNEL.	
Nameless	8 @ 9 1/2
" 8 1/2 @ 10	10
CANVASS AND PADDING.	
Slater	9
" 9 1/2	13
" 10 1/2	15
" 11 1/2	17
" 12 1/2	20
DUCKS.	
Severin, 8 oz.	9
Mayland, 8 oz.	10
Greenwood, 7 1/2 oz.	9
Greenwood, 8 oz.	11
Boston, 8 oz.	10
WADDINGS.	
White, doz.	25
Colored, doz.	30
SILKES.	
Slater, Iron Cross	8
" Red Cross	9
" Best	10
" Best A.A.	12
" L.	7
" G.	8
SEWING SILK.	
Corticelli, doz.	30
twist, doz.	37
50 yd, doz.	37
HOOKS AND EYES—PER GROSS.	
No 1 Bk & White	10
" 2	8
" 3	12
No 2-20, M.C.	45
" 3-18, S.C.	45
COTTON TAPE.	
No 2 White & Bk	12
" 4	15
" 6	18
SAFETY PINS.	
No 2	28
No 3	36
NEEDLES—PER M.	
A. James	1
Crowley's	1
Marshall's	1
TABLE OIL CLOTH.	
5-4	2 25
" 2-10	3 10
COTTON TWINES.	
Cotton Sall Twine	28
Crown	18
Domestic	18
Anchor	16
Bristol	13
Cherry Valley	15
I X L.	18
PLAID OSNABURGS.	
Alabama	6
Alamanda	6
Augusta	7
Ar sapha	6
Georgia	6
Granite	5
Haw River	5
Haw J.	5
Mount Pleasant	6
Oneida	5
Prymont	5
Randelman	6
Riverside	5
Sibley A.	6
Toledo	5

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Michigan Tradesman

Official Organ of Michigan Business Men's Association.

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Retail Trade of the Wolverine State.

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E. A. STOWE, Editor.

WEDNESDAY, JUNE 29, 1892.

THE OUTFLOW OF GOLD.

The postal department reports that money orders are purchased at the rate of \$2,000,000 a month for transmission to foreign countries. This money represents the contributions which are made by citizens of foreign descent, or by foreigners residing in this country, to the support of their relatives and families residing abroad. These postal orders are for money in small amounts, not over \$50 in any one order, and they stand for the money sent abroad by the working classes, and have no connection with the commercial transactions with foreign countries nor with the money carried abroad by tourists.

It is currently estimated that American tourists in foreign countries spend abroad not less than \$100,000,000 a year, while the amounts in postal orders at the rate of \$2,000,000 a month, or \$24,000,000 a year, will raise the annual outflow of money, gold of course, from this country, leaving out of the question all commercial transactions, to not less than \$125,000,000. Of course some gold, but no great amount, comes back in the hands of the foreigners touring in the United States, but these are comparatively few. Some also comes back in the hands of foreign emigrants, but these are chiefly poor and come to our shores not to bring money, but to find work. Under these circumstances there is a large annual outflow of our gold which never comes back, a drain which only the richest country in the world could endure for any length of time.

But our gold mines are being worked out surely and by no means slowly. The continuance of this drain will in no great length of time become greater than the production from the mines in the union. The trade relations with all countries as they now exist have created a permanent balance of trade against the United States. We buy more than our cotton, grain, petroleum and staves will pay for and the balance must be paid in gold. For this reason it is plainly to the interest of all countries which have no gold mines to maintain a gold standard as against the United States, and to require payment from our people in gold. That is the only way any of the European

nations, with the exception of Russia with its Asiatic mines and England with its Australian and African colonies, can get an ounce of the precious stuff. But with the balance of trade and the outflow through our tourists and through immigrants sending money to friends in the mother countries, all against us, in connection with the declining productiveness of our mines, the day will come when we will have no longer a gold supply.

We will then be forced to change the entire course of our trade and buy only to the extent that our products will pay, or we will have to fall back on silver, paying it out only at such rates as may be dictated by the foreign gold-holding nations. Just two centuries ago Sir Isaac Newton, who was the master of the British mint, arguing that England possessing no gold mines and then having no colonies rich in the precious metals, and having no means of securing gold save from foreign countries in the way of trade, suggested a depreciation by the government of the value of silver so as to decrease its paying power as compared with gold. The government, seeing the wisdom of the scheme, adopted it. In this way the debtors and customers of England in gold-producing countries, finding that their gold was given an increased purchasing power, fell into the trap and remained in it until England became the richest country in the world, as it is to-day, in proportion to its population. Other nations of Europe imitated England and so were able to hoard considerable amounts of gold, but England is easily the world's headquarters of gold.

The United States, having enjoyed forty years of continuous and abundant gold production, has been able to adopt and follow out the programme of a prodigal spendthrift and yet maintain itself. But, as in every such case, the end must come. When our gold production falls below the aggregate of our gold outflow, then must come a total and absolute revolution in our entire commercial and financial policy. If the necessary provision be delayed until the empty pocket period be reached, then our national finances will be at the mercy of all the great bankers and money brokers of Europe.

EFFECT OF ELECTIONS ON BUSINESS

For many years back business men looked for unsatisfactory business during presidential election years. It is not meant by this that the crops are likely to turn out badly, or that there is the least danger of a panic or general financial disaster at such times, but it has been proven by experience that presidential years bring with them a less active distributive trade, a falling off in speculation and a general indisposition to develop new enterprises.

There can be no doubt that the excitement attending the political canvass, particularly when there is reason to believe that the contest is likely to be close, hampers business, and the deleterious effect is generally proportionate to the interest taken in the campaign. Another cause for business contraction in presidential years is the natural fear of a change of administration, with the consequent change in the personnel of the financial department of the government, with the possibility of a different financial policy. There is also the danger of

a change in tariff and revenue legislation which might follow a change of administration.

Business interests always distrust changes, hence it is not surprising that the advent of a presidential year brings with it business contraction. The coming season will, in all probability, feel the usual influence on trade of the presidential campaign. Already the value of securities is being affected, and business men are beginning to discuss the possible effect upon trade that tariff changes might produce.

The effect of our presidential election on business during the ensuing season is likely to be augmented by the fact that in Great Britain there is soon to be a general parliamentary election involving possibly a change of ministry. The trade interests of the two countries are so intimately associated that political excitement or changes in either are calculated to affect the business of both, while the effect is sure to be still more pronounced when both countries become engaged in political campaigns at the same time, as in the case this year. Reports from Wall street already show that the approaching elections in England have caused British capital to hold aloof from investment in American securities.

The effect on business of the political excitement of elections every four years has frequently suggested the advisability of changing the law so as to make the presidential elections occur only every six years. While this change has often been agitated, it has never seriously been considered in Congress or pushed with any animation by any considerable number of people; hence it may be assumed that there is not the smallest prospect of any change in the present system of quadrennial elections.

FACTS ABOUT IMMIGRATION.

The Statistical Bureau of the Treasury Department furnishes some interesting items.

Since 1860 the emigration into this country from foreign nations has aggregated quite 11,000,000 souls. In fifteen years, from 1877 to the end of 1891, the immigration amounted to more than 6,500,000, and in the seventeen years before that to upward of 4,500,000. The year signalized by the greatest number of immigrants was 1882, when the accession of population from this source footed up 788,992. The year before there were 669,431 immigrants, and the year afterwards, or in 1883, the foreign immigration amounted to 603,322. There have never been so many in a single year at any period before or since.

In a period of fifteen years, from the beginning of 1877 to the end of 1891, the largest accession of such population was from the United Kingdom of Great Britain and Ireland. From that source came more than 1,800,000. Next in importance are the Germans, who came more than 1,700,000 strong. The third place is taken by British North America, returns of those immigrants are not complete, but their numbers are large, running up to quite a million. Austria and Italy come next, furnishing about equal numbers of 400,000 each.

The year 1892 bids fair to prove a big year in immigration. For the five months ending May 31 about 281,000 have come in. If this rate is maintained for the next seven months the immigration will foot up between 600,000 and

700,000. The severe military regulations in most of the European countries, enforcing military service upon all able-bodied males, added to the widespread prevalence of famine, drives the people to expatriation, and a great movement from the old countries to the new must be expected. At the rate of half a million a year, these foreigners must soon crowd this country to a greater degree than is good for it and its people.

Although compared to cotton the cultivation of rice is but a small industry, the rapid strides it has made of late years entitle it to rank as one of the important crops of the South. While cotton and sugar have experienced a somewhat checkered career during the past few years, the rice industry has steadily prospered and the production has increased annually. The outlook for the present season is particularly promising. A much heavier acreage has been planted in rice than ever before and the crop is making good progress. From present appearances the crop promises to be considerably over nine million bushels, which is three times as large as any crop previous to the war and fully twice as large as any crop since the war. The causes for the increased acreage are the prosperity the industry has enjoyed of late years and the low price at which cotton has sold, which has induced planters to divert a certain amount of acreage from cotton to rice.

On account of Fourth of July falling on Monday, THE TRADESMAN will be issued on Wednesday next week, instead of Tuesday, as is the usual custom. News, corrections and advertisements will be received up to noon of Tuesday.

Money is a good thing to have if you have character and purpose to use it rightly.

The Grocery Market.

Sugar—The refiners announce an additional discount of 1-16c, which amounts to a decline in the price of that amount. The decline is probably due to a desire to increase the movement and reduce the surplus stock.

Tea—The New York auction sales, Wednesday, sustained current quotations on green teas and the prices realized for oolongs were a shade lower.

Coffee—Rio grades are firmer.

Cocoa—Firm at former prices, with moderate demand.

Raisins—The recent advance in layer Valencias has not been maintained. There is a steady demand for Californias, but values are without change.

Salmon—New pack Columbia River have arrived.

Corn Syrup—2c. higher.

Rice—Foreign is without change. Domestic is in steady demand, the mills along the Atlantic coast having closed for the season, owing to the supply of rough being exhausted.

Oranges—Scarce and a shade higher, on account of the scarcity. Rhodis brought \$5 @ \$5.50 at auction sales in New York the past week, the fancy price being due to the bare condition of the market.

Lemons—Firm and about the same prices as a week ago, the upward tendency being checked by the cool weather.

Bananas—Market is well supplied, but a large portion of the stock is of the commonest and poorest grades. Eight carloads are now due, some of which is likely to be first-class in quality.

JIM ALLSPICE.

Open Confession of a Road Experience
by an Old Timer.

Written for THE TRADESMAN.

Did you ever stop to consider what constitutes a successful commercial salesman; what he represents on the road; how he obtained the knowledge which makes him a master of the art of handling other people's property successfully?

Little do the passengers on an early Monday morning train think, when they see a traveling man enter and deposit his grips and belongings and settle himself for a ride to his first town, what he is leaving behind him—home, family and all the comforts of life and, not least of all, the house he travels for. The care and responsibility of his future trip, with all of its trials and tribulations, are before him. He has his instructions for collections and settlements fresh on his mind; a new lot of statements from the book-keeper; his hints from the shipping clerk to be sure and unload those prunes or that line of canned goods; positive instructions from the senior partner to make Hardscrabble & Co. settle their account in full or sue them at once. With his head filled with all the changes of the market, from axle grease down through the alphabet to yeast cakes, I often ask myself, Who can take his place; who earns his money any more faithfully or who, when occasion demands it, divides his salary without stint with his fellow traveler in the hour of sickness, bereavement or financial reverses like the traveler?

The average grocery salesman, with his innocent looking grip, oftentimes has a backing of hundreds of thousands invested in stock and a schooling of eight to fifteen years' experience on the road. To sell goods is one thing, but to build up a good-paying trade for your employers, with credit to yourself and honor to your house, is the key note, and that is where the salesman has his reputation—his salary is based on it and it is his commercial value to his house.

When he leaves his family on Monday morning, he bids farewell to all, without any fear of accident, with the understanding that he will be home about such a time and will write often. Who has not seen the traveling man rush into the hotel and register and run over the letters on hand, looking for that well-known handwriting of some one at home? How eagerly he tears it open and devours the news! The baby has a new tooth or can walk; Willie has the whooping-cough, and the wife has cleaned house and is going to put the parlor carpet in the dining room; the coal man was up after that money again, and the landlord is going to raise the rent; the writer trusts you can spare \$10, as she is going to have her cloak and blue dress dyed black and make it up now for fall, and so on; but the letter from the house is what recalls him to cold facts. The writer cannot understand why you sell granulated at $\frac{3}{4}c$ when it costs $\frac{3}{4}c$ laid in; he also notices you have cut Spear Head, or Kirk's soap again, when you had positive instructions to raise the price; Smith & Co., of Kokomo, refuse to receive the box of cod, claiming it is nothing but hake; also the tomatoes are not what they bought. The writer expresses the wish that you be a little more careful in future, and rounds up with the information that your account is overdrawn again. He encloses a letter

from "Old Man Kuss," who is kicking about those mackerel and wants to know if you reported that \$40 he paid you on your last trip, as his account does not agree with your statement, but the paralyzer of all is that the order for that new stock you sold while in the house has been countermanded, as the parties claim they could save a good deal by buying of "Jim Smith." You lay your letter down and wonder where lightning will strike next. You meet Tom Daily, your worst competitor on your route. It is no time for mourning, but, with grim determination to do business, you are up and at it. Trade comes about the same as when you were there last; collections not quite as good. The trade visited, you are ready for the next town; back to the hotel you go to find a telegram; now you wonder what is up; you open with fear, to find "Sugars declined a quarter—sell freely." With a light heart you board the first train northbound. The first man you meet is Tom Daily. You wonder where he is going. You try to bribe the conductor with a cigar, but he does not know. You get off at Carrottsville, where there are only two stores you can sell to and find both proprietors away and no chance for an order. There is no train until the 10 p. m. freight. You go over to the railroad lunch counter, try to regale yourself with a patent lever sandwich, pieplant pie, a pickled pig's foot, a cup of coffee, so-called, and interview the young lady with scrambled red hair and fly paper face to the amount of "forty cents, please." You then calmly sit down to wait for the local freight. All at once the town fire bell rings an alarm and away you go with the crowd, to find Jones's store is all afire. You work like a hero, spoil your clothes, lose your hat and blister your hands, trying to help put it out. The freight passes in the meantime and you are left. The only thing you can do now is to wait for the midnight passenger, which finally comes along thirty minutes late. Tired and sleepy, you appropriate the regulation two seats and settle for a snooze, to be disturbed at the first stop by a woman with a squalling baby, joining issue with you on your pre-empted two seats. She confidentially informs you she is going to her brother Jim's, to stay a week, and would you kindly hold the baby until she can find a few articles of apparel in her black satchel. Being a man of family, you know how it is yourself and you promptly resign yourself to the situation. BENJAMIN.

[TO BE CONTINUED.]

Evolution of the Word Store.

From the New York Sun.

"Store" for "shop" is an Americanism of natural and reasonable growth. In early colonial days shops were also, of necessity, stores or depots for goods in bulk, since cargoes came in seldom and at few ports. Meanwhile, by the time the coast region had thickened in population, and communication with Europe and between various parts of the country had become easier and more frequent, so that there were shops which were not also stores, habit had fixed the word store upon the speech of the people, and the distinction between store and shop has been lost. When the West came to be settled, again, the shops were stores, and the old habit of speech still had behind it reason and fact. Many other so-called Americanisms doubtless have like reason for being, since speech reflects the habits and conditions of a people.

Dead men tell no tales; it is their epitaphs.

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

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ROASTERS OF

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During the building of the Kansas & Pacific Railway

BUFFALO BILL

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BUFFALO

We have taken the contract to furnish every dealer in Western Michigan with

BUFFALO SOAP

BEST LAUNDRY SOAP ON EARTH.

I. M. CLARK GROCERY CO.

SOLE AGENTS.

EXAGGERATING FINANCIAL EVILS.

Unless the Presidential campaign about to begin differs from all others which have preceded it, a prominent topic in the discourses of political orators and in the editorials of political newspapers, from now until election day, will be the financial distress of the country. The partisans of the Administration will contend that nothing but ruin and disaster will follow the advent to power of their opponents, and these, in turn, will assert that their success alone can repair the mischiefs already occasioned, and avert the greater mischiefs ready to follow them. One side will maintain that the McKinley tariff has been a blight upon the industry of the country, while the other will as strenuously insist that its repeal will have the same evil effect. In the East, the increase of silver currency will be denounced as paralyzing enterprise and inviting bankruptcy, while in the West and the South free silver coinage will with equal fervor be extolled as the only means for relieving debtors from the intolerable burden which is crushing them. In like manner the Farmers' Alliance, the Labor Party, Prohibitionists, the Female Suffragists, and every other faction seeking power, will declare that it and it alone offers the true remedy for the industrial, economical, and social evils which afflict the country, now, as it never has been afflicted before.

I am far from disputing that much can be done by legislation toward augmenting and diminishing financial distress. Like all human interests, industry can be encouraged and its rewards increased by wise laws, and it can be impeded and rendered less productive by unwise ones. Wearisome as is the discussion of the tariff, of the currency, and similar topics, it results in some enlightenment of the public mind, and the experiments made as the outcome of it lead to results of more or less value for future use. Hence I do not deprecate the prominence given to financial and industrial topics in political debates, and I am inclined to be lenient to the rhetorical exaggerations of political writers and speakers. Still, I desire to put my readers on their guard against accepting these exaggerations as sober facts, and against believing that the country's ruin is either impending or already here because they are told so.

For rhetorical purposes, indeed, the plain, unembellished truth is so much less effective than exaggeration that the temptation to substitute exaggeration for it in argument is almost irresistible. It is well known that scenery painted for the theater must be made far brighter in its colors than nature and much more vivid in its contrasts of light and shade, or else it will seem dull and tame. For the same reason actors and actresses have to color their faces to avoid looking pallid, and to declaim instead of speaking conversationally, in order to be heard. There is even a venerable legend that a performer on the stage once won great applause by the skill with which he mimicked a squealing pig, and that when a jealous rival sought to supplant him by hiding a real pig under his cloak and pinching it until it squealed, the audience unanimously pronounced the live animal far inferior to its artificial imitator. So, if platform speakers confined themselves strictly to facts, they would have no success against more imaginative competitors.

There is always, too, enough real misfortune in the world to afford a foundation for impassioned denunciations of the supposed causes of it. Every man has his business troubles and disappointments, and to every man they seem of vastly more importance than the troubles and disappointments of other people. When, therefore, he hears lamentations over the evil plight of the country, present or imminent, his inclination is to join in them and to adopt the remedy proposed, provided its efficiency is plausibly enough advocated. I never knew the time yet when some one or more of my friends did not insist that his business was not worth doing, and who had not an infallible cure for the evil by some legislative measure. This widespread discontent and hope of improvement by change is always favorable to the party out of power, and it often overbalances the advantage derived from the possession of the offices by the party in power.

The wrongs and the sufferings of the laboring population are always an inexhaustible theme, not only for politicians but for philanthropists. If we are to believe all we read and hear, the men and women who work for daily and weekly wages in this country are the most abused and downtrodden creatures in existence, and the employers who pay them wages are inhuman tyrants. The favorite remedy proposed for the evil is to abolish individual employers and have all industries managed by Government officials. This is done in the face of the fact that the Government officials we have already are continually denounced by those opposed to them in politics as selfish, greedy, corrupt, tyrannical, and everything else that is bad. The truth is, unless I am greatly mistaken, that while American workingmen are not perfectly happy, they are as nearly so as the rest of their fellow men, and deserve no more commiseration than others.

Politicians at the extreme West and South have a great deal to say just now about the distress caused in those sections by the want of ready cash and the absolute necessity of legislation to relieve it. The measures proposed are unlimited silver coinage and an increase of bank circulation. The latter device has only lately come into prominence. A bill to enact it into law was presented in Congress a couple of weeks ago, and I am glad to see it was summarily rejected. Yet very respectable gentlemen advocate it on the ground I have mentioned, namely, that people remote from the great financial centers are suffering from the scarcity of currency, and are compelled to pay exorbitant rates of interest for loans. They forget the time-honored saying that a man cannot eat his cake and have it too, and that what the Western farmers and Southwestern planters suffer from is debt voluntarily incurred, which no coining of silver or printing of bank notes will discharge.

Our Western and Southwestern fellow citizens are not, however, peculiar in thus exaggerating the intensity of the financial evils which most immediately concern them. Even in New York City quite as much unreasoning anxiety is displayed about the condition of the currency as there is in the remoter regions. The difference is that in New York we have too much, as there they have too little. Strange to say, however, whenever nature's remedy for the superabun-

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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.

dance, the draining away of the unnecessary portion of it to another part of the world, comes into play, it causes equal anxiety. Every time a little gold is shipped to Europe, it makes our capitalists uneasy, and depresses the prices of securities. Few people seem to consider that gold coin cannot be eaten, nor drunk, nor worn and that its shipment abroad reduces by just so much our debts abroad, and is, therefore, a benefit to us and not an injury. The apprehensions of mischief from the continued issue of paper money against purchases of silver bullion under the act of July, 1890, have a more rational foundation, but these mischiefs, too, are immensely exaggerated. The real wealth of the country can be neither increased nor diminished by changing the standard by which it is estimated. The change from gold to silver would, indeed, change the distribution of wealth by increasing the share of debtors and diminishing that of creditors, but this is a catastrophe against which provision can be made by proper contracts, and which will not happen without timely previous warning.

The most serious obstacles to financial prosperity are not those which are the most talked about and for the removal of which legislative remedies are the most loudly demanded, but those of which little or no account is taken and which can be overcome only by individual effort. The want of skill, enterprise, and good judgment, the taking of unwise risks in the hope of great and sudden profits, the giving of credit to men undeserving of it, and the expansion of business upon borrowed money, all these operate surely and steadily to bring about the frequently recurring financial disasters wrongly attributed to legislation. Up to this time no means have been invented for eliminating from business affairs these agencies of evil, and until they are eliminated it is vain to expect uninterrupted financial prosperity.

MATTHEW MARSHALL.

A BUSINESS THERMOMETER.

Written for THE TRADESMAN.

The man who will invent a thermometer which will accurately measure the variable moods and whims of business men will make his mark in the world and secure a fortune. With such an instrument the wandering representative of trade and traffic would be enabled to accomplish very much more and escape many difficulties and annoyances which are rapidly hurrying him on to an untimely end. He would then not be compelled to leave his train; walk a half mile, more or less, through mud, sand burrs or bull thistles; chase all over two townships and be barked at by gamins who mistake him for some fugitive from justice, and then go and sit on a rail by the railroad track and wait five hours for a local freight to jerk him over to the next town—all for the purpose of learning the fact that the liver of that particular town, on that particular day, is not in good working order. Provided with a thermometer of this kind, he could step out on the platform when the train stopped, and the instrument, acted upon by the atmosphere of the place, would indicate the local condition of things, and, if unfavorable, he could step back into the smoker and proceed to the next town, saving thereby time and expenses, and, also, postponing the evil day when his heirs will cast lots for his umbrella and spring overcoat.

When the writer was innocent and uncontaminated with the world, he used to sit on a rotten log on the bank of Big Creek and fish. Sometimes the shiners and horned dace would be so eager to do business that they would jump out of the water and turn a double handspring before he had time to spit on the baited hook. At other times that same boy sat on that same rotten log for hours and watched the big fish sail lazily around the hook, unmindful of its presence and utterly unconscious of its importance. On such occasions he has gone home disfigured and mutilated by incessant mosquito attacks, wet, hungry and wondering why fish were so tickle, whimsical and cranky; why fish, at one time, should be so obliging as to be caught, and, at another time, with the same kind of a worm, on the very same hook, in the same hole, and during the same kind of rain, should never even look at the bait, was a problem unsolvable.

That tender period of the writer's existence has long since passed away and for many years he has been fishing in the great ocean of life for the means of existence. He has fished in many different places and used a great many different kinds of bait; but the experience of his youth has been the experience of his life. Means which succeed admirably today will prove a miserable failure tomorrow, and will again succeed at some future time, although unchanged and applied precisely alike each time. All men are subject to moods and spells, and business men are no exception to the general rule. Approach a merchant today and he meets you in a courteous, affable manner; approach him next week in the same manner and you discover that your gentleman has suddenly turned into a crank of the first order. What strange psychological influences cause these sudden and unconscious transitions, the writer cannot define. It may be atmospheric influences of some sort, for the whole town is quite apt to be affected. Any traveling man will tell you that, as a rule, a large portion of any certain town are generally in the same mood, whether it is good, bad or indifferent.

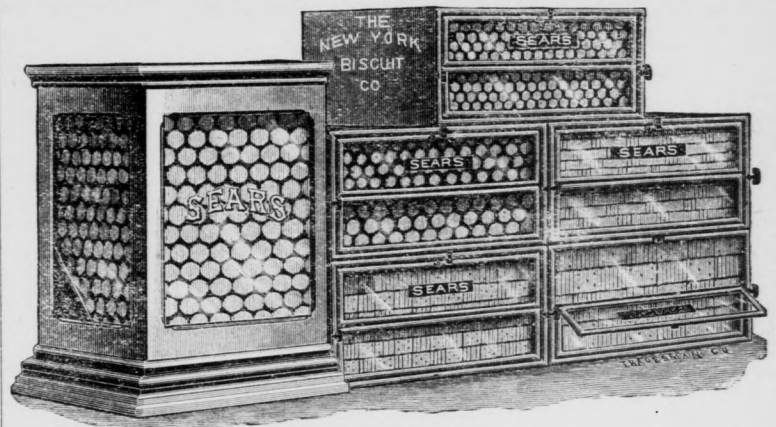
These ever-changing moods are the cause of many disappointments to the traveler, both agreeable and unpleasant. For instance, Jones has instructions from his house to put in his best work at Blankville, as it is an uncommonly good town and should more largely represent the house. Jones makes a special note of it and for several days anticipates the amount of business he expects to do in Blankville. When he arrives, he finds that the spirit of crankdom has preceded him and he makes a failure. While smarting under his disappointment and waiting at a small junction town for a train on a cross road, he takes two or three good orders where he never sold a dollar's worth before. And so it goes—man proposes and does his level best to carry into effect, but the elements and invisible and inscrutable forces of nature help or hinder at every turn.

E. A. OWEN.

Whatever your sex or position, life is a battle in which you are to show your pluck, and woe to the coward. Whether passed on a bed of sickness or in the tented field, it is ever the same fair flag, and admits of no distinction. Despair and postponement are cowardice and defeat. Men are born to succeed, not to fail.

Cracker Chests.

Glass Covers for Biscuits.



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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

NEWTON, a rich finger with 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 Manifolder.
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.

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TRADESMAN COMPANY, State Agents,
Grand Rapids, Mich

"Not How Cheap, but How Good."

"Blue Label" Ketchup

SOLD ONLY IN BOTTLES,

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

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

PREPARED AND GUARANTEED BY

CURTICE BROTHERS CO.,

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

BALL-BARNHART-PUTMAN CO.,

Distributing Agents.



BOOM--BOOMER--BOOMERANG.

Written for THE TRADESMAN.

Lest anyone, deceived by similarity of sound, should mistake the alliterative caption of this article for a new form of college yell, he may as well be at once informed that it has no such signification. It stands rather to describe certain modern methods, the men who put them in operation and the results that often follow from methods thus operated. It may apply to political, religious, commercial or individual enterprises, according as the proper adjective is suffixed.

The United States of America is the natural habitat of the modern boom. In no other country could it breathe an hour, because in no other land can be found such favoring conditions as among our people who worship the "Almighty Dollar" and are willing to follow it even to the gates of bankruptcy; besides in no other land can be found such wet nurses capable of carrying a boom from the first wail of puling infancy through every hidden danger until it reaches the climax of existence, or busts.

To describe more particularly, the American boom is indigenous to the "Wild and woolly West," for it cannot attain full vigor and proportions except in a region where there is indefinite room for growth and expansion. The effete East in this respect is hopelessly sterile. All that is expected from that portion of the country is pecuniary assistance in the form of assessments. The local managers do all the rest.

It is difficult for one to fully understand the peculiar sensation produced in the individual citizen by a first-class, active local boom, unless he has been for some time surrounded by one of these mental cyclones and tossed, as it were, by a whirlwind of conjecture into the atmosphere of expectation by forces as powerful and mysterious as nature ever developed. It can be compared to nothing so well as to the feelings glowing in the bosom of a boy when, for the first time in his life, he stands in a pair of new boots with red and gilt tops, and watches the "greatest show on earth" move in a gaudy living panorama before his enraptured vision. At the start this boom is like a small, fleecy cloud floating in a clear summer sky, having scarcely any form and very little motion. By slow degrees it deepens its tints and spreads through the boundless contiguity of space, becoming a cloud of blackest vapor, charged with powerful elements that soon display effects beneficial or otherwise, as they are directed by wind currents, themselves engineered by atmospheric changes.

To the average citizen who takes no active part in the earlier efforts to arouse popular enthusiasm, the boom currents are a source of interest. As the public pulse quickens in response to the appeals of an enthusiastic press, he is gradually drawn out of his fit of philosophical musing to confront a more practical question. Like Hamlet he soliloquizes whether "to be or not to be" "in it." In this case "to deliberate is to be lost" (?) If he keeps a level head studying to distinguish between probabilities and bare possibilities, the question may be decided wisely for himself. Every step of the financial ground should be carefully gone over, and, once found firm and safe, there is no danger in joining the procession to the extent of an investment pro-

portioned to means. Then, when the boom moves on to its natural crisis, whether it fills the coffers of industry with plenty and enlarges the sum of human happiness, or breaks like an ocean wave on a shore faced by inhospitable cliffs, he can have the assurance that his judgment was not wrecked on the sands of folly, and so will have heart to pluck up courage and try again.

One phase of the boom question, whether conducted by the new methods or by the older process of subscribing to a fund intended as a donation to abstract manufacturing enterprises, contains evils that can hardly be overestimated. The liberal offers made in either case to draw outside enterprises without exacting some security for permanence have produced an army of manufacturing tramps, who, while doing a good business, were like certain popular preachers, enticed by a louder call. Thus, indirectly, has been taken away much of the stamina of self-respect, so necessary to make any manufacturing plant a permanency and useful to the locality in which it may be placed. Hordes of adventurers have been enabled to prey on the credulity of local boards of trade, by spending the gifts received in making a large show of enterprise while quietly mortgaging the plant for money to recoup twice the amount of their own outlay, having the local donors to adjust an account of profit and loss with remorseless foreign creditors.

In this way, also, many insecure firms that cannot otherwise relieve their low financial condition find it cheaper to move to a new town and accept the bounty offered them than to struggle on in the old location and the country becomes surfeited with factories that have no economical reason for existence, and the results are felt not only by a few unfortunate investors, but generally in a market demoralized by a direct violation of the law of supply and demand. This latter condition is the boomerang, or what denotes the superlative degree of the boom. It does not, like the Australian weapon, recoil upon the promoters or boomers. They, wisely forecasting results, stand from under when the crash comes, and live to start other booms with new schemes of advertising to attack capital and enthusiasm.

The American people are ever ready to exchange the comfort and solid advantages of the now for the glittering generalities of the to-morrow. In some form the gambling spirit will come to the surface, glossed over by new names and justified by the ends to be obtained. As this is a fast age, every plan started must be pushed at once to completion, or be in the way of others. Old-fashioned people are sure to get out of breath in trying to keep up with the procession.

But the most foolish of all boomers are those who, by thousands, rush into the new lands opened by government in the western territories. Heedless of the fact that, if they seek a homestead for the sake of a livelihood, millions of acres lie awaiting them at a nominal cost nearer civilization, they prefer to camp out for weeks in wintry weather on the bleak frontier, looking at a sign that says, "Thou shalt not," until the time comes for the "not" to drop out, as the signal for a hurdle race in which the victor is, in general, the only one defeated, for, if even the goal be reached, the boomerang of disgust at the barrenness of the

prize dissolves all the dreams of landed wealth that hitherto lured them on. Like the dog in the fable, the majority find that they have dropped the bone of reality for the shadow of illusion.

Happy would be the American people if they could exorcise the evil spirit of unrest that ever keeps them striving after what, once gained, is thrown away for some attractive novelty; we might then content ourselves with the goods the gods provide, anxious only to grow as the tree grows—from the root upward—by slow yet sure progress, into a national arboreal monarch whose foliage shall ever be a ministering comfort to all who repose beneath its sheltering shade.

S. P. WHITMARSH.

Life isn't worth the living if you are living only for the money you can make.

STANWOOD & CO.,

Gloucester, Cape Ann, Mass.

RECEIVE

Mackerel, 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.

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CAPITAL, - - - \$300,000.

Transacts a general banking business.

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



ASPHALT FIRE-PROOF ROOFING

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

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

FIRE-PROOF ROOF PAINT,

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

H. M. REYNOLDS & SON,
Practical Roofers,

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SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

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Gents' Furnishing Goods.

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

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"OCEANIC"

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"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:

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JOBBER OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St. Grand Rapids

LANDLORD AND TENANT.

PAPER VI.

RIGHTS AND DUTIES OF THE PARTIES.

Landlord. After the landlord has made a lease and is in receipt of rent, he is estopped (barred to a right of action arising from his own act) from asserting that the tenant's possession is unlawful; but he will not be estopped by the terms of the lease in favor of a third party with whom he deals.

It is held in this State that, where his tenant has possession of the premises, the landlord will be unable to sue a third party or stranger for the quieting of the title of the leased premises.

The landlord cannot, during the tenant's right of possession, maintain an action against the tenant or any other person to recover possession; neither can he maintain an action for trespassing upon the premises, unless the tenant is merely put into possession as a servant to prevent trespass by others, or unless the trespass amounts to a permanent injury to the property, or what is called in the law books, "an actual injury to the reversion." He has no action for damage done to the tenant, but he may, without proof of actual damage, maintain an action for the diversion or obstruction of water, or for the maintenance of a permanent nuisance, or an encroachment upon his rights which is permanently injurious to the premises.

Infant owners cannot sue for such injury, if their guardians have conveyed their interest, although the conveyance be void. An owner and occupant upon shares may sue jointly for an injury to the profits; and the lessor of part of a house may maintain trespass against a licensee (one permitted to do a thing) of the tenant for passage over the land.

The owner may maintain an action for trespass for injury to property occupied in part only by the tenant, but of which he has the general possession.

The lessor or owner is liable for a trespass of the tenant committed in pursuance of the terms of the lease, but not for acts of the tenant committed without his authority. The landlord has no general right of entry upon the demised premises during the term, except as authorized to enter for repairs, or to demand rent, or to prevent waste or to secure the possession of personal property to which he had a title, or to make a distress for rent, or to relet the premises for the tenant after an abandonment without right. He has no right to make alterations without consent; but he may maintain an action for a wrongful taking of personal property, the title to which is in him, or *trover* for a conversion thereof, if such property is not included in the lease and to the possession of which tenant is not entitled.

The owner or lessor, during the term, may enjoin (prevent by writ of commandment or injunction) an unlawful or forbidden use of the premises; but a writ of injunction will not lie to restore the lessor to possession during the term, when the lease provides for termination by notice. Where the terms of the lease give the owner or lessor the right to take certain manufactured articles in lieu of money for rent, at his election, the right ceases at the death of the lessor and gives no property in such manufactured articles if possession is not taken. When rent is to be paid in specific articles at a fixed price, the lessor is bound to take them if tendered; but, if the lessee fails

to deliver them, the price agreed must be paid in money. In general, when rent is payable in property of any kind, the damages for a breach amount to the value of the property at the time the rent was payable.

A landlord or owner of a business block or tenement building is not liable to any one tenant for negligence caused by another tenant, but is bound to use reasonable care for the protection of lodgers or tenants of apartments. He is bound to make all general repairs that relate to the whole structure, so as to protect the tenants of apartments, and must keep the passageways in repair, as well as bath rooms and water closets to which all tenants have access; but he is not liable for injuries resulting from the natural accumulation of snow or ice upon the passageway, nor for known defects in the premises which existed when the rooms were taken. In Massachusetts, it is held that, for breach of a covenant to heat rooms, the measure of damages is the difference in the value of their use, not exceeding the reasonable cost of heating.

In the absence of a covenant to repair, or of a statutory provision altering the common law rule, the owner or lessor is under no implied obligation to make any repairs, or to render the premises habitable or fit for use. In such case it is the duty of the tenant to make all ordinary repairs, and he cannot charge the expense thereof to the landlord, or deduct it from the rent, or recover from the landlord any damages resulting from nonrepair by him; and our Supreme Court has held that the landlord who has not covenanted to repair is not liable to third parties for such damages, if the premises were in good repair when demised.

A local or general custom cannot be shown to make a landlord liable for repairs. To charge with liability a landlord who is under covenant to repair, it must appear that he neglected to repair after knowledge or notice of its necessity; but, when he resides in the building, the tenant need not give him notice to make general repairs.

An owner in fee of upper rooms cannot recover from a life tenant of lower rooms any part of the expense of repairing the roof; but a lessor may recover from his tenant an amount expended for repairs on his account, upon his promise to reimburse the expenditure.

An injunction to prevent threatened acts of voluntary waste will lie, not only against the tenant, but against anyone claiming under him or colluding with him, but justification of the waste must be set up in the bill. In this State a common law action on the case for damages for waste will not lie in favor of the administrator of a deceased owner or lessor; but the heirs of the lessor may recover for waste committed.

The landlord is liable to the tenant or to a stranger for damages arising from the negligence of his servants in the care or management of the premises, so far as in his control, or from the fall of an unsafe building, if in duty bound to make it safe, or if he suppresses his knowledge of its dangerous condition. He is not liable for an injury to his tenant caused by excavations of an adjoining owner, nor for personal injuries occasioned by disrepair of which he had no knowledge or notice. He is liable for negligence of workmen in making re-

pairs, and for all damage resulting from repairs being negligently done, and for the negligence or carelessness of an officer who removes the tenant's goods by his directions.

The landlord and tenant are jointly and severally liable for failure to guard an excavation, coal hole or cellarway adjacent to the street; but the landlord is not liable for negligence of the tenant's servant in leaving open a coal hole in the sidewalk. He is responsible for the safety of an awning erected for the benefit of stores leased, or of a platform for the common use of stores. He is liable to the public for neglect to do what is required by a municipal ordinance, *Jessen vs. Swigert* 66 Cal., 183.

One letting a hall for public purposes is bound to exercise due care to make it safe, and one charging for storage of property in a barn is bound to furnish a building reasonably safe.

It has been held that where the landlord is under agreement to provide fire escapes, and the premises burn, and the tenant loses his life, the landlord is not liable for the tenant's death, unless it appears that he could have escaped if it had been provided.

The subject of "Transference of Lessor's Rights" would require a whole paper to do it justice, and I shall, therefore, omit it here. E. A. OWEN.

Alternate Sunday Opening at Ypsilanti.

The five up-town druggists of Ypsilanti, Morford & Hyzer, Frank Smith, Fred Davis, C. W. Rogers and E. R. Beal, have arranged between themselves the matter of Sunday business, each taking one day in turn and keeping open all day. Cards will be displayed in the windows of each of the others directing enquirers to the store that is open.

The question, whether or not the sales of preparations like "Rough on Rats" should be registered, is one that is again coming to the front. The pharmacy laws with few exceptions, exempt all proprietary medicines and have certain restrictions concerning the sale of poisons, only those of Connecticut and Iowa, however, including Rough on Rats among poisons. Inasmuch as this article is not a proprietary or patent medicine, but distinctly and emphatically a poison, there seems to be no doubt that it is governed by the provisions regulating the sale of poisons without being specifically enumerated.

Summer Goods.

LAWNS, CHALLIES, INDIA LINENS, ORGANDIES, WHITE GOODS, MULLS, FRENCH CAMBRICS, GINGHAMS AND PRINTS, STRAW HATS, HAMMOCKS.

Flags. BUNTING FOR CAMPAIGN USE—IN ALL WIDTHS

• Grain Bags, Burlaps and Twine.

P. STEKETEE & SONS, 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.

Deafness Cannot Be Cured

by local applications, as they cannot reach the diseased portion of the ear. There is only way to cure deafness, and that is by constitutional remedies. Deafness is caused by an inflamed condition of the mucous lining of the Eustachian tube. When this tube gets inflamed you have a rumbling sound or imperfect hearing, and when it is entirely closed deafness is the result, and unless the inflammation can be taken out and this tube restored to its normal condition, hearing will be destroyed forever; nine cases out of ten are caused by catarrh, which is nothing but an inflamed condition of the mucous surfaces.

We will give One Hundred Dollars for any case of deafness (caused by catarrh) that cannot be cured by Hall's Catarrh Cure. Send for circulars, free.

F. J. CHENEY & CO., Toledo, O.
Sold by druggists, 75c.

Hirth & Krause

JOBBER OF



CHILDREN'S SHOES

Leather and Shoe Store Supplies.

12-14 LYON ST., GRAND RAPIDS.

Do You Desire to Sell

Carpets and Lace Curtains

By Sample?

Send for our Spring catalogue

SMITH & SANFORD,

Grand Rapids, Mich.

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

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

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

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

Grand Rapids Drug Clerks' Association.

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

Muskegon Drug Clerks' Association.

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

Syrup of Senna.

If any one will take the trouble to investigate this subject he will find that only in a very few instances can he procure at the drug stores syrup of senna of the kind recommended by the U. S. P. Recent enquiry elicited the fact that the majority of apothecaries are content to dispense a syrup made from the hydro-alcoholic fluid extract, and which they prepare extemporaneously, in many instances even omitting the corrective (oil of coriander). This is not as it should be, and the object of this article is to call attention to the official formula, and to suggest what appears to the writer as an improvement in the *modus operandi*.

The pharmacopoeial directions for preparing the syrup of senna are faulty, and no one can follow them without disgust and failure; the operator is inclined to doubt whether the author of the formula ever tried it in practice. Senna leaves are directed to be macerated with five times their weight of water for twenty-four hours, at a temperature of 122 degrees F. on a water bath, then expressed and the residue again digested with twice its weight of water for six hours at the same temperature—the strained liquids are to be evaporated to less than the weight of senna leaves used. This is impossible without obtaining a very dense liquid, holding much mucilaginous matter in solution and suspension, which most effectually interferes with the subsequent filtration through paper. The long-continued digestion is sure to dissolve considerable gummy matter, and no provision has been made for getting rid of this troublesome agent, in the official process. Keeping in view the object of the Pharmacopoeia, namely, to furnish in the syrup an aqueous extract of the senna, less griping and disagreeable than a hydro-alcoholic preparation, the following modifications of the official process of manufacture are suggested, with the statement that for eight or ten years they have been a source of satisfaction to those using them:

Upon 33 troy ounces of senna leaves pour 24 pints of boiling water; cover well and let stand for six hours; express and upon the residue pour again 12 pints of boiling water; cover well and macerate for three hours. Now express once more and evaporate the mixed liquids at 140 degrees F. on a water bath to 40 fluid ounces; when cold add 10 fluid-ounces of alcohol, mix well and set aside, covered, over night; filter out the precipitated gummy matter, washing the filter with a mixture of alcohol and water in proper proportions, if necessary, and evaporate

the filtrate to 40 troy ounces. Add, when cold, 4 troy ounces of alcohol, in which 20 grains of oil of coriander has previously been dissolved, and finally add 56 troy ounces of sugar, the solution of which may be facilitated by placing the well-corked bottle in warm water and shaking frequently.

The syrup of senna, as thus prepared, is of very dark color, pleasantly aromatic odor and taste, keeps admirably well, and possesses the active virtues of the drug in a marked degree. It may be urged by some that the time necessary for evaporating the strained liquids to 40 fluid-ounces is injurious, but such is not the case if the proper temperature be observed, and, moreover, two or three dishes can be used at one time.

CHAS. CASPARI, JR.

Lack of Judgment as to Liquors.

"Talk about telling good from bad liquor, it's all nonsense," remarked a veteran liquor salesman. "Of course, if whisky is very, very bad it can be detected, but that man does not live who can select whiskies when there is but 50 cents or \$1 difference in value. I recall once, when I was on the road, I tried to sell a barrel of whisky of a certain brand to the landlord of the hotel where I stopped when in that city. He declined to buy, alleging that he did not dare to change from the brand he had been using for many years. I tried to convince him that mine at \$2.25 was as good as that for which he was paying \$3.50 but he would not listen to me. Finally, we bet a hat that the druggist near by, who had been in the business thirty years and sold the same class of goods as did my landlord, could not be fooled.

"We went together over to the drug store, and the landlord bought a pint of the famous whisky, and, putting it in his pocket, we returned to the hotel, and emptying one of my sample cases, filled it with the liquor just from the drug store. Then we returned together to the drug store, and when opportunity offered I was introduced to the proprietor and opened the battle by asking him to look at the superior article of whisky I had.

"It's no use, young man; I have a brand I have been selling for a number of years, and nothing could induce me to change." "Not even price?" I have some excellent goods in this bottle. May I ask what you pay for yours?" "I pay \$3.50 per gallon." "I'll sell you this for \$2.25." "It's no use; I don't want to change." I pleaded with him to just sample mine, and finally he condescended to taste, and immediately spewed his own whisky out of his mouth, declaring he would not have it in his store if he could buy it at 50 cents a gallon."

Henry George's Theory as to Druggists.

"When I go to a druggist's and buy a small quantity of medicine or chemicals, I pay many times the original cost of those articles; but what I thus pay is in much larger degree wages than profit. Out of such small sales the druggist must get not only the cost of what he sells me, with other costs incidental to the business, but also payment for his services. These services consist not only in the actual exertion of giving me what I want, but in waiting there in readiness to serve me when I choose to come. In the price of what he sells me he makes a charge for what printers call 'waiting time.' And he must manifestly not merely charge waiting time for himself, but also for the stock of many different things only occasionally called for, which he must keep on hand. He has been waiting there with his stock in anticipation of the fact that such persons as myself, in sudden need of some small quantities of drugs or chemicals, would find it cheaper to pay him many times their wholesale cost than to go farther and buy larger quantities. What I pay him, even when it is not payment for the skilled labor of compounding, is largely a payment of the same nature, as, were he not there, I might have had to make to a messenger."

**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.

AGNES BOOTH CIGARS

In ten sizes and shapes. We will guarantee to increase your cigar sales if you will give your customers a chance to buy the Agnes Booth Cigar. All we ask is a sample order.

I. M. CLARK GROCERY CO.,

State Agents.

Wholesale Price Current.

Advanced—Long buchu leaves, cocoa butter, turpentine.

Declined—Nothing.

ACIDUM.		TINCTURES.	
Aceticum.....	80 10	Aconitum Napellis R.....	60
Benzoeicum German.....	60 65	Alces.....	60
Boric.....	50 50	Alces and myrrh.....	60
Carbolicum.....	22 30	Arnica.....	50
Citricum.....	50 52	Asafoetida.....	50
Hydrochloric.....	30 5	Atropine Belladonna.....	60
Nitricum.....	10 12	Benzoin.....	60
Oxalicum.....	10 12	Camphor.....	50
Phosphoricum dil.....	20	Cinchona.....	50
Salicylicum.....	1 35 10	Columba.....	50
Sulphuricum.....	13 10	Conium.....	50
Tannicum.....	1 40 10	Cubeba.....	50
Tartaricum.....	30 32	Digitalis.....	50
AMMONIA.		RADIX.	
Aqua, 16 deg.....	3 1/2 5	Aconitum.....	20 25
" 20 deg.....	5 1/2 7	Althaea.....	20 25
Carbonas.....	12 14	Anchusa.....	20 25
Chloridum.....	12 14	Arum.....	20 25
ANILINE.		SEMIN.	
Black.....	2 00 25	Anisum.....	15 18
Brown.....	80 100	Aplum (graveleons).....	30 35
Red.....	45 50	Bird, is.....	40 50
Yellow.....	2 50 30	Carul, (po. 18).....	80 12
BACCÆ.		SPONGES.	
Cubæe (po. 75).....	75 80	Florida sheeps' wool.....	25 30
Juniperus.....	80 10	Nassau sheeps' wool.....	25 30
Xanthoxylum.....	25 30	Velvet extra sheeps'.....	1 10
BALSAMUM.		SYRUPS.	
Copaiba.....	40 45	Accacia.....	50
Peru.....	21 30	Zingiber.....	50
Terabin, Canada.....	35 40	Ipecac.....	50
Tolutan.....	35 50	Ferri iod.....	50
CORTEX.		TOLUTAN.	
Abies, Canadian.....	18	Tolutan.....	50
Cassia.....	11	Prunus virg.....	50
Cinchona Flava.....	18		
Euonymus atropurp.....	30		
Myrica Cerifera, po.....	20		
Prunus Virgini.....	12		
Quillaja, grd.....	10		
Sassafras.....	12		
Ulmus Po (Ground 12).....	10		
EXTRACTUM.			
Glycyrrhiza Glabra.....	24 25		
" po.....	33 35		
Haematox, 15 lb. box.....	11 12		
" is.....	13 14		
" is.....	14 15		
" is.....	16 17		
FERRUM.			
Carbonate Precip.....	15		
Citrate and Quinia.....	23 50		
Citrate Soluble.....	80		
Ferrocyanidum Sol.....	20		
Solut Chloride.....	15		
Sulphate, com'l.....	14 15		
" pure.....	7		
FLORA.			
Arnica.....	26 28		
Anthemis.....	3 35		
Matricaria.....	25 30		
FOLIA.			
Barosma.....	16 100		
Cassia Acutifol, Tin.....	25 28		
nivelly.....	35 50		
Salvia officinalis, 1/4s.....	12 15		
and 1/4s.....	80 10		
Ura Ursi.....	80 10		
GUMMI.			
Acacia, 1st picked.....	75		
" 2d.....	50		
" 3d.....	40		
" sifted sorts.....	25		
" po.....	60 80		
Aloe, Barb, (po. 60).....	50 60		
" Cape, (po. 20).....	12		
Socotri, (po. 60).....	50		
Catechu, is, 1/4s, 14 1/4s.....	1		
Ammoniac.....	55 60		
Asafoetida, (po. 35).....	30 35		
Benzoinum.....	50 55		
Camphore.....	50 55		
Euphorbium po.....	35 10		
Galbanum.....	23 50		
Gamboge, po.....	70 75		
Gualacum, (po. 30).....	25		
Kino, (po. 35).....	20		
Mastic.....	40		
Myrrh, (po. 45).....	1 65 10		
Opil, (po. 2 60).....	30 35		
" bleached.....	30 35		
Tragacanth.....	30 35		
HERBA—In ounce packages.			
Abstinum.....	25		
Eupatorium.....	20		
Lobelia.....	25		
Majorum.....	25		
Mentha Piperita.....	25		
" Vir.....	25		
Rue.....	30		
Tanacetum, V.....	25		
Thymus, V.....	25		
MAGNESIA.			
Calcined, Pat.....	55 60		
Carbonate, Pat.....	20 22		
Carbonate, K. & M.....	20 25		
Carbonate, Jennings.....	35 36		
OLEUM.			
Abstinum.....	3 50 40		
Amygdalæ, Dulc.....	45 75		
Amygdalæ, Amarae.....	8 00 25		
Anisi.....	1 65 10		
Aurant Cortex.....	3 00 25		
Bergamoti.....	3 00 25		
Cajuputi.....	60 65		
Caryophylli.....	70 75		
Cedar.....	35 65		
Chenopodium.....	1 15 10		
Cinnamon.....	45		
Citronella.....	45		
Conium Mac.....	35 65		
Copaiba.....	1 10 10		

Morphia, S. P. & W.....	70 1 95	Seidlitz Mixture.....	24	Lindseed, boiled.....	46	49
C. Co. S. N. Y. Q. &.....	60 1 85	Sinapis.....	18	Neat's Foot, winter.....	50	60
Moschus Canton.....	2 40	Snuff, Maccaboy, De.....	35	strained.....	50	60
Myristica, No. 1.....	65 70	Voes.....	35	Spirits Turpentine.....	36	40
Nux Vomica, (po. 30).....	10	Snuff, Scotch, De, Voes.....	35	PAINTS, bbl. lb.		
Os. Sepia.....	18 20	Soda Boras, (po. 11).....	10 11	Red Venetian.....	1 1/2	2 1/2
Pepsin Saac, H. & P. D.....	2 50	Soda et Potass Tart.....	27 30	Ochre, yellow Mars.....	1 1/2	2 1/2
Co.....	2 00	Soda Carb.....	1 1/2 2	" Ber.....	1 1/2	2 1/2
Picis Liq, N. C., 1/4 gal.....	2 00	Soda, Bi-Carb.....	2	Putty, commercial.....	2 1/2	3 1/2
doz.....	2 00	Soda, Ash.....	3 1/2 4	" strictly pure.....	2 1/2	3 1/2
Picis Liq, quarts.....	2 00	Soda, Sulphas.....	2	Vermilion Prime Amer.....	12 16	
" pluis.....	2 50	Spts. Ether Co.....	50 55	Vermilion, English.....	6 70	
Pil Hydrarg, (po. 30).....	2 50	" Myrcia Dom.....	2 25	Green, Peninsular.....	70 75	
Piper Nigra, (po. 22).....	2 1	" Vinl Rect. bbl.....	2 25 2 35	Lead, red.....	7 1/2	7 1/2
Piper Alga, (po. 65).....	2 3	Less 5c gal., cash ten days.....	2 30	" white.....	7 1/2	7 1/2
Pix Burgun.....	14 15	Stychnia Crystal.....	2 30	Whiting, white Span.....	70	
Plumbi Acet.....	10 12	Sulphur, Subl.....	2 1/2 4	Whiting, Gilders.....	96	
Pulvis Ipecac et opil.....	10 12	" Roll.....	2 1/2 3 1/2	Whiting, Paris American.....	1 0	
Pyrethrum, boxes H.....	2 25	Tamarinds.....	8 10	Whiting, Paris Eng.....	1 40	
& P. D. Co., doz.....	2 25	Terebenth Venice.....	8 10	Pioneer Prepared Paints.....	20 21 4	
Pyrethrum, pv.....	30 35	Theobromae.....	40 45	Swiss Villa Prepared.....	1 00 21 20	
Quassia.....	29 30	Vanilla.....	9 00 16 00	PAINTS.....	1 00 21 20	
Quinia, S. P. & W.....	29 30	Zinc Sulph.....	7 8	VARNISHES.		
Rubia, S. German.....	19 20			No. 1 Turp Coach.....	1 10 21 20	
Rubia Tinctura.....	29 30			Extra Turp.....	100 1 70	
Saccharum Lactis pv.....	1 00 1 20			Coach Body.....	2 75 23 00	
Salicin.....	1 00 1 20			No. 1 Turp Furn.....	1 00 21 10	
Sanguis Draconis.....	40 50			Extra Turk Damar.....	1 55 21 60	
Sapo, W.....	12 14			Japan Dryer, No. 1.....	55 21 60	
" M.....	10 12			Turp.....	70 75	
" G.....	2 15					
Lindseed, pure raw.....	43					

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.....	55 6 00	Live oak.....	2 25	5 gross boxes.....	40
Diamond.....	50 5 50	Santa Cruz.....	2 00	COCOA SHELLS.	
Frazer's.....	87 9 00	Lusk's.....	2 50	35 lb. bags.....	@3
Mica.....	75 8 00	Overland.....	1 90	Less quantity.....	@3 1/4
Paragon.....	55 6 00	Blackberries.....	90	Pound packages.....	6 1/2 @7
BAKING POWDER.		Cherries.		COFFEE.	
Acme.		Red.....	1 20	GREEN.	
1/4 lb. cans, 3 doz.....	45	Pitted Hamburg.....	1 75	Rio.	
1/4 lb. " 2 ".....	85	White.....	1 20	Pair.	
1 lb. " 1 ".....	1 60	Erie.....	1 30	Good.....	16
Bulk.....	10	Damsons, Egg Plums and Green	1 70	Prime.....	17
Arctic.		Gages.....	1 20	Golden.....	18
1/4 lb. cans.....	60	California.....	@1 25	Peaberry.....	20
1 lb. ".....	1 30	Gooseberries.....	1 10	Santos.	
5 lb. ".....	9 60	Peaches.....	1 20	Fair.....	16
Cook's Favorite.		Maxwell.....	1 65	Good.....	17
100 1/4 lb. cans.....	12 00	Shepard's.....	1 65	Prime.....	18
(101 pieces colored glass)		California.....	2 25	Golden.....	19
100 1/4 lb. cans.....	12 00	Monitor.....	1 15	Peaberry.....	20
(101 pieces of crystal glass)		Oxford.....	1 15	Mexican and Guatemala.	
100 1/4 lb. cans.....	12 00	Pears.....	1 25	Fair.....	20
(106 hdl cups and saucers)		Domestic.....	1 25	Good.....	21
2 doz 1 lb. cans.....	9 60	Riverside.....	2 10	Fancy.....	23
(tankard pitcher with each can)		Pineapples.....	1 30	Maracaibo.	
Dr. Price's.		Johnson's sliced.....	2 50	Prime.....	19
per doz.		" grated.....	2 75	Milled.....	20
4-oz.		Quinces.....	1 10	Java.	
6-oz.		Raspberries.....	1 30	Interior.....	25
8-oz.		Red.....	1 30	Private Growth.....	27
12-oz.		Black Hamburg.....	1 50	Mandehling.....	28
16-oz.		Erie black.....	1 40	Mocha.	
2 1/2 lb.		Lawrence.....	1	Imitation.....	23
4 lb.		Hamburg.....	1 25	Arabian.....	26
5 lb.		Erie.....	1 25	ROASTED.	
10 lb.		Terrapin.....	1 25	To ascertain cost of roasted	
Red Star, 1/4 lb. cans.....		Whortleberries.....	1 30	coffee, add 1/2 c. per lb. for roasting	
1/4 lb. " 1 lb. ".....		Common.....	1 30	and 15 per cent. for shrinkage.	
Telfer's, 1/4 lb. cans, doz.....		F. & W.....	1 25	PACKAGE.	
1/4 lb. " 1 lb. ".....		Blueberries.....	1 30	Arbuckle's Ariosa.....	
Victor.....		MEATS.		McLaughlin's XXXX.....	
6 oz. cans, 4 doz.....		Corned beef, Libby's.....	1 80	German.....	
9 ".....		Roast beef, Armour's.....	1 75	Bunola.....	
16 ".....		Potted ham, 1/2 lb.....	1 50	Lion, 60 or 100 lb. case.....	
2 doz.....		" tongue, 1/2 lb.....	1 10	EXTRACT.	
BATH BRICK.		" chicken, 1/2 lb.....	95	Valley City.....	
2 dozen in case.....		VEGETABLES.		Felix.....	
English.....		Beans.....	1 25	Hummel's, foil.....	
Bristol.....		Hamburg stringless.....	1 25	" tin.....	
Domestic.....		" French style.....	2 25	CHICORY.	
BLUING.		Limas.....	1 40	Bulk.....	
Arctic, 4 oz. ovals.....		Lima, green.....	1 30	Red.....	
5 oz.....		" soaked.....	80	CLOTHES LINES.	
" prints, round.....		Lewis Boston Baked.....	1 35	40 ft. per doz.....	
" No. 2, sifting box.....		Bay State Baked.....	1 35	50 ft. ".....	
" No. 3.....		World's Fair.....	1 35	60 ft. ".....	
" No. 5.....		Corn.		70 ft. ".....	
" 1 oz ball.....		Hamburg.....	1 30	80 ft. ".....	
BROOMS.		Livingston Eden.....	1 30	90 ft. ".....	
No. 2 Hurl.....		Purity.....	1 30	72 ft. ".....	
No. 1.....		Honey Dew.....	1 50	Jute.....	
No. 2 Carpet.....		Morning Glory.....	1 20	Bulk.....	
No. 1.....		Peas.		CLOTHES LINES.	
Parlor Gem.....		Hamburg marrofat.....	1 35	40 ft. per doz.....	
Common Whisk.....		" early June.....	1 35	50 ft. ".....	
Fancy.....		Champion Eng.....	1 50	60 ft. ".....	
Warehouse.....		Hamburg petit pois.....	1 75	70 ft. ".....	
BRUSHES.		" fancy sifted.....	1 90	80 ft. ".....	
Stove, No. 1.....		Soaked.....	85	90 ft. ".....	
" 10.....		Harris standard.....	75	72 ft. ".....	
" 15.....		Van Camp's Marrofat.....	1 10	EXTRACT.	
Rice Root Scrub, 2 row.....		Archer's Early Blossom.....	1 30	Valley City.....	
Rice Root Scrub, 3 row.....		French.....	1 80	Felix.....	
Palmetto, goose.....		Mushrooms.....	16 @18	Hummel's, foil.....	
CANDLES.		Pumpkin.....	95	" tin.....	
Hotel, 40 lb. boxes.....		Hubbard.....	1 30	CHICORY.	
Star, 40 ".....		Succotash.....	1 40	Bulk.....	
Paraffin.....		Soaked.....	80	Red.....	
Wicking.....		Honey Dew.....	1 60	CLOTHES LINES.	
CANNED GOODS.		Tomatoes.....	1 00	40 ft. per doz.....	
FISH.		Excelsior.....	1 00	50 ft. ".....	
Clams.....		Eclipse.....	1 00	60 ft. ".....	
Little Neck, 1 lb.....		Hamburg.....	1 30	70 ft. ".....	
" 2 lb.....		Gallon.....	2 50	80 ft. ".....	
Clam Chowder.....		CHEESE.		90 ft. ".....	
Standard, 3 lb.....		Amboy.....	@ 9	72 ft. ".....	
Cove Oysters.....		Horton.....	@ 8 1/2	EXTRACT.	
Standard, 1 lb.....		Riverside.....	@ 8 1/2	Valley City.....	
" 2 lb.....		Gold Medal.....	@ 8 1/2	Felix.....	
Lobsters.....		Skim.....	5 @ 6	Hummel's, foil.....	
Star, 1 lb.....		Brick.....	10	" tin.....	
" 2 lb.....		Edam.....	@1 00	CHICORY.	
Picnic, 1 lb.....		Limburger.....	@1 00	Bulk.....	
" 2 lb.....		Pineapple.....	@25	Red.....	
Mackerel.....		Roquefort.....	@25	CLOTHES LINES.	
Standard, 1 lb.....		Sap Sago.....	@22	40 ft. per doz.....	
" 2 lb.....		Schweitzer, imported.....	@20	50 ft. ".....	
Mustard.....		" domestic.....	@15	60 ft. ".....	
Boneless.....		CATSUP.		70 ft. ".....	
Trout.....		Blue Label Brand.....	2 75	80 ft. ".....	
Brook, 3 lb.....		Half pint, 25 bottles.....	2 75	90 ft. ".....	
FRUITS.		Pint.....	4 50	72 ft. ".....	
Apples.....		Quart, doz bottles.....	3 50	EXTRACT.	
3 lb. standard.....		COUPON BOOKS.		Valley City.....	
York State, gallons.....		TRADESMAN		Felix.....	
Hamburg.....		1		Hummel's, foil.....	

COUPON PASS BOOKS.

(Can be made to represent any denomination from \$10 down.)
 30 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
 Family XXX.....6 1/2
 Family XXX, cartoon.....6 1/2
 Salted XXX.....6
 Salted XXX, cartoon.....6 1/2
 Kenosha.....7 1/2
 Boston.....8
 Butter biscuit.....6 1/2

Soda.

Soda, XXX.....6
 Soda, City.....7 1/2
 Soda, Duchess.....5 1/2
 Crystal Wafer.....10
 Reception Flakes.....10
 Oyster.....6
 S. Oyster XXX.....6
 City Oyster XXX.....6
 Farina Oyster.....6
 CREAM TARTAR.
 Strictly pure.....30
 Telfer's Absolute.....35
 Grocers'.....10 @15

DRIED FRUITS.

Domestic.
 Apples.
 Sundried, sliced in bbls.....5
 " quartered.....5
 Evaporated, 50 lb. boxes.....@7
 APRICOTS.
 California in bags.....9 1/2 @10
 Evaporated in boxes.....12 @12 1/2
 BLACKBERRIES.
 In boxes.....4 1/2
 NECTARINES.
 70 lb. bags.....7 1/2
 25 lb. boxes.....9 @9 1/2
 PEACHES.
 Peeled, in boxes.....12
 Cal. evap.....@10
 " in bags.....8 @8 1/2
 PEARS.
 California in bags.....@7
 PITTED CHERRIES.
 Barrels.....10
 50 lb. boxes.....11
 25 ".....12
 PRUNELLES.
 30 lb. boxes.....11
 RASPBERRIES.
 In barrels.....21 1/2
 50 lb. boxes.....22
 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.....@5 1/2
 Foreign.
 Ondura, 29 lb. boxes.....@ 8
 Sultana, 20 ".....@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.....@5 1/2
 Silver.....11 1/2

ENVELOPES.
 XX rag, white.
 No. 1, 6 1/2.....\$1 75
 No. 2, 6 1/2.....1 60
 No. 1, 6.....1 65
 No. 2, 6.....1 50
 XX wood, white.
 No. 1, 6 1/2.....1 35
 No. 2, 6 1/2.....1 25
 Manila, white.
 6 1/2.....1 00
 6.....95
 Coin.....1 00
 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
 Macaroni and Vermicelli.
 Domestic, 12 lb. box.....55
 Imported.....10 @11 1/2
 Pearl Barley.
 Kegs.....@2 1/2

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.....@5
 Whole, Grand Bank.....@5 1/2
 Boneless, strips.....@5 1/2 @6 1/2
 Boneless, strips.....5 1/2 @6 1/2
 Halibut.
 Smoked.....12
 Herring.
 Scaled.....18 @20
 Holland, bbls.....11 00
 Kegs.....85
 Round shore, 1/2 bbl.....2 00
 " 1/2 bbl.....1 10

Mackerel.
 No. 1, 1/2 bbls, 90 lbs.....11 00
 No. 1, kits, 10 lbs.....1 25
 Family, 1/2 bbls, 100 lbs.....5 50
 " kits, 10 lbs.....75
 Sardines.
 Russian, kegs.....45
 Trout.
 No. 1, 1/2 bbls, 100 lbs.....6 50
 No. 1, kits, 10 lbs.....90
 Whitefish.
 No. 1, 1/2 bbls, 100 lbs.....8 00
 No. 1, kits, 10 lbs.....1 10
 Family, 1/2 bbls, 100 lbs.....3 00
 " kits 10 lbs.....40

FLAVORING EXTRACTS.
 Jennings' D C.
 Lemon, Vanilla
 2 oz folding box.....75
 3 oz.....1 00
 4 oz.....1 50
 5 oz.....2 00
 6 oz.....2 50
 8 oz.....3 00
 10 oz.....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
 Calabaria.....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

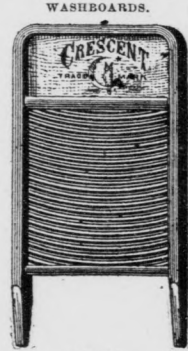
MINCE MEAT
 NEW ENGLAND
 MINCE MEAT
 T. E. DOUGHERTY
 CHICAGO, ILL. (EST. 1888)
 3 or 6 doz. in case per doz.....1 00

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

ONE-HALF BARRELS, 3c extra
 OATMEAL.
 Barrels 200.....@4 75
 Half barrels 100.....@2 50
 ROLLED OATS.
 Barrels 180.....@4 75
 Half

SALERATUS. Packed 60 lbs. in box. Church's..... \$3 30 DeLand's..... 3 15 Dwight's..... 3 30 Taylor's..... 3 00		CHOICEST. Dust..... 10 @12 BASKET FIRED. Fair..... 18 @21 Choice..... 25 @25 Choicest..... 35 @35 Extra choice, wire leaf..... 40 @40 GUNPOWDER. Common to fair..... 25 @25 Extra fine to finest..... 50 @55 Choicest fancy..... 75 @85 oolong..... 26 @26 Common to fair..... 23 @30 IMPERIAL. Common to fair..... 23 @26 Superior to fine..... 30 @35 YOUNG HYSON. Common to fair..... 18 @21 Superior to fine..... 30 @40 ENGLISH BREAKFAST. Fair..... 18 @22 Choice..... 24 @28 Best..... 40 @50		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..... 33 Tom and Jerry..... 30 Brier Pipe..... 32 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"..... 4 60 " " barrels..... 5 50 Graham "sacks"..... 2 10 Rye "sacks"..... 2 40 MILLSTUFFS. Car lots..... Less quantity Bran..... \$15 00 \$15 00 Screenings..... 15 00 15 00 Middlings..... 16 00 17 00 Mixed Feed..... 21 00 21 00 Coarse meal..... 21 00 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 fol lows, prices nominal: HIDES. Green..... 2 1/2 @2 3/4 Part Cured..... 2 3/4 @3 1/4 Full "..... 2 3/4 @3 1/4 Dry..... 5 @5 Kips, green..... 2 1/4 @3 1/4 " cured..... 2 1/4 @3 1/4 Calfskins, green..... 4 @5 1/4 " cured..... 4 @5 1/4 Deaconskins..... 10 @20 No. 2 hides 1/4 off. PELTS. Shearlings..... 10 @25 Lambs..... 20 @50 WOOL. Washed..... 20 @23 Unwashed..... 10 @23 MISCELLANEOUS. Tallow..... 3 1/4 @4 Grease butter..... 1 @2 Switches..... 1 1/2 @2 Ginseng..... 2 00 @2 75		PAPER & WOODENWARE PAPER. Straw..... 1 1/2 Rockfalls..... 1 1/2 Rag sugar..... 2 Hardware..... 2 1/2 Bakers..... 5 @5 Dry Goods..... 16 Jute Manila..... 5 1/2 Red Express No. 1..... 5 1/2 " No. 2..... 4 1/2 TWINES. 48 Cotton..... 20 Cotton, No. 1..... 17 " 2..... 16 Sea Island, assorted..... 30 No. 5 Hemp..... 15 No. 6 "..... 15 WOODENWARE. Tubs, No. 1..... 7 00 " No. 2..... 6 00 " No. 3..... 5 00 Pails, No. 1, two-hoop..... 1 35 " No. 1, three-hoop..... 1 60 Clothespins, 5 gr. boxes..... 40 Bowls, 11 inch..... 90 " 13 "..... 1 00 " 15 "..... 1 00 " 17 "..... 2 25 " 19 "..... 2 75 " 21 "..... 3 00 Baskets, market..... 35 " shipping bushel..... 1 25 " full hoop..... 1 35 " willow cl'ths, No. 1 5 75 " " No. 2 5 25 " " No. 3 5 25 " splint " No. 2 4 25 " " " No. 3 5 00 INDURATED WARE. Pails..... 4 05 Tubs, 1/4 doz..... 4 55
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Single

Wilson..... \$2 00	Wilson..... Double..... 2 50
Saginaw..... 1 75	Saginaw..... 2 25
Rival..... 1 40	Rival..... 1 80
Daisy..... 1 00	Defiance..... 2 00
Langtry..... 1 10	Crescent..... 2 60
Defiance..... 1 75	Red Star..... 2 75
Wilson..... Double..... 2 50	Shamrock..... 2 50
Saginaw..... 2 25	Ivy Leaf..... 2 25
Rival..... 1 80	VINEGAR.
Defiance..... 2 00	40 gr..... 7
Crescent..... 2 60	50 gr..... 8
Red Star..... 2 75	81 for barrel.
Shamrock..... 2 50	WET MUSTARD.
Ivy Leaf..... 2 25	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.....

TANGLEFOOT

Sticky Fly Paper.



PRICE:

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

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

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

FOR SALE BY ALL JOBBERS.



See Quotations.



Coupon Books

Buy of the Largest Manufacturers in the Country and Save Money.
The Tradesman Company, Grand Rapids

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.

THE CUSTOMER,

As Viewed from the Standpoint of the Traveling Salesman.

To the commercial traveler his customer is his capital—his stock in trade—and this investment, with his vim and self-assurance, enables him to draw a princely salary from a constantly kicking employer. Without the customer his other qualifications would probably secure him a long term in the warehouse. I believe, however, that the "powers that be" would hesitate to incarcerate him in any ordinary institution of this kind for prudential reasons. He would not have to be there an age until he would lay claim to proprietorship, and in all human probability would prove the claim. He doesn't want the earth,—just its contents.

The average traveling man thinks he owns his customers, at least he induces his employer to believe that he does, and when one of his best and most reliable constituents or chattels goes back on him and buys his goods from another fellow, he has no difficulty in explaining away the apparent insubordination by the usual perfectly reasonable and valid excuse that the other fellow sold him at less than cost to get his future trade and then rob him. The customer, or vassal, strange to say, is in total ignorance of this bondage, so light are his chains of slavery. He even associates upon terms of equality and sometimes, indeed, assumes the airs of superiority, over this part of creation—his owner. This is particularly noticed when he has paid the last bill in full and owes the house nothing. Then his independence and talk of buying elsewhere show the poor drummer upon what a slender thread hang his power and authority, and makes him cry out in deepest anguish against the world's ingratitude. You all know that this commercial tourist is deeply imbued with the idea that his sole and entire mission in life is to do good to his fellow-man, and when the aforesaid fellow-man is so obstinate and unreasonable as to refuse his kind offices, he has nothing left him but amazement at the perversity of the human mind.

Next to wife or mother, our customer is our best friend. Without him, our occupation must, indeed, be gone. He sticks to us like a brother and does not forsake us—so long as we give him the lowest prices and the best terms.

O Customer, in your hour of ease,
Uncertain, coy, and hard to please,
But when cut prices come your way
You give us orders every day.

Without our customer the palatial hotels of our cities would be a domicile for bats and owls, and the festive hotel clerk with his Pittsburgh Kohinoor, would be gathering shells by the seashore, and sorrowfully asking himself, "What are the wild waves saying?" and the familiar cry of "Front!" would no longer be heard in the land. To our customer may be almost directly attributed this greatest outgrowth of modern civilization—this gentleman who always gives each one of us the very best room in the house, and kindly charges us only twice as much as he does the horny-handed granger—the sockless son of the soil—for the same accommodations.

Our customer, therefore, has conferred, by making them possible, the two greatest boons to mankind—the hotel clerk and the commercial traveler—both indis-

pensable, if not necessary evils. If he had done no more than this, he should be properly proud and entitled to a niche in the Temple of Fame.

Our customer is our friend in more ways than one. He is always glad to see us, knows and calls us by the name our parents selected for us from a long list of friendly neighborly suggestions. He doesn't know "the house" and he doesn't want to. He is always ready to tell or listen to a new story and he invites us out to a jack pot party and introduces us to a few particular friends who don't know the value of a full hand—until they get one just a figure larger than yours. Having charitably given up your money for this elegant entertainment, your customer comes to the rescue and loans you enough to get you out of town—he is a good Samaritan and sends you on your way. Our customer is a fellow of infinite variety, as we all know by observation.

I shall not attempt to delineate him in all his vanities. A few samples will suffice, and the first one on exhibition is that specimen who is always glad to see you, takes you by both hands, asks after all the members of your family, not even neglecting your mother-in-law. "When did you come to town?" "How long are you going to stay?" These enquiries he repeats frequently, as though fearful that you don't believe that he is glad to see you. He is so sorry he can't buy from you, but he has several car loads of goods now just ready to arrive.

The next sample is an individual who looks and acts as if he was sorry he is living. His food doesn't agree with him. He has dyspepsia, is out of sorts, abuses the clerks, kicks the dog or cat, if they should come within reach of his number elevens, never wants any goods and doesn't want to look at samples or hear prices; he has no use for a drummer anyhow. How do you think anybody can sell him? But somebody does, and makes him pay roundly for his lack of good manners and business prudence and ability.

This next sample is a man who is always ready and willing to look at your samples. He tells you in the most encouraging and impressive language that you have the best and cheapest line of goods on the road, wonders how you can sell goods so cheap, would buy a big bill of you, but—has just bought everything he wants and will certainly save you an order the next time you come around, and you must be sure to call on him. The next time comes, and with it exactly the same performance and promise. This chap doesn't intend to buy from you. *He is owned.*

Then there is the dignified senior member and buyer of the firm, in whose presence icicles would form in August. You will always find him in the private office. To reach him you must have the open sesame of that office door, and for your life must not enter its sacred precincts unless you are uncovered. You must speak to him in fear and trembling, and must not for a moment lose sight of the fact that he is doing you the greatest possible favor to listen to you, even if he buys nothing, and should he unbend enough to make you an offer, to accept which would insure your house a loss, you must consider it a great condescension and favor.

Then comes the fellow who is always looking to get something for nothing—

PRODUCE MARKET.

Asparagus—25c 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 \$1.65@1.75 per bu.
Beets—New, 35c per doz. bunches.
Bermuda Onions—\$1.75 per crate of about 50 lbs.
Butter—The market is fairly well maintained, all offerings of choice finding ready takers at 12@13c.
Cabbages—\$1.75 and \$3 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 without particular feature. Dealers pay about 13c and hold at 14c.
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—New stock is in active demand at \$2.50@2.75 per bbl. The tendency is upward.
Radishes—10c per doz. bunches.
Raspberries—Black are in plentiful supply and active demand at 14c per quart.
Strawberries—The market has been demoralized for several days past, prices being in buyers' favor. From present appearances, the present week will be no improvement in this respect.
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.

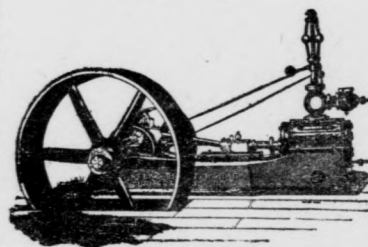
PROVISIONS.

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

PORK IN BARRELS.			
Mess, new.			11 50
Short cut			12 75
Extra clear pig, short cut.			14 00
Extra clear, heavy			
Clear, fat back.			13 50
Boston clear, short cut.			14 00
Clear back, short cut.			14 00
Standard clear, short cut, best.			14 00
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.
Tierces.	7½	7½	5½
50 lb. Tins.	8	7½	6
20 lb. Pails.	8½	7½	6½
10 lb. "	8½	8	6½
5 lb. "	8½	8½	6½
3 lb. "	8½	8½	6½
BEEF IN BARRELS.			
Extra Mess, warranted 200 lbs.			6 50
Extra Mess, Chicago packing.			6 50
Boneless, rump butts.			9 00
SALTED MEATS—Canned or Plain.			
Hams, average 20 lbs.			11
" " 16 lbs.			11½
" " 12 to 14 lbs.			11½
" picnic			8½
" best boneless			8½
Shoulders			7½
Breakfast Bacon, boneless			9½
Dried beef, ham prices			9
Long Cuts, heavy			6½
Briskets, medium			6½
" light			6½

HESTER MACHINERY CO.,

AGENTS FOR



Plain Slide Valve Engines with Throttling Governors.
Automatic Balanced Single Valve Engines.
Horizontal, Tubular and Locomotive BOILERS.
Upright Engines and Boilers for Light Power.
Prices on application.
45 S. Division St., Grand Rapids.

PAMPHLETS.

CUTS for BOOM EDITIONS

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

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	
Valley Creams		13	
Midget, 20 lb. baskets		8	
Modern, 20 lb.		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	
Imperial		10	
FANCY—In 5 lb. boxes.			
		Per Box.	
Lemon Drops		55	
Sour Drops		55	
Peppermint Drops		60	
Chocolate Drops		65	
H. M. Chocolate Drops		90	
Gum Drops		40@50	
Licorice Drops		1 00	
A. B. Licorice Drops		80	
Lozenges, plain		60	
" printed		65	
Imperial		60	
Mottos		70	
Cream Bar		55	
Molasses Bar		55	
Hand Made Creams		85@95	
Plain Creams		80@90	
Decorated Creams		1 00	
String Rock		65	
Burnt Almonds		1 00	
Wintergreen Berries		60	
CARAMELS.			
No. 1, wrapped, 2 lb. boxes		34	
No. 1, " 3 " "		51	
No. 2, " 3 " "		28	
No. 3, " 3 " "		42	
Stand up, 5 lb. boxes		90	
ORANGES.			
Californias, 96		@	
" 126			4 75
" 150			
Messinas, choice 200		@	
" 160			
LEMONS.			
Messina, choice, 360		25 50	
" fancy, 360		6 00@6 50	
" choice 360		25 50	
" fancy 360		25 50	
OTHER FOREIGN FRUITS.			
Bananas, Firsts		1 75@2 50	
" Seconds		1 00@1 50	
Figs, fancy layers, 6B.		214	
" " 10B		214	
" extra " 14B		215	
" " 20B		218	
Dates, Fard, 10-lb. box		2 8½	
" " 50-lb. "		2 6½	
" Persian, 50-lb. box		4½@5	
NUTS.			
Almonds, Tarragona		217	
" Ivaca		215½	
" California		217	
Brazil, new		218	
Filberts		211½	
Walnuts, Grenoble		213½	
" Marbot		210	
" Chili		210	
Table Nuts, fancy		212½	
" choice		211½	
Pecans, Texas, H. P.		214	
Cocoanuts, full sacks		24 50	
PEANUTS.			
Fancy, H. P., Suns		2 5½	
" " Roasted		2 7½	
Fancy, H. P., Flags		2 5½	
" " Roasted		2 7½	
Choice, H. P., Extras		2 4½	
" " Roasted		2 6½	
California Walnuts		12½	



WRITE FOR PRICE LIST.

Wm. Brummeler & Sons

Manufacturers and Jobbers of

Pieced & Stamped Tinware,

260 S. IONIA ST., - Grand Rapids

TELEPHONE 640.

the man who wants a thousand clear of Havana cigars, two or three boxes of tobacco or a dram of ground pepper (which latter, I believe, science now enables the manufacturer to make out of corn meal), but he must have with the purchase a parlor suit of furniture, a town lot in Florida, an eight day stove or some similar inducement. This chap is what the boys call "fruit." Everybody sells him—if they have a new scheme.

The customer we all like to meet is the good merchant. He knows the value of goods, knows his wants, does not haggle and dicker for an eighth off, when there is no eighth on, tells you promptly that he wants the goods or doesn't want them; in short, treats you as he would wish to be treated, like a gentleman and like a business man whose time is too valuable to be wasted, and sees in the buying of goods a commercial transaction of mutual profit and advantage to buyer and seller. This man always gets the bargains and does the business, and he is entitled to both.

In conclusion, the traveling man who does not properly appreciate the friendship of a good customer and the almost unlimited confidence he reposes in him, neglects a duty to himself, ultimately loses him, and thereby detracts just that much from his value to his employer and his efficiency as a salesman and business man. The salesman who makes it his duty to learn the wants and wishes of his customer, and then does his utmost to please him, will always be successful in the pursuits of our calling. He will always have friends whose friendship furnishes him with employment and enables him to command and earn a good salary.

W. A. JOHNSON.

Sensible Suggestions to New Grocers.

The retail grocery business is a peculiar one, more so than any other I know of, from the fact that nearly every man who has a dollar to spare, or who fails in any other business, thinks he can run it successfully; in reality, it is the most difficult in the country to succeed in because the profits in many articles are so small and there are so many perishable goods to be handled. The impression prevails that a man has nothing to do but to go to some wholesale grocer, buy a stock of groceries, without any knowledge of their quality, fit up a store and the customers will come and he will coin money. If this mistake is discovered in time, and the man has any grit in him, he begins to understand that in order to succeed he must know the business. This means hard work, long hours, close study, and, for a while, very poor pay. In order to succeed, he must place some object before him and strive to attain it. For instance, if he has started in a town or city where there are some good stores, he must look around, pick out one of the best, and say to himself, How has that man got his store in the condition it is in? Get him thinking this way, and in a short time he not only gets his store in as good condition as the one he chose for his model, but he does better, he makes improvements suggested by either the wants of his trade or his own ambition, inspired by his first failure. He does not do it without work. He must study the qualities of the various goods he trades in, learn their history and make himself familiar with their qualities in order to gain the confidence of his customers, for in this lies the secret of success.

Never sell them goods that you cannot recommend, and, if a mistake is made by your men or yourself, rectify it at once. Don't let the customer see that any pecuniary consideration stands in the way of making the mistake good, either in weight or quality.

Let the parties with whom you trade see that you know the quality of the goods you want, that you are a judge of them, and they will not try to palm off inferior goods on you. Pay all your bills promptly, getting all the discounts off.

LAWRENCE J. CALLAHAN.

An Eye to Business.

"My dear, how soon can you get ready to move?"
"Move? Why, hubby, are you going away?"

"Yes, dear, I see the papers say there is \$60,000,000 idle in the New York banks."

"Well?"
"Well, I am going to get some of it."

"Why, how? You're not going to rob the banks, I hope?"
"No. I'm going to open a hotel in Canada."

A druggist doing business in New York City has been sued for damages by a negro for having refused to sell him medicine in a case of emergency, on account of his race or color.

Use Tradesman's Superior Coupons.

\$3.00

1.75

\$1.25

1.75 1.250 (71)

1225

250

175

75 3

175 7

Explanation—\$3 is what you get for one dozen of Williams' Root Beer Extract. \$1.75 is its cost and \$1.25 is the profit it pays you. 71 3-7 is the percentage of profit. What is there that pays you as well and sells as fast as our Extract.

Have you it in stock? If not order it from your jobber. They all keep it.

J. L. Strelitsky,

Jobber of

Cigars

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.

Grand Rapids & Indiana.

Schedule in effect June 12, 1892.

TRAINS GOING NORTH.

From	Arrive	Leave	From	Arrive	Leave
For Traverse City & Mackinaw	South.	North.	From Kalamazoo	6:50 a.m.	7:20 a.m.
From Kalamazoo	9:20 a.m.	9:30 a.m.	For Traverse City & Mackinaw	1:50 p.m.	2:00 p.m.
For Traverse City & Mackinaw	4:15 p.m.	4:30 p.m.	For Petoskey & Mackinaw	8:10 p.m.	8:30 p.m.
For Petoskey & Mackinaw	8:35 p.m.	8:45 p.m.	From Chicago and Kalamazoo	7:20 a.m.	7:30 a.m.
From Chicago and Kalamazoo	7:20 a.m.	7:30 a.m.	For Saginaw	4:15 p.m.	4:30 p.m.

Trains arriving from south at 6:50 a.m. daily; all other trains daily except Sunday.

TRAINS GOING SOUTH.

From	Arrive	Leave	From	Arrive	Leave
For Cincinnati	North.	South.	For Kalamazoo and Chicago	6:30 a.m.	7:00 a.m.
For Kalamazoo and Chicago	10:05 a.m.	10:15 a.m.	For Fort Wayne and the East	11:50 a.m.	12:00 p.m.
For Fort Wayne and the East	11:50 a.m.	12:00 p.m.	For Cincinnati	10:40 p.m.	10:50 p.m.
For Cincinnati	10:40 p.m.	10:50 p.m.	From Saginaw	11:50 a.m.	12:00 p.m.
From Saginaw	11:50 a.m.	12:00 p.m.	From Saginaw	10:40 p.m.	10:50 p.m.

Trains leaving at 6:00 p.m. and 11:20 p.m. run daily; all other trains daily except Sunday.

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.—Sleeping car Grand Rapids to Petoskey and Mackinaw.

10:30 p.m. train.—Sleeping car Grand Rapids to Petoskey and Mackinaw.

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.

From	Arrive	Leave	From	Arrive	Leave
Lv. Grand Rapids	10:05 a.m.	10:30 p.m.	Ar. Chicago	3:35 p.m.	9:00 p.m.
Ar. Chicago	3:35 p.m.	9:00 p.m.	Lv. Chicago	10:05 a.m.	11:20 p.m.
Lv. Chicago	10:05 a.m.	11:20 p.m.	Ar. Grand Rapids	1:50 p.m.	8:35 p.m.
Ar. Grand Rapids	1:50 p.m.	8:35 p.m.	Lv. Chicago	7:05 a.m.	3:10 p.m.
Lv. Chicago	7:05 a.m.	3:10 p.m.	Ar. Grand Rapids	1:50 p.m.	8:35 p.m.
Ar. Grand Rapids	1:50 p.m.	8:35 p.m.	Lv. Chicago	7:05 a.m.	3:10 p.m.
Lv. Chicago	7:05 a.m.	3:10 p.m.	Ar. Grand Rapids	1:50 p.m.	8:35 p.m.

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. L. & N.

Lv. Grand Rapids at 7:15 a.m. and 1:00 p.m.

Ar. Toledo at 12:25 p.m. and 10:30 p.m.

VIA D. L. & N.

Lv. Grand Rapids at 6:50 a.m. and 3:25 p.m.

Ar. Toledo at 12:25 p.m. and 10:30 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 *11:25pm

Ar. CHICAGO.....3:30pm 5:25pm *7:05am

RETURNING FROM CHICAGO.

Lv. CHICAGO.....9:00am 4:15pm *11:15pm

Ar. GR'D RAPIDS.....3:55pm 10:10pm *6:10am

GRAND RAPIDS AND CHICAGO.

Via St. Joe and Steamer.

Lv. Grand Rapids.....12:15pm + 6:30pm

Ar. Chicago.....8:30pm

Lv. Chicago.....9:30am

Ar. Grand Rapids.....6:20pm

TO AND FROM BENTON HARBOR, ST JOSEPH AND INDIANAPOLIS.

Lv. Grand Rapids.....9:00am 12:05pm *11:35pm

Ar. Grand Rapids.....6:10am 3:55pm 10:10pm

TO AND FROM MUSKOGEE.

Lv. G. R.....10:00am 12:05pm 5:30pm 6:30pm

Ar. G. R.....10:50am 3:15pm 5:30pm

TO AND FROM MANISTEE, TRAVERSE CITY AND ELK RAPIDS.

Lv. Grand Rapids.....7:30am 5:25pm

Ar. Grand Rapids.....11:45am 9:40pm

THROUGH CAR SERVICE.

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

*Except Saturday.

DETROIT,

JUNE 12, 1892

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. GR'D RAPIDS.....7:30am *1:00pm 5:40pm

Ar. DETROIT.....11:50am *5:10pm 10:40pm

RETURNING FROM DETROIT.

Lv. DETROIT.....7:05am *1:15pm 5:40pm

Ar. GR'D RAPIDS.....12:00pm *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

Ar. Grand Rapids.....11:50am 10:40pm

TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids.....7:30am 1:00pm 5:40pm

Ar. from Lowell.....12:00pm 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'r Ag't.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

*Daily. All other daily except Sunday.

Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.

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

arrive in Grand Rapids 10 p.m.

FRED M. BRIGGS, Gen'l Agent, 85 Monroe St.

A. ALMQUIST, Ticket Agent, Union Depot.

GEO. W. MUSSON, 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
Ionia.....Ar.....	7:45am	11:25am	4:27pm	12:37am
St. Johns.....Ar.....	8:30am	12:17pm	5:20pm	1:55am
Owosso.....Ar.....	9:05am	1:20pm	6:05pm	3:15am
E. Saginaw.....Ar.....	10:45am	3:05pm	8:00pm	6:45am
Bay City.....Ar.....	11:30am	3:45pm	8:45pm	7:22am
Flint.....Ar.....	10:05am	3:45pm	7:05pm	5:40am
Pt. Huron.....Ar.....	11:55am	6:00pm	8:00pm	7:30am
Pontiac.....Ar.....	10:53am	3:05pm	8:25pm	5:37am
Detroit.....Ar.....	11:50am	4:05pm	9:25pm	7:00am

WESTWARD.

Trains Leave	*No. 81	+No. 11	+No. 13	*No. 15
Lv. Detroit.....	1:50pm	.....	.....	4:05pm
G'd Rapids, Lv.....	7:05am	1:00pm	5:10pm	1:20pm
G'd Haven, Ar.....	8:35am	2:10pm	6:15pm	11:20pm
Milwaukee Str.....	.....	.....	6:30am	6:30am
Chicago Str.....	.....	6:00am	6:00am	.....

*Daily. *Daily except Sunday.

Trains arrive from the east, 6:40 a.m., 12:50 a.m., 5:00 p.m. and 10:00 p.m.

Trains arrive from the west, 6:45 a.m., 10:10 a.m., 3:15 p.m. and 10:30 p.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.

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

JOHN W. LOUP, Traffic Manager.

BEN FLETCHER, Trav. Pass. Agent.

JAS. CAMPBELL, City Ticket Agent.

23 Monroe Street.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive.

6:55 a.m. 10:00 a.m.

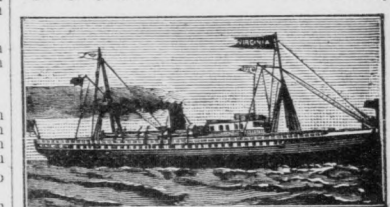
11:25 a.m. 4:40 p.m.

5:30 p.m. 9:05 p.m.

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 Chi-

cago at 6:00 a.m.

NOTE—Saturday trips resumed on May 14.

RETURNING—Leave Chicago daily except Sun-

day at 7:30 p.m. via Goodrich Line and ar-

rive in Grand Rapids at 6:45 a.m. daily.

NOTE—Sunday trips resumed May 15.

GRAND RAPIDS

TO

CHICAGO, ONLY

Pocket Cutlery Factories Unite.

The latest joint stock combination of enterprises is the United States Cutlery Co., composed of the following factories: Miller Bros. Cutlery Co., Meridan, Conn.

New York Knife Co., Walden, N. Y.
Walden Knife Co., Walden, N. Y.
Dwight Divine, Ellenville, N. Y.

The proposed corporation has a capital stock of \$1,600,000, one-half being eight per cent. preferred stock and the remainder common stock. It is estimated that the profits of the enterprise will permit of 15 per cent. dividends on the common stock. The four factories included in the combination manufacture about 65 per cent. of all the pocket cutlery made in the United States.

Prescriptions in Cipher.

The late Rev. Father Mollinger, the reputed miracle worker, of Pittsburg, whose church was besieged by suffering thousands anxious to obtain the benefit of his benediction, gave his patients prescriptions written in cipher, the key of which is in the possession of but one druggist in the city. If a worldly minded physician should follow this practice, it would at once be said that he had an understanding with the druggist and received a percentage of the profits, but, of course, such conduct was not to be imputed to the reverend practitioner.

Maxims for Merchants.

If you want to live long and die happy, don't carry your business home with you. Leave it down town and wait and meet its hardships with renewed strength tomorrow.

Don't meet your wife and little ones with a long face and knitted brow and by word and tone of voice convey the impression that everything about you has gone to the demnition bow wows.

Forget, when you arrive home, that Jones' account does not balance, or that

your book-keeper has made a mistake in entering bills payable.

Forget, when you close your safe, that the note you hold is yet unpaid, and the money you depended on to meet it is not in sight. Forget and banish all disagreeable business talk as you step from the car at your home, and if you cannot carry into it a ray of sunlight, don't raise a cloud of unhappiness in it by harping on failure.

The Examination Satisfactory.

Peck (the grocer).—So you want a job in the store, do you?

Freddy Gazzam—yes, sir.

"Do you know anything about arithmetic?"

"Yes, sir."

"How much will ten pounds of sugar come to at 4½ cents a pound?"

"Fifty cents, sir."

"I think you'll do."

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—SMALL STOCK OF GENERAL merchandise for sale cheap for cash. Address A. P. Albaugh, Middleton, Mich.

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

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.

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.

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.

FOR SALE—STOCK OF DRY GOODS AND shoes in a desirable lumbering town. For particulars enquire of Host & Mertes, Newberry, Mich.

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.

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.

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.

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

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.

MISCELLANEOUS.

WANTED—TRAVELING SALESMEN TO sell Baking Powder to the retail grocery trade. We put our goods up in Glass Rolling Pins. We pay \$60 a month salary and expenses or 25 per cent. commission. We want men who are now on the road to carry as a side line. Good opportunity for clerks and others who want to get on the road. Write for particulars, send stamp for reply. Chicago Baking Powder Co., 707 Van Buren St., Chicago.

FOR SALE—ONE TWIN 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 2x40 one story; situated in good town with lots of business. J. V. Crandall & Son, Sand Lake or Luther, Mich.

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.

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.

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 RENT—FURNISHED SUMMER RE sort hotel at Traverse Point, on the famous fruit peninsula in Grand Traverse Bay. Barn, ice house, boats and all modern conveniences. Address immediately E. A. Stowe, Sec'y, 100 Louis St. Grand Rapids, Mich.

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.

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.

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

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

WANTED!

LUMBER

RED OAK, WHITE OAK,

BLACK ASH,

ROCK ELM, GREY ELM,

BASSWOOD.

A. E. WORDEN,

19 Wonderly Building,

GRAND RAPIDS, MICH.

HERE'S A DRIVE FOR YOU.

A Finecut Tobacco, equal to many 50c grades, that we offer you at 18c. We call it

GOLD MEDAL,

and pack it in 20 lb. Drums. Ask the boys to show you a sample,

BALL-BARNHART-PUTMAN 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.

18 and 19 Widdicomb Building.

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

BANANAS

SEND YOUR ORDERS TO US AND WE WILL ENDEAVOR

TO SEND YOU STOCK THAT WILL BE SATISFACTORY.

THE PUTNAM CANDY CO.

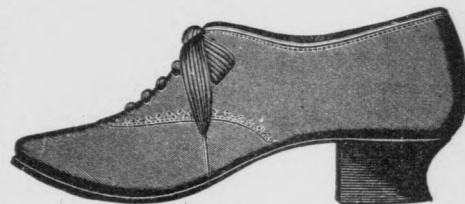
RINDGE, KALMBACH & CO.,

12, 14, 16 PEARL ST.

Grand Rapids, Mich.

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

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



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

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.

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.



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.