

# Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 9.

GRAND RAPIDS, JULY 6, 1892.

NO. 459

## Bargains in Bicycles.

For two weeks, beginning June 27, we will offer special inducements on

### BICYCLES.

Now is the Time to buy.



We have the leading lines:  
VICTOR  
COLUMBIA  
CLIPPER  
GENDRONS

and all the Western Wheel Works Line.

Call on us or write us for bargain sheet.

WHOLESALE AND RETAIL DEALERS IN BICYCLES, CYCLISTS' SUNDRIES, Rubber and sporting Goods, Mill and Fire Department Supplies.

## STUDLEY & BARCLAY,

4 Monroe St.

Grand Rapids, Mich.

## THE NEW YORK BISCUIT CO.,

S. A. SEARS, Manager.

### Cracker Manufacturers,

37, 39 and 41 Kent St., - Grand Rapids.

MUSKEGON BRANCH UNITED STATES BAKING CO.,

Successors to

### MUSKEGON CRACKER CO.,

HARRY FOX, Manager.

### Crackers, Biscuits and Sweet Goods.

MUSKEGON, MICH.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

*You can take your choice*

OF TWO OF THE

### Best Flat Opening Blank Books

In the Market. Cost no more than the Old Style Books. Write for prices.

GRAND RAPIDS BOOK BINDING CO.,

29-31 Canal St.,

Grand Rapids, Mich.

IRE CRACKERS

Toy Pistols, Paper Caps, Etc.

IRE WORKS

CLIMAX CHOCOLATE DROPS,

LAGS

LATEST AND BEST

A. E. BROOKS & CO., Confectioners,

46 Ottawa Street, GRAND RAPIDS, MICH

## TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

## The Green Seal Cigar

Is the Most Desirable for Merchants to Handle because

It is Staple and will fit any Purchaser.

Retails for 10 cents, 3 for 25 cents.

Send Your Wholesaler an Order.

## BICYCLES!

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

WRITE US FOR  
TERMS AND DIS-  
COUNTS TO  
AGENTS.



WE WANT  
AGENTS IN EVERY  
LIVE TOWN.

## PERKINS & RICHMOND,

13 Fountain St., Grand Rapids, Mich.

## C. N. RAPP & CO.,

9 North Ionia St., Grand Rapids.

### WHOLESALE FRUITS AND PRODUCE.

Mail Orders Receive Prompt Attention.

## MOSELEY BROS.,

- WHOLESALE -

### FRUITS, SEEDS, BEANS AND PRODUCE,

26, 28, 30 & 32 OTTAWA ST.,

Grand Rapids, Mich.

## G. S. BROWN,

—JOBBER OF—

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

Send for quotations.

24-26 No. Division St.

## NO BRAND OF TEN CENT

### CIGARS

COMPARES  
WITH THE

### G FAUDE'S F

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

# STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

## -OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,  
BIG RAPIDS,  
ALLEGAN,

MUSKEGON,  
GRAND HAVEN,  
HOWARD CITY,

MANISTEE,  
PETOSKEY,

CADILLAC,  
LUDINGTON.

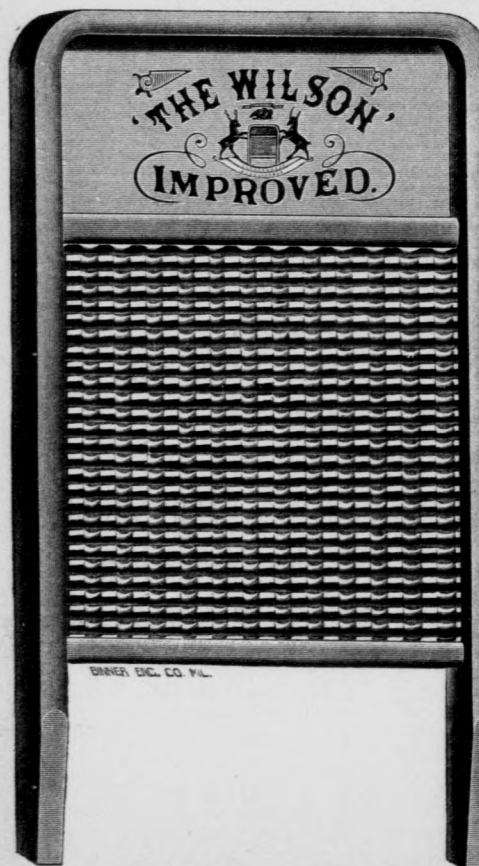
HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

## SAGINAW MANUFACTURING CO.,

SAGINAW, MICH.,

Manufacturers of the Following List of Washboards.



Crescent  
Red Star  
Shamrock  
Ivy Leaf

DOUBLE  
SURFACE  
Solid Zinc.

Wilson  
Saginaw  
Defiance  
Rival

Double Zinc  
Surface.

Wilson  
Saginaw  
Defiance  
Rival

Single Zinc  
Surface.

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

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

## Send us your orders for Commercial Printing.

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

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

PRINTING DEPARTMENT  
THE TRADESMAN COMPANY

## LEMON & WHEELER COMPANY,

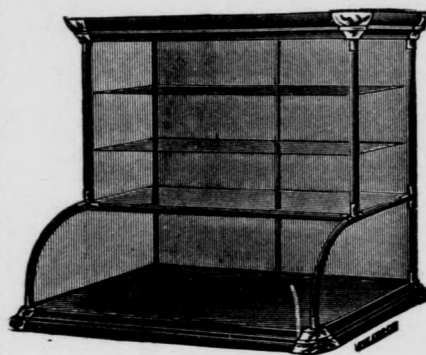
IMPORTERS AND

## Wholesale Grocers

GRAND RAPIDS

## Heyman & Company,

Manufacturers of



## Show Cases

First-Class Work Only

Of Every Description.

WRITE FOR PRICES.

63 and 65 Canal St., - GRAND RAPIDS.

## SAPOLIO?

WHO URGES YOU TO KEEP

**The Public!**

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

Any Jobber will be Glad to Fill Your Orders.



## NO. 459

GRAND RAPIDS, MICH.

As the young man threw the body to one side from the fire and sank under the cover of a boulder, he glanced in the direction from which the shots had come, but could see nothing. As he watched, there would occasionally rise puffs of white smoke, followed by the report of a rifle, and he would fire in return. Through the whole afternoon never once did he see an Indian's face or form. After the first surprise, the three had called to one another, and were rejoiced to know that none was hit. The oldest had taken the direction of affairs.

"Hold your ammunition, and wait until to-night, and then we will break back for the canon and try to reach the settlements. There are too many of them for us to stand off," he said, and so through the long afternoon they waited. The fire they kindled burned out, and the body of the dead man beside it grew cold and rigid. The blood no longer flowed from the wound. When the wind would blow the ashes from the coals left by the fire, they would still glow, as if in mockery of the quick death that had overtaken the outstretched form beside them.

When darkness had come, the three men gradually crept back—keeping as closely together as possible—in the direction of the canon behind them. Occasionally out of the darkness would come a flash of light from a rifle fired in their direction. To these, at first, they replied; but when they had got some distance from the camp where the dead man lay, they rose to their feet, and as rapidly and noiselessly as possible retreated to the canon. No one spoke, but each knew that the faces of his comrades were, like his own, glowing with that feeling of gratitude that comes only when a man has escaped almost certain death. They would never see the man they had left behind again; but, after all, he was old and alone in the world, while they—well, with them life was sweeter and dearer than it could possibly have been to him. To Harry, at least, it seemed so. What would the girl have done had he instead been killed, and lying back there by the deserted camp-fire to be mutilated beyond recognition when his body should pass into the hands of the Apaches? By morning they would be within a few miles of the settlements, and they would be safe. It was so dark that they had to use both hands and feet in feeling for a footway down through the canon. Still they were making good progress. It was hardly midnight, and they must have left their camp at least a dozen miles behind. They could not be over thirty or forty miles from the settlements, and, once out of the canon, they would soon travel that distance. The moon would soon be high in the heavens and that would help them; but it would also bring aid to the pursuers, raging at their escape. Its light was already beginning to fill the mountain sides and canon with strange and uncouth shadows.

The three men kept closely together, as if relying on one another for assistance. As they climbed down through the canon they remained on its darkest side, in order to avoid any possible discovery, although it made their narrow footway still more dangerous. Far behind them they could see on the mountain side a blaze of light, and they knew it was a signal of their escape. It made them push forward with still greater exertion, for now they knew that the pursuit was close behind, and that it would

be only with the greatest effort that they could escape, as the Indians had probably discovered the direction in which they were going, and would endeavor to intercept them. As they pushed forward with renewed haste, the man in the rear suddenly slipped and fell, carrying with him his two comrades. The fall was but a slight one. The little pebbles it had started had hardly ceased rolling before two of the men were again on their feet, picking up their arms. Harry tried to join them and rose to his feet, but only to fall again.

"What's the matter?" asked one of his comrades.

"I think I have sprained my leg some way," he replied.

The two men assisted him to arise, but when he was on his feet, his left leg seemed to be without life, so far as any control of the muscles of it was concerned. He tried to step forward, but it dragged as if it were paralyzed. A cold sweat broke out all over him, and when one of the men who supported him said: "This is hell!"

It sounded like a sentence of death.

"Can't you move at all?" said one of his comrades, his voice betraying his desire to be once more on his way toward the settlements. They were still standing where they had fallen in the moonlight, and one of them noticing it, led the way back into the shadow.

"No, I am afraid it is broken," answered the disabled man. His voice sounded strange and changed. He could hardly recognize it. The dead man whom they had left lying back by the camp-fire seemed very near to him, and in his fear and pain he wondered if the Indians had mutilated him much.

The two men laid him down, and one, taking the disabled limb in his hand, moved it gently back and forth, and in an instant moved his hand far up on the thigh.

"Yes, it's broken there. You can feel the ends of the bones." As he said it, he glanced from the face of the wounded man into that of his other comrade. Even in the shadow the wounded man caught the expression on the faces of the two men and knew that they were thinking how long it would be before the Apaches would overtake them if they remained there. Both had seated themselves by his side in the shadow, so that if their pursuers were near they would offer a poor target.

"Don't you think you can limp along without our help?" asked one.

"No, it's no use, boys, I could never get through the canon. You will have to leave me. If I tried, they would attack us before daybreak." As he said this, he unbuckled the belt from around his waist, with its gleaming row of cartridges, and handed it to one of the men, after taking the revolver from its holster.

"Well, we ain't going to leave you," said one of his comrades.

"Boys, that is nonsense," said the disabled man. His voice was so calm and clear that it surprised him. "You can do me no good by staving, and there will be three instead of one to die. By tomorrow morning, you can be within reach of the settlements and safe, but my time has come."

The two men looked at each other in silence. After all, it was but true that nothing would be gained by their staying. They had both risen to their feet like men who had been given a new hope.

"Boys, tell Mattie how it was, and give her what I've got in town." At the mention of the girl's name, there came into the voice the unsteady strangeness that was there when he first told them that he was hurt, while in the moonlight they could see there were tears in his eyes. For an instant the wounded man was silent, and then he added: "You had better take my arms with you; you may need them."

As he finished speaking, he cocked the revolver and placed it to his head; but before he could press the trigger, one of the men grasped his hand and exclaimed: "Don't do that!"

"Yes, you are right. The report would betray us," said the wounded man, as he lowered the weapon. "Give me that knife, instead."

"I didn't mean it that way," said the man who had made the remark, ashamed that the true feelings which had prompted it had been perceived by the wounded man. "Don't kill yourself. We will stay with you, and we may yet pull through."

The wounded man shook his head quietly. The tone of the speaker told him as plain as any words could have done, that there was but one chance of escape for any of them. He took from the belt the man mechanically handed him, in compliance with his request, his heavy hunting knife, and leaned back full length in the shadow of the canon. The men who stood watching him saw his eyes close and his lips moving in prayer, but only for an instant, and then, without looking up, he said:

"Good-bye, boys; I hope you will get through."

There was not a quaver in his voice. As he finished, the men turned away so as not to see him, each saying softly, as if speaking to himself:

"Good-bye, Harry."

As they stood looking down the moonlit canon, they could hear behind them, where the wounded man lay, sounds as if he were choking and gasping for breath. When they no longer heard them, they looked toward where he lay. The white breast, where the opened bosom of the shirt exposed it in the shadow, looked as if stained with ink where the blood had touched it, and across it lay the nerveless hand that had held the knife.

For an instant the two men looked down upon the body with awe, as if afraid that the open eyes were watching them. Then one placed his hand over the heart of the outstretched form, shuddering as he felt how warm it was. It seemed unnatural that it should be so with a dead man. For a moment he held it there, and then, wiping from it on the shirt of the dead man the blood that stained it, he arose and said, in answer to his comrade's look, and in almost a whisper, as if fearing to be heard by the spirit that had just departed:

"Yes, he is dead."

And then the two survivors took the dead man's arms and pushed forward into the night toward the settlements, leaving behind them, in the stillness of the moonlit canon, a white, upturned face to await the early dawn, when the Indians would slash it so that even the girl in the settlement, who had so often kissed it would not know it.

BUCKLEY O'NEILL.

Use Tradesmanor Superior Coupons.

Established 1868.

## H. M. REYNOLDS & SON,

WHOLESALE DEALERS IN

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

## Practical Roofers

In Felt, Composition and Gravel,

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, - Mich.



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

## Benton Manufacturing Co.,

Manufacturers of

## Hand Rakes, Snow Shovels,

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

POTTERVILLE, MICHIGAN.

## Hirth & Krause

JOBBERS OF



## CHILDREN'S SHOES

Leather and Shoe Store Supplies.

12-14 LYON ST., GRAND RAPIDS.



POSSIBLE CURRENCY CONTRACTION

By dint of calling in every dollar due to it, and of putting off the payment of every dollar of debt possible, the national treasury showed at the end of its fiscal year, last Thursday, a tolerably respectable cash balance. The so-called \$100,000,000 gold reserve for the redemption of the greenbacks was not only not impaired, but it was buttressed by a margin of from \$14,000,000 to \$15,000,000 in gold, and there was on hand besides enough silver and legal tenders to make a total of between \$125,000,000 and \$130,000,000. Now that July 1 is passed, the real trouble will begin. Innumerable postponed claims will now press for payment, with not enough funds on hand to meet them, the arrears of the sinking fund, which I compute at \$20,000,000, will have to be provided for, and the ever swelling pension list will resume its depleting work.

In this emergency the Treasury may either go ahead and boldly draw upon its gold reserve, trusting to future income receipts to replenish it, or it may borrow money by selling new bonds. The indications are that both measures are contemplated. The gold reserve will first be used, and if it cannot otherwise be replenished bonds will be sold for gold to accomplish the purpose. In this way the borrowing of money to meet the current expenses of the government will be disguised under the appearance of borrowing money to maintain the credit of our currency, and the odium of financial mismanagement will be avoided. The question whether the Secretary has power under the redemption act of 1875 to sell bonds for gold without additional legislation has already been submitted to the House Judiciary Committee, and a favorable report from them is confidently expected.

As I have frequently pointed out, the maintenance of a specific reserve of gold in the treasury for the redemption of the legal tender notes, either to the extent of \$100,000,000, or to any other amount, is nowhere required by law. It is true that about \$95,000,000 in gold was procured from the sale of bonds by Secretary Sherman, in 1878, for redemption purposes, and there is some plausibility in contending that the diversion of this \$95,000,000 to other uses would be a breach of good faith toward the creditors of the nation. The answer to the proposition is that nobody accepts the legal tenders because of the existence of the gold reserve, but because of their utility in the payment of debts. Besides, in case of a sudden distrust in their value, nothing short of gold enough to redeem the entire issue of \$346,000,000 would keep them at par with gold, since any smaller amount would quickly be exhausted.

Still, the public has been so long accustomed to look upon the \$100,000,000 gold fund in the treasury as a sort of palladium of financial safety, that even its partial disappearance would excite alarm and discredit the administration in popular estimation. As yet, the demands for gold for shipment to Europe seem to have been met without drawing largely upon the treasury, but this immunity cannot be expected to last much longer. A feeling of uneasiness is growing among the officers of banks and the managers of private banking firms over these gold shipments, which will very soon lead them to refuse to pay out gold in large amounts, and to divert the drain

from their vaults to those of the government. This they can do by tendering greenbacks or bullion notes in payment of checks, and compelling their customers to apply for gold to the treasury. If the treasury honors the drafts thus made upon its stock of free gold will speedily fall below \$100,000,000, and if it does not, but tenders only silver dollars, as it clearly has the right to do, the long dreaded suspension of gold payments will have begun, and gold coin will go to a premium. The probability, as I have said, is that the treasury will pay out gold for a little while at least from its \$100,000,000 reserve, and, if it cannot otherwise replace it, it will sell bonds for gold under the resumption act. It is essential, however, to the success of this expedient that the volume of legal tenders and of bullion notes now in circulation shall be diminished somewhat, and herein lies a possibility that the exigency of the government on this occasion may result in a contraction of the currency instead of the expansion which similar exigencies produced during the war.

The demand for gold to send abroad and the alarm which it creates in Wall street, proceed from the fact that the volume of our currency is dangerously near the limit at which it can be maintained at par in gold, and that the issue of bullion notes under the act of July 14, 1890, is continually carrying it nearer to that limit. The natural check to a redundancy of currency is the outflow of gold which we see, but this, at present, is only a palliation and cannot be a cure so long as the treasury printing press is pouring out more paper money day by day. The next step will be for our own citizens to follow the example of those of Europe and demand gold for the national promises to pay dollars. If the demand is met, it will, likewise, only palliate the evil, since the paper notes after redemption are still reissuable, and when reissued they can be used to repeat the withdrawal of gold. If gold payments are to be maintained by the sale of bonds for gold, the further inflation of the currency must be stopped, and, possibly, its volume will have to be contracted.

To illustrate the point more fully: Suppose that during the new fiscal year the national revenues fall as much short of the demands upon them as they have the past year, and that, in order to meet both the new deficiency and that which will be carried over from this year, the government temporarily pays out so much gold as to leave it with, say, only \$90,000,000 on hand. Seeing this, the banks will be sure to hold fast to all the gold in their vaults and to pay out, as far as possible, only legal tenders and silver. Then supposing, as is very likely to happen, a renewed demand arises for gold to send abroad, either the reserve fund will have to be still further depleted or an issue of bonds will have to be made, which can be shipped in lieu of gold or for which gold will be paid here at home. The sale of bonds abroad may indeed stop the foreign gold demand, but those which are issued to meet demands here for the redemption of legal tenders and bullion notes will fail to accomplish their purpose unless the paper money taken in exchange for them is locked up or destroyed. If it is paid out again as fast as it is received it will only have to be redeemed over again, and the process will go on until between the

receipts from the sale of bonds and the regular income of the government from customs and internal revenue the surplus currency of the country remains in the treasury vaults, as it did three years ago, and thus in a roundabout way we shall arrive at the result of substituting in the hands of the public interest-bearing bonds in place of non-interest bearing currency.

So much is said about the function of the currency as a measure of value and a medium for the exchange of commodities that we are prone to forget its quality of being itself a commodity and its subjection to the laws of supply and demand like other commodities. The abundant crop of cotton last year, for instance, resulted in such a lowering of its exchangeable value that three pounds of it will hardly buy as much of other articles as two pounds of it did a year ago. The world's production of wheat, on the other hand, was so much less last year than usual that our fortunate farmers, who had a good crop, have been able to procure with it considerably more of other commodities than they did with that of the year before. So it is with every other product of human industry. An increased supply of corn, tobacco, sugar, coal, iron, copper, and even of gold and silver, diminishes their power of procuring other things by exchange, and a diminished supply of them increases it. This increased and diminished exchangeable value is measured by exchanges for money, or, as we say, by sales, but every sale for money is to that extent a purchase of money, and every purchase of goods is a sale of money for the articles purchased. An increase of the volume of currency in use, whether it be by extraordinary discoveries of gold, such as happened in 1849, or by the printing of paper money, as we have been doing for the last thirty years, necessarily diminishes its exchangeable value in the same manner that a large crop of cotton diminishes that of cotton. The result is visible in the rise of wages, or the price of labor, the supply of which has not increased so rapidly as the supply of currency, and it would show itself also in a rise in the prices of commodities, had there not been an increase, likewise, in their production due to the great improvements in labor-saving machinery of recent years. Still, we have created so much currency that foreign countries are beginning to find it to their advantage to buy it with their goods, and with the stocks and bonds we sold them in former years. Since, too, we offer them gold at the same price as paper money, and since they can use gold and cannot use our paper, they naturally take the gold and leave us the paper. If we do not like this we must stop manufacturing paper money, and this is the conclusion to which I trust our legislators will speedily come. The Democratic Convention at Chicago has demanded the repeal of the act of July 14, 1890, and the distinguished Republican Senator, Mr. Sherman, who is supposed to be its sponsor, now repudiates it. With this act repealed, and free silver out of the way, the national currency would need no further tinkering.

MATTHEW MARSHALL.

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.

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 Ionia St., Grand Rapids, Mich., who will be pleased to quote bottom prices that first-class stock can be offered at by any producer or curer.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.

GEO. W. GAY, Vice-President.

WM. H. ANDERSON, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

Geo. H. Reeder & Co.,

JOBBERS OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids

SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

—AND—

Gents' Furnishing Goods.

REMOVED TO

23-25 Larned St., East

DETROIT, MICH.

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

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.

## AMONG THE TRADE.

## AROUND THE STATE.

Detroit—H. G. Begrow, of the drug firm of Begrow Bros., is dead.

Oscoda—Ernest Bros. have bought the bazaar stock of C. F. Maynard.

Ludington—Chas. Kerr has purchased the meat market of J. H. Briton.

Ironwood—W. Stone is succeeded by Stone & Eaton in the meat business.

Shepard—Horace O. Bigelow has sold his general stock to H. O. Bigelow, Jr.

Lake Linden—Mrs. L. A. Gillett has sold her jewelry stock to Jno. Herman.

Detroit—Jas. Craig & Son succeed James Craig in the wholesale fish business.

Union City—M. V. Carpenter, of the dry goods firm of Hitchcock & Carpenter, is dead.

Reed City—Wm. Curtiss has purchased the pop and soft drinks business of R. Dedrick.

Kalamazoo—Wm. S. Jenner succeeds Mattie E. (Mrs. Wm. S.) Jenner in the grocery business.

Otsego—Mortimer Prindle, dealer in wall paper, has sold his stock to Truesdell & Derhammer.

Edmore—The grocery firm of Richards & Co. has dissolved, O. S. Richards continuing the business.

Imlay City—G. R. Manwaring & Co. are succeeded by Manwaring & Bartlett in the hardware business.

Constantine—John H. Eppley & Co. have purchased the drug and musical instrument stock of A. W. Morrison.

Jackson—G. M. Stanley has merged his business into a stock company under the style of People's Oil & Fuel Co.

Detroit—Naumann & Orttensburger are succeeded by H. J. Naumann & Co. in the grocery, flour and feed business.

Charlevoix—McLeod & Beveridge, meat dealers at this place, have dissolved, J. A. McLeod continuing the business.

Belding—Will J. Henwood has sold his grocery stock to Chas. M. Kingsley, formerly engaged in the grocery business at Cadillac.

Constantine—A. W. Morrison has sold his drug stock to J. H. Eppley & Co., who will continue the business at the same location.

Leroy—Frank Smith's new brick store building is nearly ready for occupancy. It has an iron roof and is as nearly fire-proof as the owner can make it.

Ionia—Richard C. Stone, who has for many years been in the dry goods trade at Ionia, will remove to West Superior, Wis., Sept. 1 and go into business there.

Eyart—Mrs. N. W. Peck has sold the jewelry stock belonging to her late husband to W. L. Toby, of Vassar, who will continue the business at the same location.

Charlotte—Potter & Co. have moved their grocery and crockery stock into the corner store of the Sherwood Hotel block, making one of the finest retail establishments in the State.

Hart—Geo. Alverson has purchased the interest of Chauncey Griswold in the hardware firm of Griswold & Cahill. The business will be continued by Mr. Alverson and John V. Cahill.

Grand Junction—Wm. Hay, administrator of the estate of the late W. A. Feazell, has sold the general stock to Smith & Co., of Ypsilanti, who will close the goods out at auction sale.

Ithaca—H. C. Leland has closed out his

bakery and confectionery stock and gone out of business. C. E. Hankins purchased his shelf goods, and the store furniture was sold to Wm. Pullen.

Muskegon—Moses Duquette, the West Clay avenue grocer, is again in possession of his stock, Assignee Nelson having effected a settlement with all his creditors and been discharged by the court.

Chase—J. S. (Mrs. Wm.) Gordon has removed her dry goods and grocery stock to Reed City, where she has purchased the news and confectionery stock of Wm. Curtiss and will continue business under the style of J. S. Gordon & Co.

Detroit—On the application of the City Savings Bank Judge Gartner has appointed William B. H. Flynn receiver of the business of W. A. Bourke & Co. On June 16 last Bourke & Co. executed a mortgage to the Bank for \$35,000. In its bill of complaint the Bank alleges that the mortgagors subsequently executed a chattel mortgage covering the same property to the S. E. Barrett Co., and that the company now claims a lien on the stock and fixtures. The Bank declares that an inventory has shown that the mortgaged property is insufficient to pay the mortgage; that the stock is such as would depreciate unless soon disposed of, and that its interests would be best conserved by having the stock sold by a receiver. Two names were suggested by the parties concerned, but neither was mutually accepted. W. H. Flynn was finally agreed upon, and Judge Gartner ordered him to give a bond in the sum of \$30,000.

## MANUFACTURING MATTERS.

Beaverton—Tonkin & Harris' new saw, shingle and planing mill starts up this week.

Port Huron—E. H. Russell has merged his business into a stock company under the style of the Russell Manufacturing Co.

Tawas—The Winona Lumber Co.'s sawmill will cut a quantity of logs for Sibley & Beringer, brought over from Georgian bay.

Gladwin—R. C. Colter has purchased a quantity of shingle mill timber, of W. W. Steele, in Butman township, and will put up a shingle mill.

Plainwell—W. M. Spencer, formerly of the grocery firm of Machemer & Spencer, has purchased a half interest in the roller mill of the J. F. Eesley Milling Co.

Traverse City—C. H. Hunt, of Manistee, will open a branch shoe store in the old Steinberg building as soon as Mr. Steinberg removes to his new block.

Twin Lake—E. R. Ford & Son, whose saw and shingle mill was destroyed by fire last spring, have rebuilt and equipped a new mill, which goes into operation this week.

Bay City—Handy Bros. are receiving machinery for the addition to their new box factory plant. The capital stock of the concern has been increased to \$30,000. The improvements will be finished within 60 days.

Detroit—Articles of association incorporating the firm of James Flower, Brother & Co. for the manufacture and jobbing of iron and brass goods, have been filed with the county clerk. The capital stock of \$100,000 is all paid in and is held by George Flower, John W. Flower, Sarah H. Flower and Frederick Flower.

Alanson—The Alanson Manufacturing Co. has been organized with a capital stock of \$10,000, held as follows: Myron

Hinkley, \$5,000; Geo. Sinclair \$4,000; Calvin Mathews, \$1,000. Myron Hinkley is President, Calvin Mathews is Vice-President and Geo. Sinclair is Secretary and Treasurer. The corporation will manufacture lumber, fruit packages and cheese boxes under the management of Mr. Sinclair.

Saginaw—The A. W. Wright Lumber Co. is constructing branches to its logging railroad in Clare, Gladwin and Roscommon counties, where it has 100,000,000 feet of pine yet to cut, and expects to clean up its work in Michigan in three years. It is quite likely that the company will invest in Canada timber in order to give its mill here a longer lease of life after the Michigan timber is exhausted. The company has handled from 30,000,000 to 50,000,000 feet of timber a year the last eight years.

Reed City—T. R. Welsh's planing mill is running 12 hours daily. Box machinery has also been added to the plant. William Horner is making extensive alterations to his planing mill and box factory, which will materially increase its capacity. W. B. Miller's shingle mill is cutting 3,000 cedar shingles daily. The refuse is packed into bundles and shipped to Grand Rapids for kindling wood. William Lewis is shipping 300 dozen hardwood bowls a week. Amos Rosenberg's sawmill is cutting 20,000 feet of pine and hardwood lumber daily. The stock comes to the mill by rail.

## The Hardware Market.

Wages—The question of wages is still unsettled, but the indications are that amicable terms will be arranged, so that when September comes all iron and sheet mills will be running on full time.

Sheet Iron—Mills are mostly being closed down, pending adjustment of wages. They are not soliciting any new business and jobbers' prices remain unchanged.

Bar Iron—No change to note in the market.

Wire Nails—Extreme prices made by some mills have been withdrawn. Jobbers are now getting \$1.75 to \$1.85 rates, depending on quantity wanted.

Steel Cut Nails—The demand grows less and less all the time. A number of factories have closed down. The price for base sizes remains about the same as wire. A number of jobbers have quit carrying them in stock at all.

Barbed Wire—The demand for the present has nearly ceased. Orders are being filled promptly. No change, however, to note in the price.

Window Glass—The glass factories having all closed down July 1 for three months has had a tendency to firm up prices. The indications are the stocks in hand will not be sufficient to last until the full supply comes in the market again. As yet, jobbers have made no change in their discount.

Wire Cloth—None to be had at any price.

Shot—The recent advance of 5 cents a bag has come to stay and dealers need not expect to see any cheaper shot for several months. The price now is \$1.50 for drop and \$1.75 for B. B. and larger.

Powder—A reduction is announced for July 1, making rifle 25 pound kegs, \$5; 12½ pound kegs, \$2.75; 6¼ pound kegs, \$1.50. There is no change on pound and half pound cans.

Cherry Stoners—These goods are now beginning to move. The lists and dis-

counts are as follows: Japanned, \$7.50 per dozen; Tinned, \$9; Discounts, 20 and 10 in full cases.

Snaths and Seythes—The immense crop of hay in sight has created an unusual demand for haying tools of all kinds and a scarcity is predicted. The present discount from list is 40 and 10 to 50 per cent.

Cradles—Owing to the wet weather, there will be many places a machine cannot be used; thus creating an extra demand for cradles. Jobbers are quoting wood brace at \$34 per dozen and wire brace at \$36. Discount, 50 per cent.

Rakes—The demand is large for this time of the year. Prices range from \$1.10 to \$1.65 per dozen, according to quantity.

Gasoline Stoves—The small sizes of gasoline stoves are still very scarce. One manufacturer writes he has refused orders for more than 3,000 stoves, as he was not able to take care of his regular trade.

## Crockery &amp; 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
Tabular.....	75

## LAMP CHIMNEYS.—Per box.

6 doz. in box.....	1 75
No. 0 Sun.....	1 88
No. 1 ".....	2 70

First quality.....	2 25
No. 0 Sun, crimp top.....	2 40
No. 1 ".....	3 40

XXX Flint.....	2 60
No. 0 Sun, crimp top.....	2 80
No. 1 ".....	3 80

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

La Bastie.....	1 25
No. 1 Sun, plain bulb, per doz.....	1 50
No. 2 ".....	1 35

No. 1 crimp, per doz.....	1 60
No. 2 ".....	

## LAMP WICKS.

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

## STONEWARE—AKRON.

Butter Crock, 1 and 6 gal.....	06½
Jugs, ¼ gal., per doz.....	75
" 1 ".....	90
" 2 ".....	1 80
Milk Pans, ¼ gal., per doz. (glazed 75c).....	60
" 1 ".....	90c 78

USE



Best Six Cord

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods &amp; Notions.



## GRAND RAPIDS GOSSIP.

F. Brewer succeeds Brewer & Ross in the flour and feed business at 643 South Division street.

Benjamin Bros. & Co. succeed Vanderwerp, Benjamin Bros. & Co. in the clothing business.

J. A. Wiley has closed out his meat business at the corner of Oaks and Spring streets, but announces his intention of resuming business at another location, as soon as he can decide on same.

Geo. McInnes, who has clerked for J. F. Ferris for the past dozen years, has arranged to embark in the tea, coffee and spice business, occupying one of the vacant stores in the Eagle Hotel block on Waterloo street.

It is reported that the Protective Brotherhood, the local organization of retail liquor dealers, has decided to buy no liquors or cigars hereafter except such as are made by union labor. The jobbers whose trade is affected by this action assert that the leading spirits of the Brotherhood are notorious violators of the law, so far as Sunday closing, late hours and selling to minors and drunkards are concerned, and that aggressive action of a boycotting character on the part of the saloon keepers will be met by equally strenuous efforts on the part of the other element to secure the rigid enforcement of the law.

## Rascally Career of Druggist Wells.

Creditors of James N. Wells, druggist at the corner of East Bridge and Barclay streets, were surprised last Monday to learn that he had disposed of his stock and skipped out under circumstances discreditable to himself and involving loss to his friends and creditors. He purchased the stock about three months ago of the Wolverine Drug Co., having come here from Escanaba for that purpose. By representing to the mercantile agencies that he was the possessor of considerable property, he easily secured credit to the amount of about \$3,000, distributed among a couple of dozen creditors, of which the following is a partial list:

Wolverine Drug Co., Grand Rapids	\$600
Hazeltine & Perkins Drug Co., " "	400
Samuel Morman, Grand Rapids	450
Henry B. Grady, " "	250
Olney & Judson Grocer Co., Grand Rapids	100
M. H. Treusch & Bro., " "	49
A. E. Brooks & Co., " "	30
Gunn Hardware Co., " "	100
Harvey & Heystek, " "	90
Frederick Stearns & Co., Detroit	400
Acame White Lead & Color Co., " "	150
Leland, Smith & Co., Toledo	400
Coit & Co., Chicago	80

The above list is by no means complete, and some of the amounts may be incorrectly stated, but the matter is given with sufficient accuracy to show that Wells improved his brief business career to buy goods of about every house which would give him a line of credit. None of the bills are believed to have been due at the time of the sale and the goods represented by several invoices came in only a day or two before the sale of the stock. As none of these goods were included in the stock sold, the creditors infer that such goods were sold to other dealers in the city or shipped elsewhere by Wells himself. It is reported that several shipments of goods were grouped a couple of days before the sale of the stock and consigned to a fictitious address at St. Louis, Mo., but the creditors have been unable to trace the matter, so thoroughly did Wells cover up his tracks.

The purchaser of the stock is Albert

W. Lobdell, who resides at 254 Clancy street and has lately been engaged in the cash register business at 39 Pearl street under the style Lobdell & Geiger. He claims to have given some cash, 80 acres of farm land in Mecosta county and a chattel mortgage back for \$500 for the stock, but how much cash was involved in the transaction or how much the land is worth are both veiled in obscurity. The fact that Lobdell was unable to meet his obligations as a member of the firm of Lobdell & Geiger gives ground for the belief that he had very little ready cash on hand—unless the purchase of a drug stock had more attractions for him than the payment of his debts. It is not unlikely that Mr. Lobdell will yet be asked to explain his status in the transaction before the creditors get through with the matter.

The young man who figured as the principal actor in the transaction is reported to have cut a wide swath at Escanaba, it being alleged that he drank heavily and played cards freely in that city. Since coming to this city, his personal habits have not been above reproach and a knowledge of this fact kept several wholesale dealers from selling him goods on any other than a cash basis. He is a son of Col. Wells, who was formerly Commandant of the Michigan Soldiers' Home.

## Gripsack Brigade.

L. M. Mills is enlarging and otherwise improving his residence on Wealthy avenue.

E. B. Dikeman is now on the road for S. K. Bolles & Co., covering the territory formerly visited by Geo. A. Sage.

W. A. Stebbins, formerly of this city, is now on the road for the Crew Levie Co., jobbers of lubricating and illuminating oil at Chicago.

Milton Kerns, cigar salesman for Dilworth Bros., of Pittsburg, was in town a couple of days last week. He was accompanied by his usually broad and expressive smile.

It is reported that the Ravenna Pedro and Poker Club has given Dr. J. B. Evans a commission to institute auxiliary organizations and that he has authorized Dave Haugh and Chas. S. Brooks to represent him in that capacity in Northern Michigan.

It is reported that Dave Smith has fallen heir, through the death of a relative, to a considerable fortune. The property has not yet come into his possession, but, on the strength of his expectations, he has purchased a treatise on etiquette and a volume entitled "Thou shalt not lie."

Wm. Connor, the versatile clothing salesman, was in the city last week and left Wednesday for a fortnight's visit to his customers in Minnesota. He will be in Grand Rapids again July 21, 22 and 23. He has entirely recovered from his recent illness, but does not regain his strength as fast as he could wish.

Cornelius Crawford covered his route last week under grave difficulties, suffering in the meantime from an attack of inflammatory rheumatism, which swelled one arm to about double size. He is accompanied this week by his son, Glenn, who will carry the baggage and otherwise assist the senior member of the duo.

Hugh L. Minds, a Detroit traveling man, has brought suit against the Saginaw Union Street Railway Co. for damages in the sum of \$5,000. While in this city in January, 1891, Mr. Minds was struck by one

of the company's cars at the corner of Washington avenue and Meredith street, the result being a broken arm. He claims that the employees of the company were to blame, and asks for reimbursement for loss of time and injuries sustained.

*Pharmaceutical Era:* The traveling fraternity are slightly exercised by an innovation on the part of some business houses placing on the road lady commercials. In specific cases such may answer admirably, but speaking generally it would appear that salesmen have little to fear. The fatigue of long journeys, uncertainty of regular meals and the question of physical endurance alone will retard many ladies from following such a pursuit. Again, are lady commercials prepared to renounce matrimony? A lady commercial with twins in her arms and a sample case in each hand would not be likely to get much of a line.

"Practical jokers sometimes come to grief," remarked a veteran traveler at a St. Louis hotel the other day. "In Omaha, some years ago, I fell in with a gay party of drummers en route to Lincoln. In the party was a young Bostonian, making his first trip west. He imagined that he was liable to be waylaid and massacred any moment by Indians, and the boys were careful to strengthen this impression. We finally decided to get up an Indian massacre for his benefit, so a committee was detailed to get him into the smoker and tell him blood-and-thunder stories, while the rest did the Indian act. The night was pitch dark and when the train stopped at a lonely water tank, four or five drummers quietly dropped off, surrounded the smoker, set up a fearful yell and began firing off their revolvers. We expected the young Bostonian to crawl under a seat and say his prayers, but he disappointed us. He whipped a big 45 out of his grip, threw up a window and began blazing away at the mock Indians in a manner which took all the fun out of the joke. It had been raining and there was a deep gully full of muddy water on either side of the track. Through this the jokers rolled and plunged to get out or the way of the whistling bullets. When they climbed back on the train they were the sorriest looking set of stage Indians you ever saw."

## A Book of Interest.

"Ideas for Hardware Merchants" is the title of a book by D. T. Mallett, author of several works which have been of interest to business men. While especially designed for those engaged in the hardware business, this book will be found of interest to men of all trades. It is full of those suggestions which need only to be stated in order that their utility may be recognized, and their pertinency and wisdom is such that the reader will wonder why he never thought them out for himself. Besides being instructive, it is an interesting book. It tells what a merchant needs when starting a hardware store, how he should arrange his stock, his price lists, keep his books, make purchases, sales, etc., and gives a thousand or more hints and suggestions of value which will never occur to men not having years of experience in business. The book is finely gotten up and anyone sending \$1 to the author at New Haven, Conn., will fully admit that the book is well worth the price asked.

CHAS. A. COYE,

MANUFACTURER OF

## Awnings &amp; Tents

Horse and Wagon Covers,

JOBBER'S OF

Hammocks and Cotton Ducks

SEND FOR PRICE LIST.

11 Pearl St., Grand Rapids, Mich.

MICHIGAN

Fire &amp; 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.



Say Hires

Do you Root  
Drink Beer?

SOLD AND ENJOYED EVERYWHERE.

Don't Buy

YOUR SPRING LINES OF

Hammocks,

Base Ball Goods,

&amp; Fishing Tackle

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

EATON, LYON &amp; CO.,

GRAND RAPIDS.

## The Credit Hydra.

From the American Artisan.

Credit is the ball and chain around the leg of the merchant, the incubus of trade which there is no throwing off and which, in many cases, proves so heavy a load that it drags down the bearer thereof to commercial annihilation. More has been written upon the evils of credit than upon any one subject connected with mercantile affairs, and yet to-day the question how to eliminate its risks from the daily business transactions of wholesale merchant and retail trader alike is as far from satisfactory settlement as ever.

There is one thing which may be regarded as settled at all events. So long as business is done, just so long will the merchant, whether wholesale or retail, be obliged to accept a future settlement of more or less definiteness as to date for a present transaction. Whether the volume of this trade be much or little, that it will involve losses may be taken for granted, for the most astute business man, even with all the safeguards of modern business practice at his command, has not succeeded in protecting himself against the unforeseen.

Most men, we believe, who enter into business, whether upon a large or a small scale, do so with an honest purpose to pay their debts. When a dealer has sufficient capital to make a fair start by paying cash for his stock, providing he is wide-awake and energetic, and has started in a locality where an enterprise of the kind in which he has embarked is needed, the chances are that he will ask very few favors from the jobber. This class of dealer is usually too anxious to make cash settlements and save every possible cent in the way of discounts. It is also the class whose trade the wholesale merchants are so anxious to get. But as all men who depend upon their own exertions for a livelihood are not so favorably situated as to be able to make a beginning in this way they are compelled in most cases to depend upon the forbearance and generosity of the wholesale dealer, who, if favorably disposed on account of former knowledge of his customers, or the result of an investigation of his business character and record, will supply the required stock upon terms within the reach of the customer. A beginning is thus made which in after years may broaden out and bear fruit in a long business intercourse mutually profitable and advantageous to both, or else an experience in which misplaced confidence, worry and financial loss may result to the accommodating merchant, illustrating anew the risks of credit.

## Glad He Spoke in Meeting.

From the Western Merchant.

If the efforts of revivalists always resulted as did those of a man in a Western town, merchants could afford to contribute liberally to secure their services. It is stated that this revivalist preached a powerful discourse upon personal integrity and urged upon all Christians the duty of debt paying. Delinquents were handled without gloves, and to clinch matters at the close of the discourse he asked all who paid their debts to stand up. The congregation almost to a man arose. After they were seated, the preacher invited those who did not pay their debts to stand and up rose one solitary, forlorn individual. Hesitatingly he got onto his feet, and in faltering tones explained that he found himself in the ranks of the poor-pay class, but unwillingly. He could not help himself, as he was the owner of the local grocery and could not pay up, as every member of the congregation owed him for groceries. It is said that money poured into the grocery store next morning in a lively manner, and the grocer was glad he went to church and spoke in meeting.

## Paid Fare on His Own Road.

President Roberts, of the Pennsylvania Railroad, is, as everybody knows, a great stickler for discipline, and a story is told of him which is too good to keep. Some time ago, while on his way to Harrisburg, the conductor of the train bowed as he passed without asking to see his ticket. On coming through the train again Mr. Roberts touched his arm and said: "Why did you not ask for my ticket?"

Rather abashed, the conductor replied that he presumed he had his pass. "Do you know who I am?" next asked Mr. Roberts.

"Yes, sir," replied the conductor, "you are the president of the road." "Granted that I am. It is your duty to allow nobody to ride over this road without showing a ticket. Always bear that in mind."

The conductor promised to do so in the future and passed on. After the next station had been passed he again came through the train for tickets, and coming to Mr. Roberts, stopped and demanded to see his ticket.

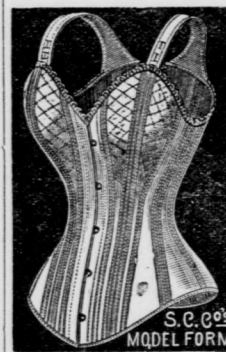
"That's right my man," said the president, putting his hand in his breast pocket. Then he grew red in the face, and, as he felt in pocket after pocket, his face became redder. He had left his pass at home. The conductor never moved a muscle of his face, but stood with outstretched hand waiting for the ticket. Mr. Roberts was too proud to back out, and finally asked in a meek voice:

"How much is the fare to Harrisburg?" On being informed he paid over the money, which the conductor took without a smile, giving him a rebate check good for 10 cents. President Roberts continued his ride in silence.

## The Dry Goods Market.

The selling agents of the American Printing Co. are out with a circular to the jobbing trade, announcing an advance of  $\frac{1}{4}$ c in indigos and light goods on July 20, when the price will be  $5\frac{1}{4}$ c and  $4\frac{1}{4}$ c, respectively. Until the date named, the present price remains open, which opportunity will probably be improved by many retailers, as they can thus effect a saving of \$2 to \$3 a case. The American company is making a new fabric, 32 inches wide, which will be called American B and sold in a jobbing way at 9c. Simpson's prints and cambrics have been advanced  $\frac{1}{4}$ c, but jobbers will continue the old price until present stocks are exhausted.

## Schilling Corset Co.'s



## CORSETS

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

## BLEACHED COTTONS.

A.B.C.	8 1/2	Geo. Washington	8
Amazon	8	Glen Mills	8
Amsburg	7	Gold Medal	7 1/2
Art Cambric	10	Green Ticket	8 1/2
Blackstone A.A.	7 1/2	Great Falls	6 1/2
Beats All	4 1/2	Hope	7 1/2
Boston	13	Just Out	4 1/2 @ 5
Cabot	7	King Phillip	7 1/2
Cabot, %	6 1/2	"OP.	7 1/2
Charter Oak	5 1/2	Lonsdale Cambric	10
Conway W.	7 1/2	Lonsdale	@ 8 1/2
Cleveland	7	Middlesex	@ 5
Dwight Anchor	8 1/2	Oak View	7 1/2
"shorts	6	"Rock	6
Edwards	6	Our Own	5 1/2
Empire	7	Pride of the West	12
Farwell	7 1/2	Rosalind	7 1/2
Fruit of the Loom	8 1/2	Sunlight	4 1/2
Fitchville	7	Utica Mills	8 1/2
First Prize	7	"Nonpareil	10
Fruit of the Loom %	7 1/2	Vinyard	8 1/2
Fairmount	4 1/2	White Horse	6
Full Value	6 1/2	"Rock	8 1/2

## HALF BLEACHED COTTONS.

Cabot	7	Dwight Anchor	8 1/2
Farwell	8		

## UNBLEACHED CANTON FLANNEL.

Tremont N.	5 1/2	Middlesex No. 1	10
Hamilton N.	6 1/2	"2	11
"L.	7	"3	12
Middlesex AT.	8	"4	13
"No. 25	9	"5	14
"X.	9	"6	15
"No. 26	9	"7	16
"X F.	10 1/2	"8	17

## BLEACHED CANTON FLANNEL.

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

## CARPET WARP.

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

## DRESS GOODS.

Hamilton	8	Nameless	20
"	9	"	25
"	10 1/2	"	27 1/2
G.G. Cashmere	20	"	30
Nameless	16	"	32 1/2
"	18	"	35

## CORSETS.

Coraline	\$9.50	Wonderful	\$4.50
Schilling's	9.00	Brighton	4.75
Davis Waists	9.00	Bortree's	9.00
Grand Rapids	4.50	Abdominal	15.00

## CORSET JEANS.

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

## PRINTS.

Allen turkey reds	5 1/2	Berwick fancies	5 1/2
"robes	5 1/2	Clyde Robes	4 1/2
"pink & purple	5 1/2	Charter Oak fancies	4 1/2
"buffs	6 1/2	DelMarine cashm's	6
"pink checks	5 1/2	"mourn'g	6
"staples	5 1/2	Eddystone fancy	5 1/2
"shirtings	4	"chocolat	5 1/2
American fancy	5 1/2	"rober	5 1/2
American indigo	5 1/2	"sateens	5 1/2
American shirtings	4	Hamilton fancy	5 1/2
Argentine Grays	4	"staple	5 1/2
Anchor Shirtings	4	Manchester fancy	5 1/2
Arnold	6 1/2	"new era	5 1/2
Arnold Merino	6	Merrimack D fancy	5 1/2
"long cloth B.	10 1/2	Merrimack shirtings	4 1/2
"C.	8 1/2	"Repp furn	8 1/2
"century cloth	7	Pacific fancy	5 1/2
"gold seal	10 1/2	"robes	6 1/2
green seal TR	10 1/2	Portsmouth robes	5 1/2
yellow seal	10 1/2	Simpson mourning	5 1/2
"serge	11 1/2	"greys	5 1/2
"Turkey red	10 1/2	"solid black	5 1/2
Ballou solid black	5	Washington indigo	5 1/2
"colors	5 1/2	"Turkey robes	7 1/2
Bengal blue, green,	5 1/2	"India robes	7 1/2
red and orange	5 1/2	"plain T'ky X	8 1/2
Berlin solids	5 1/2	"X	10
"oil blue	6 1/2	"Ottoman Tur	6
"green	6 1/2	key red	6
"Foulards	5 1/2	Martha Washington	7 1/2
"red & blue	6 1/2	"Turkey red	7 1/2
"4.4.	10	Martha Washington	9 1/2
"3.4XXXX	12	Riverpoint robes	5
Cochecho fancy	6	Windsor fancy	6 1/2
"madders	6	"gold ticket	6
"XX twills	6 1/2	Indigo blue	10 1/2
"solids	5 1/2	Harmony	4 1/2

## TICKETS.

Amoskeag A.C.A.	12 1/2	A.C.A.	12 1/2
Hamilton N.	7 1/2	Pemberton A.A.A.	16
"D.	8 1/2	York	12
"Awning	11	Swift River	7 1/2
Farmer	8	Pearl River	12
First Prize	11 1/2	Warren	13
Lenox Mills	18		

## COTTON DRILL.

Atlanta, D.	6 1/2	Stark A.	8
Boot	6 1/2	No Name	7 1/2
Clifton, K.	6 1/2	Top of Heap	9

## SATINETS.

Simpson	20	Imperial	10 1/2
"	18	Black	8 1/2
"	16	"30	10
Cochecho	10 1/2	A.A.A.	12

## DEMINS.

Amoskeag	12 1/2	Columbian brown	12
"9 oz.	13 1/2	Everett, blue	12
"brown	13	"brown	12
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A.A.	10	"brown	11 1/2
"BB.	9	Jaffrey	11 1/2
"CC.	9	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz.	13 1/2
"blue 8 1/2	8 1/2	"No. 220	13
"d & twist 10 1/2	10 1/2	"No. 250	11 1/2
Columbian XXX br.	10	"No. 280	10 1/2
"XXX bl.	19		

## GINGHAMS.

Amoskeag	7	Lancaster, staple	7
"Persian dress 8 1/2	8 1/2	"fancies	7
"Canton	8 1/2	"Normandie	8
"AFC	10 1/2	Lancashire	6 1/2
"Teazle	10 1/2	Manchester	5 1/2
"Angola	10 1/2	Monogram	6 1/2
"Persian	8 1/2	Normandie	7 1/2
Arlington staple	8 1/2	Persian	8 1/2
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dres	8 1/2	Rosemont	6 1/2
"staples	6 1/2	Slater'sville	6
Centennial	10 1/2	Somerset	7
Criterion	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toil du Nord	10 1/2
Cumberland	5	Wabash	7 1/2
Essex	4 1/2	"seersucker	7 1/2
Elfin	7 1/2	Warwick	8 1/2
Everett classics	8 1/2	Whitenden	6 1/2
Exposition	7 1/2	"heather dr.	8
Glenarrie	6 1/2	"Indigo blue	8
Glenarven	6 1/2	Wamsutt staples	6 1/2
Glenwood	6 1/2	Westbrook	8
Hampton	6 1/2	"	10
Johnson Jhalon cl	5	Windermeer	5
"Indigo blue 9 1/2	9 1/2	York	6 1/2
"zephyrs	16		

## GRAIN BAGS.

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

## THREADS.

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

## KNITTING COTTON.

No.	White, Colored.	No.	White, Colored.
6	33	14	37
8	34	16	38
10	35	18	39
12	36	20	40

## CAMBRICS.

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

## RED FLANNEL.

Fireman	32 1/2	T.W.	22 1/2
Creedmore	27 1/2	F.T.	32 1/2
Talbot XXX	30	J.R.F. XXX	35
Nameless	27 1/2	Buckeye	32 1/2

## MIXED FLANNEL.

Red & Blue, plaid	40	Grey S.R.W.	17 1/2
Union R.	32 1/2	Western W.	18 1/2
Windsor	18 1/2	D.R.P.	18 1/2
6 oz Western	20	Flushing XXX	23 1/2
Union B.	22 1/2	Manitoba	23 1/2

## DOMEST FLANNEL.

Nameless	8 @ 9 1/2	"9 @ 10 1/2	12 1/2
"	8 1/2 @ 10	"	12 1/2

## CANVASS AND PADDING.

Slate. Brown. Black.	Slate. Brown. Black.
9 1/2	9 1/2
10 1/2	10 1/2
11 1/2	11 1/2
12 1/2	12 1/2

## DUCKS.

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

## WADDINGS.

White, doz.	25	Per Bale, 40 doz.	\$7.50
Colored, doz.	20		

## SILKES.

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

## SEWING SILK.



**FOSTER STEVENS & CO.**

## Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE  
Retail Trade of the Wolverine State.Published at  
100 Louis St., Grand Rapids,  
— BY —

THE TRADESMAN COMPANY,

One Dollar a Year, - Postage Prepaid.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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

Sample copies sent free to any address.

Entered at Grand Rapids post office as second-class matter.

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

E. A. STOWE, Editor.

WEDNESDAY, JULY 6, 1892.

## THE DRAIN OF GOLD TO EUROPE.

The history of the world's gold is a subject of remarkable interest. The thirst for treasure was the chief motive that incited nations to wars, to explorations and colonization of new countries. King Solomon, by means of his voyages to the land of Ophir, made gold and silver as plenty as stones in Jerusalem. It is claimed by Appian, the historian, that Alexander the Great secured from his conquest of Asia a sum of treasure equal to \$250,000,000, mostly in gold. Rome under Augustus is said to have possessed gold and silver to the amount of \$1,790,000,000.

These vast amounts were secured by the plunder of other nations, and every part of the Old World, including Asia and Africa, had contributed to the enormous treasure that was gathered at the Roman capital under the reign of the first of the emperors. But there was a long period of war, conquest and revolution between the culmination of the Augustan age, which was also the beginning of the era of Christ, and the discovery of America. It was, indeed, very nearly 1,500 years, and in that period the stock of the precious metals in Europe had declined from \$2,000,000,000 to \$225,000,000.

The greater part had been lost at sea, buried under the ruins of sacked and burned cities, carried back to Asia by Huns, Tartars and Turks, or conveyed into Africa by the Vandals, Arabs and Saracens. At any rate, of the enormous treasures which had been gathered into Europe by the Greeks and Romans and Phœnician colonists, all had been utterly lost in the space of 1,500 years save one pitiful eighth of the whole.

Then came the New World with its wonderful riches. In Peru gold was so plentiful that one of the ill-fated Incas was able to ransom himself from the avaricious Spaniards with a room in his palace filled with the yellow metal. In Mexico gold was abundant, as it was in all the countries of Central America, and from the discovery of America, in 1492, to the discovery of gold in California in 1849, \$2,500,000,000 of treasure, in great part gold, had been carried from America into Europe. In 1850 the stock of

coin in Europe was placed at \$2,000,000,000.

The United States produced very little gold or silver until after the acquisition of California. The American treasures were derived chiefly from Mexico and Central and South American countries. They were at first found to be rich in both gold and silver; but to-day, while they are still large producers of silver, they furnish but a trifling proportion of gold. The yellow metal has all been worked out of those countries, as it had been long ago exhausted in Europe and all of the Asiatic mines except those of the Ural Mountains. It is a remarkable fact that the gold supply in all the mining countries is transient. It is soon exhausted. The silver supply, on the contrary, is much more abiding. The principal European commercial nations, long ago realizing that the gold supply was likely to be exhausted, have so depreciated the value of silver in comparison with that of gold that they have been able to monopolize, to a great extent, the gold, while silver has been banished to India or forced to remain in America, while the gold goes to Europe.

According to the official report of the Superintendent of the United States Mint for 1891, we learn that the mines of the United States have produced a total of gold to the amount of \$1,904,881,769. On the 30th of June, 1891, there was in the United States, in coin and bullion, gold to the amount of \$646,582,852. This is all that is left of the nineteen hundred millions of gold dug out of our rich mines. Some of the balance has been consumed in the arts, but the greater part has been sent to Europe to pay tribute to the insatiable greed for gold of our cousins across the sea. Our mines, which once produced \$50,000,000 to \$60,000,000 gold a year, now only yield \$33,000,000 annually, but in spite of this decrease we are sending gold abroad yearly at the rate of \$50,000,000 to \$70,000,000 to meet the balance of trade against us. This balance of trade may be considered permanently against us. We have no means of getting gold from abroad through our commercial exchanges, and so our only source of supply is in our surely declining mines. If some means be not taken to use our silver in making foreign exchanges, the prospect of wholly impoverishing our country of its gold supply is imminent. Europe has always been able, either by violence or craft, to absorb the world's gold, and the certainty with which it is draining away ours proves its skill in the business.

## THE HATCH ANTI-OPTION BILL.

The failure of the Judiciary Committee of the United States Senate to arrive at any conclusion as to what disposition to make of the Hatch bill at the meeting last Thursday and the postponement of further consideration of the matter for another week have led the opponents of the bill to hope that no action will be taken by the Senate at the present session. The excuse alleged for non-action by the committee, namely, the absence of Senators Teller and Wilson, either means that the committee is evenly divided, or, what is more probable, that it is desired to postpone a recommendation to the Senate as long as possible.

It is now believed that the committee is overwhelmingly opposed to the bill in its present shape and no less an authority than the *Commercial Bulletin*, of New

York, which journal has been conspicuous in its opposition to the measure, states, on the authority of its Washington correspondent, that "the sentiment of the committee is strongly antagonistic to the bill. The Democratic members oppose it on constitutional grounds, and so, too, do two of the Republican members, Messrs. Teller and Platt. This leaves but three members of the committee, Messrs. Hoar, Wilson and Mitchell, who are favorable to it. Mr. Hoar is in Europe, and Mr. Wilson has been absent from the city for a long time."

The most of the members of the committee are, therefore, opposed to the bill on constitutional grounds, and are consequently not willing that the taxing power of the Government should be used to regulate the morals of the people. There is, therefore, a practical certainty of an adverse report from the committee, and there is even a possibility that the report may be so delayed that it will not reach the Senate until too late for consideration at this session.

Another influence is developing which may also have an important bearing upon the fate of the bill. Owing to the wide differences of opinion which exists as to the merits of the bill, the friends of President Harrison are desirous that he should not be placed in a position to be compelled to take sides in the matter. Should the bill pass the Senate and reach the President for his approval, Mr. Harrison would be placed in an awkward position. A veto would be sure to displease the Farmers' Alliance influence; whereas, on the other hand, executive approval of the bill would antagonize the powerful business interests of the country and deprive the Republican candidate on the eve of election of the substantial support of the money classes.

Under such circumstances it is not surprising that the friends of the President among the Republican senators should be anxious to keep the bill from going to him, hence their influence may be counted on to help the opponents of the measure to delay the action on it until it becomes impossible to pass it at this session.

## THE CHOLERA IN ASIA.

Much alarm appears to be manifested at the Russian capital at the advance of cholera into that empire from the East.

The disease has been for some time very severe in Persia and other parts of Western Asia, and it has already appeared in Asiatic Russia at the great petroleum shipping port of Baku, on the Caspian Sea. Russia is already overrun by a famine which has terribly scourged many districts and left the people in a condition to be victims to any malignant and pestilential disease to which they may be exposed. The habits of Asiatics generally, and with them the Russians must in great part be classed, are often such as to invite disease. Their neglect of sanitary precautions under the most favorable circumstances is not calculated to repel disease, but under the effects of the wide-spread and extreme suffering caused by a general scarcity of necessary food, there is good reason for apprehension on the part of the Russian authorities.

Of course, a pestilential disease like cholera once allowed to become prevalent in Russia must spread to the other nations of Europe, and is quite as likely, in the course of time, to reach our shores

if unrestricted intercourse be allowed; but with the strict quarantine regulations and the advanced sanitary knowledge now in general use by most civilized nations it is possible to retard the movements of such plagues around the world and greatly to curtail their fatal power. There is then no reason for any apprehensions on the subject for the early future. Should the disease establish itself in Western Europe, then we may think seriously on it.

## PROPER FUNCTION OF PARTIES.

The political system of the United States is, in theory, as perfect as any human institution can be. It is not only a government by the people, but the people themselves are so nearly equally divided into two great political parties that one operates as a check on the other and each, whichever one of them may be in power makes no difference, is restrained by the opposition of the other from all acts of partisan extravagance or malevolence.

Such is the theory and such, to a great extent, is the practice of the two parties which make up our political system. But, nevertheless, the perfection of the operation of the two organizations with respect to each other is so little marred by the fact that the parties, great as they are, have in the past have been too much controlled by self-appointed managers, and by bosses, who, by gaining control of the vast numbers of spoilsmen who follow every party, have risen to power. This sort of power was manifested in no small degree in both the great political conventions which have recently attracted so much of the attention of the American people.

The greatest foe to our political system is in the tendency of parties to drift into the control of self-constituted managers, so that when any party comes into dominance the power of the government is too apt to be manipulated for the uses of the managers and of their followers rather than for the general good of the whole people. But the remedy for this is not a third party or in any number of aggregations of voters banded together for any alleged purpose. Whatever may be the honest and conscientious principles with which political sectaries and dissenters from the great parties may start out, they soon fall into the hands of self-seeking politicians who endeavor to use the new organizations for the advancement of their own private schemes. So long as a party furnishes a road to plunder, there will not be wanting disappointed and disaffected politicians who will leave the ranks of the old parties, where the avenues of advancement were closed to them, to seek for some means of preferment in a faction.

Perhaps the new parties, which from time to time spring into existence to run a career more or less transient, may do good by serving as escapes or drains into which the older and more commanding political organizations may get rid of their extremists and impracticable elements, but they serve no other beneficial purpose. The only remedy against the rule of the bosses in the great parties is for the people to rise in revolt. There is really no beneficial function in our political system for more than two great parties. Our government is a government by parties as much as it is a government by the people, and if the people do not on occasions rise up and take the management of their parties they will only be failing in their plain duty.



## ROCKS IN BUSINESS LIFE.

"Self-reverence, self knowledge, self-control—  
These three alone lead life to sovereign power."  
—TENNYSON (*Oenone*.)

I stood not long ago before a vault containing treasure of great value, such as would have been fitting endowment for an emperor or a kingdom. Interposed between me and this treasure were the massive steel doors, closed within and locked securely by great bolts which were controlled by the delicate mechanism of a combination lock. Nothing could be easier than to turn the spindle of that lock, but, had I been offered the contents of the vault should I cause those massive bolts to spring from their places and the doors to yield, it would have been a hopeless task to attempt, even although I had a lifetime to devote to it.

Presently, however, there came a trusted employe who possessed the secret of the combination. A few turns of the spindle back and forth, a click, as of something dropping to its place, a turning of levers and handles, then a steady pull, and the great doors swung on their hinges and the vault lay open to those who might enter.

Is life but another treasure house which jealously guards its best things from all but a favored few who, through inheritance, through happy circumstances and shrewd calculation, or through what seems blind chance, have possessed themselves of its secret and find the way of entrance and possession open to them? I choose, rather, to think that each man has his own door to open and to enter, that the secret of that particular door is confided to him, and that whether he enters or not will depend on the faithfulness and zeal with which he shall work out, not someone else's combination, but the one entrusted to him.

I have been requested to speak to you this afternoon upon some of the conditions of safety and success in life, under the topic "Rocks in Business."

The figure of speech is somewhat indefinite and uncertain. From earliest times the great rocks have been places of secure refuge, as with David and Elijah. They have served as sure foundations on which to build enduring structures. They have brought and continue to bring into deadly peril the sea-tossed and misguided or helpless mariner. In what sense, then, shall we interpret the figure? Perhaps it will be most profitable if we consider some of those rocks upon which young men's hopes of success in life are most often wrecked, and discover, if possible, how they may be avoided.

Life, we should remember, is a serious problem. Too many persons act as if such a thought had never occurred to them, or, having forced itself upon their consciousness, that it behooved them to put it away as a petulant and troublesome intruder. Such people act as if life were a holiday pastime, a masquerade, a joke. They look upon serious things as evils which it may be necessary to endure, but they regard the man as a canting Puritan who emphasizes such things as duties and responsibilities.

How foolish, in the eyes of the old sailor who has breasted the storms of the sea in every clime, must seem the careless and light-hearted babble of those who talk of the waves as playthings, and of the wide ocean as a place for living out idle days. Is the man less foolish who does not know life to be a sea on which,

although there may be many beautiful and peaceful days, there are many others during which the strongest heart, the steadiest hand and the staunchest faith are sorely tried and when only by the straining of every nerve may one be preserved from shipwreck.

How many noble ships there have been which have sailed out of harbors for long voyages on beautiful days, every sail filled with gentle breezes and every heart swelling with pride and hope. But somewhere on the wide sea the gentle breezes have become the besom of destruction, bearing the ship onward towards the merciless rocks where the seas have broken over her!

How many lives have been launched under most favorable skies and, riding bravely the ocean which is to bear them happiness, prosperity and honor, the end of the voyage has been a dishonored wreck!

Are your life and mine safe from storm and shipwreck? Are the voyages we are sailing so confidently to end in peaceful harbors, or are they to be beaten out on the cruel merciless rocks? Are they safer than many others which have begun as happily and ended so sadly? If yes, what is it that makes them so? Are we depending simply upon chance to give us favoring winds and keep us off the rocks, or are we locating these rocks upon our charts, strengthening our good ship to bear the gales which will beat upon it before the voyage is over, and studying the rules of navigation without which every league of the way hides a deadly peril?

Let us remember this: *Neither ships nor lives are wrecked all at once.* The ship that goes down under the gale, or which the storm drives helplessly upon the rocks, has had in her an incipient shipwreck from the time when her captain was chosen and she, a beautiful virgin craft, first lay on the bosom of the sea. A fault in the plan, a weakness of construction or an ignorant or vicious commander are elements which may not detract from her beauty as she spreads her sails to catch the morning breeze, but, to end in fatal wreck, there only lacks the storm to test her weaknesses, or the channel where the rocks lay hidden. So, when disaster, dishonor and shame come to a life, we may be certain that these are only the legitimate outcome of causes which themselves sprang from seeds sown far back in life and which have been growing and developing to fruit.

Modern shipbuilding has reached that point where it is recognized as possible to build ships so securely that neither storms nor rocks can hopelessly wreck them. I rode on such a ship but a few months ago, and you who have been to sea and have thus been brought face to face with the dangers of the great deep can appreciate what a comfort it is, when you wake in the nighttime and hear the whistling of the wind like funereal wailings and the rush of the waves along the sides of the ship and the straining of bulkheads, and feel the mighty power which tosses the great ship, as it were, in the air, to know that, come what may, accident, collision or the sunken rocks, the boat you have trusted will bear you up until rescue comes.

But neither is it of necessity that a wreck shall mark the end of any life. I am speaking to men who, for the most part, are strangers personally to me. I

During the building of the Kansas & Pacific Railway

## BUFFALO BILL

Contracted to furnish the laborers with meat, killing in one season four thousand eight hundred and sixty-two

## 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.

WOOLSON SPICE CO'S  
LION COFFEE.

ROAST  
COFFEE  
OF EVERY

WE ARE  
VETERANS IN  
THE COFFEE  
BUSINESS  
AND GIVE  
PERSONAL  
ATTENTION  
TO THE  
ROASTING  
OF ALL  
GRADES  
OF COFFEE.

DESCRIPTION

Write your Jobber for Prices or Address

L. WINTERNITZ, Resident Agent,

106 KENT STREET,

GRAND RAPIDS, MICH

do not know what your aim and purpose are, but I do know that there is not one here who may not so build as to escape ultimate shipwreck and, if he strongly will to do so, attain to an honorable position.

I take it that I am speaking to men who have at least a desire to advance and a belief that they are capable of doing better things than those in which they are at present engaged. If you are lacking in one thing, an honorable ambition, you are lacking in all, for, of all unpromising tasks, I think the most discouraging is to attempt to influence a young man who has no wish or purpose to advance in life, who is content with the present and with what the present brings. I hope, therefore, that I am speaking to men today who have in their breasts both the wish and the purpose to get on in the world.

What does the phrase "getting on in the world" mean, in an honorable and praiseworthy sense? It means to eventually be a leader where now one has to serve; it means to acquire such a knowledge and skill in doing things as will enable us to turn events to our advantage, instead of having our own interests continually subordinated to others; it means to sometime be at the top, instead of somewhere between that point and the bottom. He who would be a leader, however, must first learn to serve; he who would direct business must first learn the details of business; he who would influence and control subordinates must first acquire that knowledge and experience which place him by merit above subordinates. Such knowledge and experience rarely come by birth or by intuition; neither are they absorbed by mere contact with business men, nor by hard study for a brief period in a business college. They are attained, as a rule, only by constant and faithful application during a long period of years—learning much, advancing a little, holding the steps gained and pressing onward to better things. Present ease is not to be thought of. He who would succeed must make every necessary sacrifice of present interest for the sake of future gain.

Says Tennyson:

"Men may rise on stepping stones  
Of their dead selves to better things."

Thus always must men rise, if they rise at all.

What are some of the hindrances to young men contracting such habits of persistent application and effort as these?

The first is hindering companionship;

"We live not in ourselves, but we become  
Portion of that around us."

A young man's instincts, principles and purposes may be good and noble, but they need favoring circumstances and environment to develop and crystalize them into traits of character. Few men are capable of attaining the best that is in them in the face of adverse circumstances. I do not mean such adverse circumstances as arouse his best efforts, put him on his mettle, develop energy by the spice of conflict and show what he is capable of doing, but such circumstances as are depressing in their influence, deadening to ambition and corrupting to noble aspirations. Such is the effect of much, I might almost say of most, of the companionship into which young men are thrown when they start out on their own resources, particularly if they are separated from good homes. Few men whose lives have been wrecked make a

deliberate choice of evil at the beginning; there may have been in their hearts a preference for good, and it was circumstances and environment which caused a tendency towards evil ways which, by the time it became recognized, was too strong to be resisted—perhaps there was then no disposition to resist it.

*It is impossible for us to rise above the level which we deliberately choose and which we are content to occupy.* A stream can rise higher than its source only by pressure, and before we can rise there must be within us such a strong desire and purpose to do so as will create an impulse upward. How, then, can there be any such desire or purpose when we are content with the companionship which turns our thoughts from the important issues of life, makes light of of duties and responsibilities and continually prefers the pursuit of pleasure to the tasks of business?

Picture to yourselves a young man who has secured a responsible position with an important business establishment or corporation. The performance of his duties requires application, zeal and loyalty and devotion to his employer's interests. He has the enthusiasm of a beginner and the confidence of untried youth. Perhaps he has visions of the time when he, also, may be the head of a great business establishment and employ many men. Through carelessness or accident he finds his associates among other men who are without interest, zeal, purpose or character. They are "good fellows," as the term goes, entertaining and companionable, but their conversation is frivolous and low—it shows that they have no care for the interests in their charge; they detract from the merit of those who are faithful and true; they slur the men who, because they are animated by better principles, hold themselves aloof; they detract from the respect due to employers, and render no more than the service which the necessity of their position requires. How long could our young friend continue in such an atmosphere and not feel his zeal flag, his enthusiasm wane and his purpose weaken? How long will it be, unless he be a man of more than average quality, until he is assimilated by the companionship he has chosen?

One of the least helpful places for young men who are starting out in business life is the average cheap city lodging and boarding house. The atmosphere and influence of these places are seldom helpful and often are positively injurious. They are the resort not of the openly corrupt and immoral but of many who make a mere pretense of virtue and respectability. They aim to be a substitute for the home, but they are little more restraining than the cheap restaurant and the lodging rooms in public blocks. Conversation among the men is of the street, of the shop and of the questionable places of resort; among the women and girls it is of gossip and too often of scandal, and between the two sexes it is small talk and cheap wit, frequently coarse and sometimes vulgar. The commonest amusement is card playing, and the ordinary resource from the monotony of such life is the theater and more questionable places of amusement. This is a poor place for a young man to come home to after a day of hard work, with fatigue of body, with pain in his head and ache in his heart. Not much help will he get here to encourage and



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



# FERMENTUM

## THE ONLY RELIABLE

# COMPRESSED YEAST

Sold in this market for the past Fifteen Years.

Far Superior to any other.

Correspondence or Sample Order Solicited.

Endorsed Wherever Used.

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

Telephone 566.

106 Kent St.



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



For Bakings of All Kinds Use

# Fleischmann & Co.'s

## Unrivalled Compressed Yeast.

**SUPPLIED  
FRESH DAILY**  
To Grocers Everywhere.

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

# BEANS

W. T. LAMOREAUX CO.,

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

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



strengthen him for renewed struggle on the morrow. It is not strange that many business men make a practice, in securing help, of seeking young men who have more helpful abiding places than these, and especially those who have homes where they go at night. If there were more homes, there would be less necessity for business men to employ detectives to report to them the personal habits of their employes and where they resort out of business hours.

Of course, it is not easy to answer the question: What must young men do who are without homes and who are forced to accept the shelter of these substitutes? Better by far, however, secure a lodging in even a very humble private family.

When a young man becomes content with such companionship as I have suggested, he has crossed one reef of rocks and is rapidly driving onto the next one, which is evil thinking, for bad companionship must inevitably result in degradation of thought and weakening of principle. The young man becomes careless and indifferent about many things which once he considered sacred; he sees no reason why he should be more particular than his associates; he hears their coarse stories and begins to see where the fun comes in; he listens to their adventures, and it seems to him that he has lived a very tame sort of life. The hours of hard work at store and office seem enough to give to business, the remaining hours should be given to recreation and pleasure, and why should he not enjoy himself as other men do? And then he says he must get rid of his wild oats, and he thinks the only way he can get rid of them is to sow them. When a young man reaches this point he is already corrupted, although he may not have committed any evil act, for "Can a man take fire into his bosom and not be burned?"

The barriers are now broken down, for it is inevitable that, "As a man thinketh in his heart, so is he," and evil thinking leads by but a single step to evil doing. It is astonishing how quickly and easily bad habits may now be formed. What are they? It hardly seems necessary to state them: Drinking liquor and frequenting saloons, then going after her whose feet are in the ways of sin, then to the gambling hell, where wretched hope is continually deferred and men grow sick at heart with unholy desire for that which is only a blessing when gained by honest toil and sweat of brow. I need not tell you how many are walking these ways. Watch the doors of saloons and see how often they swing to the touch of young men. Take a glance—but do not linger—in the upper stories of business blocks where men and boys wait with breathless interest the turn of a card or the stopping of a wheel. Stand on the corner—but do not go farther—where converge the streets leading to the byways of her who lieth in wait for her prey, and watch those who pass on towards her, now singly, now in pairs, often a boisterous company of boys, youth or men who are out, as we hear, "painting the town red." They ought to know that "The dead are there and the guests of her they seek are in the depths of hell."

How many years of his brief span of life may a young man lead in such fashion and preserve vigor of body, strength of mind or faculty for business? Almost every day I meet, on the streets

faces of men still young whom I know to have had ability and unusual opportunities, but in whose features is indelibly written that their chances of success in life are already gone.

Mr. Depew says that, of all the young men he knew when he was himself young, there is not one who was given to the excessive use of intoxicating liquors but who has failed in business or lies in a dishonored grave. Mr. Carnegie says that he considers it labor lost to attempt to fit for responsible business positions young men who are addicted to the use of intoxicating liquors. "If the young man is of exceptional ability," says he, "the danger is greater, for, when you have advanced him to a position of responsibility and trust, he will fail you at that moment when you need him the most."

One of the saddest results of dissipation, as all know who have given any thought to the question, is the manner in which it shatters the moral as well as the physical being. Intemperance, indeed, often counts as its victims men who have been of the greatest nobility of character, but, after they have been subject to this power for many years, the man would be a poor judge of human nature who would place much reliance on the former moral principles which controlled them. The worst of it is that, although the Keeley cure may relieve them from the wretched appetite, it can never wholly restore the moral tone which they have sacrificed. When men have thus by dissipation debased themselves and sacrificed the moral qualities which are the soul's anchor, they come into that attitude towards others which makes dishonesty, cunning, trickery and deceit, if not crime, seem only legitimate means for accomplishing desired ends. In those incomparable lines of worldly wisdom—now become household words—which Polonius speaks to the young Laertes, he closes thus:

"This above all: to thine own self be true,  
And it must follow, as the night the day,  
Thou canst not then be false to any man."

And, conversely, when a man has been false to his higher self, it must also "follow as the night the day" that he will not be found faithful to his duties and obligations to others.

One of the best drawn characters in literature, in my judgment, is that of Tito, in George Elliot's "Romola." Unusually gifted by nature, endowed with magnificent personal charms, accomplished and learned far beyond his years, he appeared in Florence at the time of the Renaissance and at once sprung into popular favor. He was young, clever and beautiful, and his manners to all were gentle and kind; he never thought of anything cruel or base. Admitted into one of the oldest and best families, he won the love of a noble and beautiful woman, was advanced to high position in the State, and, had he proven true to himself and friends, might have enjoyed the utmost honor and love that this world has to bestow. But in the hour of trial which came to him, as it comes to all men, he lacked courage and truth. "By trying to slip away from everything that was unpleasant and caring for nothing so much as his own safety, ease and pleasure, he came at last to commit some of the basest deeds—such as make men infamous. He denied his father and left him in misery. He dishonored his noble wife. He betrayed every trust that was

## The BAR LOCK TYPEWRITER.

### The Modern Writing Machine!



SEND FOR CATALOGUE.

TRADESMAN COMPANY, State Agents,  
Grand Rapids, Mich

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

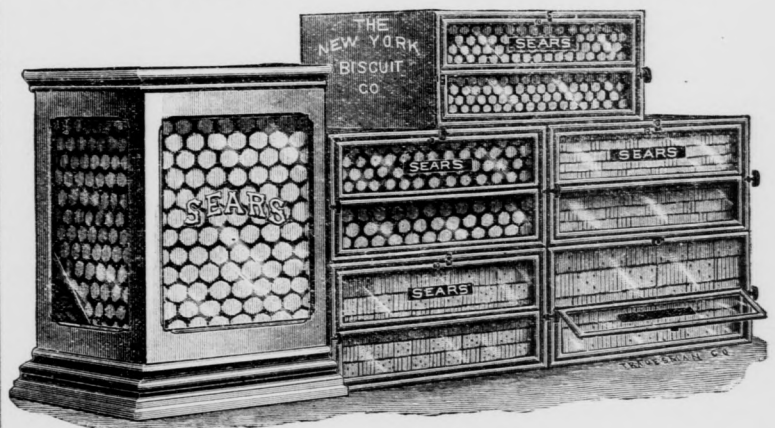
Light-Running, Durable.

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

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

## 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.

"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.



reposed in him, that he might keep himself safe and become rich and prosperous. Yet calamity overtook him, and when, fleeing from the people, he, in fancied security, dragged his tired body from the river upon the shore, he was strangled to death by the hands of the old man he had so cruelly wronged, and his once beautiful face lay bloating among the weeds, a repulsive thing for carrion birds to feed on, the eyes staring into the heavens as if knowing that there the soul had gone for judgment. Thus do men's deeds follow them through life and meet them at the Judgment Day."

I have thus endeavored, in as practical a way as possible, to point out some of the rocks upon which young men's lives are wrecked—hindering companionship, corrupting thoughts, bad habits, faithlessness to duty. Let us now consider how these rocks may be avoided and our voyages end in secure and peaceful harbors.

The most dangerous thing in life is drifting. Like the ship, the man who drifts is as hopeless to do well as he is helpless; so, the first essential thing to do is to fill our sails with a masterful purpose.

There have been and are great geniuses in the world who seem to go to the front not so much by effort as by a native momentum which overcomes through its own innate force. But it is not with the genius or with the man of great mental endowments that we have to do. In the voyage which the most of us are sailing, commanding ability is not the safest or surest element of success. Where many able men fail, there are many more of ordinary natural ability who succeed by virtue of an enduring purpose which triumphs over obstacles, is not easily discouraged, does not lose sight of the end for which it is working and knows no such word as "fail." Success with most of us must be attained, if at all, by force of arms. All of you who are older can recall successful men who, when boys, were considered of less than ordinary ability, and who have succeeded by sheer force of will. History is full of the names of men who have conquered under the most discouraging circumstances. Think of Alexander H. Stevens, who was a dwarf in body but did a giant's work. Think of Chief Justice Chase, who in his boyhood gave little promise of his future great career. He was, we are told, nearsighted, had an impediment in his speech and was stoop-shouldered, shambling and slouchy in his appearance and gait. Think of Milton, who wrote inspired poetry when he was blind, and of Beethoven, who composed music of unearthly beauty and grandeur when he was deaf. As one has said, "It stirs our blood to think of this strength of spirit which does not know when it is beaten, but which, like a steel spring, will rise the instant pressure is relaxed."

This year commemorates one of the most wonderful discoveries the world has known, and we are learning something of the great man whose name is inseparably linked with the event. There is no life which offers more profitable study to young men than does that of Columbus. We are too apt to think of this remarkable man as a great genius, specially endowed with high powers and an intuitive knowledge of the secrets of the earth beyond the seas. Such thoughts, however, belittle his great name and

character, for he received no revelations except those which came through profound study, untiring energy and indomitable purpose. He learned to effect his great purposes with scanty means, supplying deficiencies by the resources of his own energy and invention, and in every undertaking the scantiness and insufficiency of means but enhance the grandeur of his achievements. Having to contend, from the outset, with privations and impediments, he acquired intrepidity in encountering and facility in vanquishing difficulties.

At fourteen years of age he commenced to navigate the seas. At an early age he took command of his own vessel, and during many years was one of the most intrepid sailors which that adventurous age produced. Coming to Portugal at a time when Prince Henry was arousing the nation with his grand schemes of adventure and discovery, he married the daughter of one of that Prince's most celebrated navigators. Aroused by the spirit of the age and the impulse of passing events, he turned to the study of geographical authors, ancient and contemporary, and made himself familiar with all that they had written. From the great mass of acknowledged facts, rational hypotheses, fanciful narratives and popular rumors, he, with rare good judgment, discarded the fanciful and false, held to the true and gradually wrought out his grand scheme of discovery. For nearly ten years he cherished and developed his theory in his own mind, until it became fixed with singular firmness and influenced his whole life and character. For ten more years, he, with dignity, courage and pertinacity which have never been surpassed, solicited aid from sovereigns until his great faith was rewarded and he sailed out of the port of Palos on his memorable voyage.

Read the record of that voyage.

"After setting sail," he writes in his log, "our course was due west. The third day we held our course boldly to the west; the fifth day we sailed boldly to the west," and, when every heart but his own was overcome by the awful loneliness of the sea and the dread of unknown terrors, and he was surrounded by rebellious officers and crew beseeching him to turn back, we find him still sailing "boldly to the west," until, at last, out of the waste of waters sprang this new world, the glorious reward of nearly twenty years of unwearied energy and toil.

So, in every voyage of discovery on life's uncertain sea, the rewards come to those who, in whatever direction they have determined to steer, still push farther on and "hold the course boldly."

But, to attain true success, this masterful purpose of which we are speaking must be a noble purpose, and, to be noble, it must have a noble end in view. He who wishes to succeed merely for selfish ends will inevitably fail of true success, for selfishness corrupts the springs of all that is noblest and best in men. The proverb says, "He that maketh haste to be rich shall not remain innocent." Solomon, therefore, when offered the choice of wisdom, wealth or power, wisely chose the first. The negative counterpart of Solomon's choice is in the story of Midas, the Brygian king, who was offered, by the god Silenus, whatever thing he wanted. He asked that everything he touched might turn to gold.



**THIRTY-FIVE** years experience teaches us that retailers best consult their own interest and that of their trade and the general public, by purchasing from a stock which combines durability, style, fit and excellent workmanship with prices so low as to meet all competition:

**MICHAEL KOLB & SON,**  
Wholesale Clothing Manufacturers

ROCHESTER, N. Y.

assure the retail trade that their entire stock for fall and winter 1892 and 1893 is manufactured upon the above principle. Inspect our samples which will demonstrate this truth. Write our representative, William Connor, Box 346, Marshall, Mich., and he will soon be with you, go through our entire line, learn

prices and judge for yourselves, and no offence will be taken, buy or not buy. One of the largest and most complete lines on the road in single and double breasted ulsters, with regular or shawl collars. Pronounced best fitters ever seen, in Friezes, Shetland, Fur Beavers, Chinchillas in blue black and many fancy colors, imported and domestic material.

### OVERCOATS.

Very many styles in Kerseys, Meltons, Chinchillas, Irish Friezes, Fancy Woven bespotted 24-ounce rough wools, Royal Montagnacs soft as spun silk and very warm, single and double breasted.

**Double Breasted Suits in all Grades of material and many colors.**

**PRINCE ALBERT COATS and VESTS.**

In style and fit positively pronounced unexcelled. Our mail orders for these confirm this statement.

Cutaway, frocks and sacks should be seen to be appreciated, which will satisfy the closest buyers of excellent clothing to retail at a desirable profit.

**MICHAEL KOLB & SON,**  
Wholesale Clothing Manufacturers,  
Rochester, N. Y.

*Our Fall Lines of*  
**Oil Cloths, Carpets and Curtains**  
*Now ready. Write for prices.*  
**SMITH & SANFORD, 68 Monroe St.**

# 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,



See Quotations.



His request was granted, but the god was so disgusted with his baseness that he gave him donkeys' ears to show what a veritable ass he had made of himself. I know of no meaner men than those who are slaves to their wealth, who, to use an expression which I recently heard, before letting go of a nickel will squeeze it so hard as to cremate the Goddess of Liberty. Pursuit of money for its own sake is an ignoble thing, but to attain it for what it may enable us to be and to do is a noble aim.

But a masterful purpose is not the only important and essential requisite to success. A strong impelling force, if not rightly controlled, becomes an element of danger instead of safety. Sails must be filled to drive the ship onward through storm and billow, but she would be helpless, indeed, without the rudder. Do not we need one as well? If so, it must be stoutly built of the strongest materials, for we have seen the rocks which threaten, and it is only our rudder which can turn us clear of them. In building such a rudder, the first essential is integrity of character. Honesty should be at the basis of all our relations with our fellow men. Do not lie for any man. If you are working for others, do not lie in their interest, and, if you have others working for you, do not expect them to lie in your interest, for, if they are false to others, by what right can you expect them to be true to you? There is a too general impression that lying and deceit are essential elements for the successful conduct of large business enterprises, but it is not so. It is degrading to manhood to make such an assertion. I know, and you know successful business men who will not lie in their own or any one else's interest. I well remember an interview I once had with Thomas J. Potter, then general manager of the Chicago, Burlington & Quincy road, one of the ablest railway managers, some think the ablest in many respects, which this country has produced. I asked him for some information I was desirous of getting. To my questions he replied, "I cannot tell you, Hobbs, what you want to know, but I know who can tell you. Go over to the — building to the office of Mr. — and tell him what you want. Anything he says to you about the matter I will guarantee to be the truth." And then he added, "There are not a great many men in the city of Chicago of whom I would want to make that statement, but I do not hesitate to make it of Mr. —." I did as Mr. Potter advised, and that meeting with Mr. — was the commencement of an intimate business and personal acquaintance which has lasted for nearly ten years, during which time I have transacted much business with him, aggregating some hundreds of thousands of dollars, largely on the ground of the personal confidence which he has inspired, and I have never had any reason to question Mr. Potter's estimate of the man. Consider, if you wish to, that this gentleman's integrity is a part of his capital in business, but, wherever you meet such capital, lift your hat to it.

But honesty does not simply mean telling the truth. It involves a recognition of all our duties and responsibilities to others. The man who is strictly honest will scorn to attain business ends by cheating, trickery, fraud or other unworthy means. In all our business, as in all social relations, there are certain

moral obligations which must be observed, for without these no permanent business success can be obtained. You can no more imagine business relations continuing permanently without ethical principles than you can conceive of mass without cohesion, for an embodied moral principle is the cohesive element which binds the business world together. When a man repudiates these moral principles and sets out to attain his ends regardless of the interests and just rights of others, although he may compel recognition—a pirate may do that—he is no longer entitled to be considered an integral and legitimate factor of the commercial world.

Another essential element with which to build is industry. This is the capacity for continuous and effective work. It does not mean mere activity—a baby is a very active being, but he does not accomplish a great deal in the world. It is the power of applying one's self to one thing until that is done and then rapidly passing to another. The man who is industrious does not hurry through a present task in order that he may enjoy a few moments of stolen idleness; he does not watch the clock or listen for the whistle in order that at the signal he may desert his task; he would rather give a dozen strokes too many than one too few; he does not count a task done until it is well done. To him there is a pleasure in labor which does not come merely from the thought that he is earning his wages, but also from the knowledge that he is producing something by his efforts. Hence it is that the wise man wrote: "Seest thou a man diligent in business? He shall stand before kings; he shall not stand before mean men."

Another essential element is faithfulness—faithfulness to the duties which have been entrusted to us. When a young man, whatever his position in the office may be, has gained the reputation of loyally serving his employer and being faithful to the extent of his ability to whatever task has been entrusted to him, he may be certain that his promotion will follow as fast as he can fit himself for more responsible duties. His employer does not have to ascertain whether an important letter has been mailed, an errand performed, an order forwarded, a message delivered or the door locked when the store is closed or the office left vacant; nor, when the young man is promoted, does it need to be asked whether he wrote Mr. Blank about the goods for which he was known to be in the market, or forwarded to another Mr. Blank the material which was out of stock yesterday but which was to arrive to-day? The boy or man who starts out by being faithful, careful and loyal in all his tasks will always be in demand.

The fourth essential element is courage, courage to be true to one's self and then true to others. Courage is one of the most essential elements to permanent success, because it makes a man stand to his duty without regard to consequences, and then in times of apparent failure it helps him to wait for the final and true results. And

"Since right is right, to follow right  
Were wisdom in the scorn of consequence."

Courage is an element for which every man will have need every day and every hour in the day, for it is not only his strength in time of need but his surest safeguard against covert attack. The coward—I speak of moral cowardice—is

always weak and must be continually on the defensive. Subject to attack by passions from within and temptations from without, he knows not what moment his weak spots may be found and his weakness overcome, but the courageous man carries a shield which cannot be pierced through.

These, then, are the four important elements with which I would build the rudder which is to control our good ship as, driven by determined purpose, she speeds on her course—honesty, industry, faithfulness to duty, courage. Little danger, with such a rudder, of not being able to steer clear of the rocks and shoals! And the man who possesses these qualities is not likely to entertain low ideas of life or its mission. He is not likely to be careless of the destiny of the soul which has been committed to his charge.

The contemplative Hamlet, in the words of the inspired poet of Stratford, exclaimed:

"What a piece of work is man! How noble in reason! How infinite in faculty! In form and moving how express and admirable! In action how like an angel! In apprehension how like a god!"

And the poet Young, meditating in his beautiful "Night Thoughts," broke out in that impressive strain:

"Behold this midnight glory—worlds on worlds. Redouble the amaze. Ten thousands add—add twice ten thousands more. Then weigh the whole. One soul outweighs them all. And calls the astonishing magnificence of unintelligent creation poor."

From time immemorial have prophet, seer, philosopher and poet exalted man, his powers, his possibilities, his destiny. Shall the life of any such go out upon the rocks? C. M. HOBBS.

#### 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.

#### ENGRAVING

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

THE TRADESMAN COMPANY,  
Grand Rapids, Mich.

## 4<sup>th</sup> of JULY

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

#### FIREWORKS.

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

### PUTNAM CANDY CO.

### PERKINS & HESS

DEALERS IN

### Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.  
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

#### CHASE & SANBORN'S SPECIAL TEA IMPORTATIONS

#### CHASE & SANBORN'S SPECIAL COFFEES

#### C & S BRAND JAPANS

#### BUFFALO CHOP FORMOSAS

#### C & S BRAND ENGLISH BREAKFASTS



The finest Tea grown in China, the most delicious Tea drank in America.

#### Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 S. Ionia St., Grand Rapids.

## Drugs & Medicines.

### State Board of Pharmacy.

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

### Michigan State Pharmaceutical Ass'n.

President—H. G. Coleman, Kalamazoo.  
Vice-Presidents—S. E. Parkill, 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 Ingalls 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. Zecott, Regular Meetings—First Wednesday evening of March, June, September and December.

### Grand Rapids Drug Clerks' Association.

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

### The Influence of Light on Chloroform.

Twenty-five years ago the Prussian government was influenced by Dr. E. Biltz, of Erfurt, who had carefully investigated the chemical characteristics of chloroform—introduced into medicine as an anæsthetic by Jackson and Simpson, fourteen years before that—to order the latter preserved in black, well-closed vials kept in a dark place. The views then held by Biltz on this subject have undergone no change in the meantime, as is shown by the historical and chemical studies on chloroform recently published by him in pamphlet form.

Biltz starts out with the affirmation that the decomposition of chloroform is not inaugurated by certain impurities which must be removed, but that this tendency is an integral characteristic of chloroform itself. Irrespective of the method of production or the degree of purification obtained, chloroform must still be subjected to all the known measures for preservation, because, forsooth, it is chloroform.

The greater the degree of purity and, particularly, the more free it is of alcohol, if stored in colorless vials containing air, the sooner and more readily it suffers decomposition, highly dangerous for therapeutic purposes. And this occurs in consequence of the substitution of part of the chlorine in the chloroform by the atmospheric oxygen under the influence of daylight, liberating the former, while also combining with the rest of the chlorine and carbon to phosgen and the hydrogen to water. Biltz hence strongly urges as protective measures the admixture of alcohol with chloroform and exclusion of daylight. While the protective influence of alcohol cannot be unlimited, it retards decomposition. Chloroform suffers decomposition under the influence of air or light, in the presence even of alcohol; but the alcohol will absorb the decomposition products—chlorine and phosgen—and combine with the same to harmless or even anæsthetic compounds. As long as there is excess of alcohol this play will continue, but when exhausted, free chlorine and phosgen, the very bodies endangering life, will make their appearance.

The time in which such decomposition will set in, depends on the chemical intensity of the light, and partially upon the relative amount of oxygen present in the vial. But since the chemical intensity of sunlight during summer is, on an average, nine times as strong as in winter, the minimum for winter and the maximum for summer being as 3:200 even, it happens that a specimen of chloroform remaining unchanged in winter for at least ten days, will in summer show signs of decomposition within twenty-four hours. Decomposition generally, though not invariably, sets in faster in direct sunlight than in diffused daylight. Chloroform, absolutely free from alcohol, decomposes during summer within one or two hours in direct sunlight, and within one day in diffuse sunlight; during winter this period is lengthened to about ten days, according to the condition of the sky.

The presence of alcohol in the proportion of  $\frac{1}{4}$  per cent. will prevent decomposition of chloroform for but a few

weeks or months, while  $\frac{1}{8}$  per cent. was found by Biltz to extend this period to about eleven months. However, 1 per cent. of alcohol is sufficient to protect chloroform for much longer than one year. Biltz claims to be in possession of such a chloroform which has been kept in a colorless vial only half filled, exposed to diffused light during six years unchanged.

Pictet's chloroform purified by freezing, judged by the highest standards, must be accepted, the author admits, as the very purest chloroform known at present; when the manufacturers put forth their claim of greater stability of their product, however, they committed a serious error. Careful comparative tests have conclusively shown that the new chloroform must be protected with alcohol and against light precisely the same as all other pure chloroforms.



Brief Sketch of C. L. Brundage, the Muskegon Druggist.

Capt. C. L. Brundage, of Muskegon, was born in Bath, Steuben county, N. Y., August 17, 1830. When about five years old, his father moved to Allegany county, N. Y., then an almost unbroken wilderness. Attending school winters, he assisted his father summers in clearing up a large farm, which to-day is one of the best in Western New York. At the age of seventeen (borrowing money to pay his tuition the first term) he entered Alfred Academy, rooming in an attic and boarding himself, working nights and Saturdays cutting cord wood, digging potatoes, husking corn, or any kind of work whereby he could earn an honest dollar. After one term in the Academy, he succeeded in getting a district school at \$14 per month and "board around," earning money sufficient to carry him through the spring term. By teaching winters and working summer vacations in the hay or harvest fields, he paid his way through the Academy and afterward through the University, graduating with the highest honors. Early in 1862 he left his wife and three small children and a good situation, and entered the service as a private. He was rapidly promoted, and on October 9, 1862, received a commission as captain of Co. G., 130 N. Y. Volunteers, for efficiency and meritorious conduct in the field. He was discharged in the fall of 1863 on a surgeon's certificate, by reason of disabilities received in the service. Returning home, he was elected the same fall to the responsible position of Superintendent of Schools, holding the office to the entire satisfaction of his county for six years. Declining a third term, he came to Muskegon eighteen years ago and engaged in the drug business. By close attention to business and honorable dealing he has built up a trade which is a credit to the city in which he lives. He is a prominent G. A. R. man, having held the office

of Senior Vice Department Commander, and is at present a member of the Council of Administration of this Department. His first vote for President was cast for Fremont in 1856, and he has ever been an active adherent of the Republican party. In recognition of past services to the party, his friends propose to present his name at the Senatorial convention as the most available candidate for State Senator.

### The President to Press the Button.

The *Electric Age* contains a proposition that the opening of the World's Fair be announced by the simultaneous discharge of cannons in every city and town of the United States by electricity. By the co-operation of the telegraph companies the loaded cannons could all be connected in electrical circuit, and when the President touches the button there will be a simultaneous roar of artillery from the Atlantic to the Pacific and from the great lakes to the gulf.

### The Drug Market.

There are very few and unimportant changes to note this week:

Quinine—Firm at the advance and as the last bark sale in London was at an advance of 5 to 10 per cent., present prices are likely to be maintained.

Opium—Dull and unchanged.

Borax—Trifle easier, but not quotably changed.

Gum Camphor—Declined on account of competition among the refiners.

Tonka Beans—Scarce and tending higher.

Nitrate Silver—Declined.

Canary Seed—Again firmer and tending higher.

Salacine—Lower.

Oil Cubebs—Lower.

Oil Cassia—Declined.

Gentian Root—Declined.

## 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
1 " " " 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—Nothing. Declined—Oil cassia, oil cubebs, genetian root nitrate silver, salacine.

ACIDIUM.		CUBEBAE.		TINCTURES.		OS. SEPIA.		SODA BORAS.		RED VENETIAN.		
Aceticum	80 10	Cubebae	2 50 2 75	Aconitum Napellis R.	60	Os. Sepia	13 20	Soda Boras	10 11	Red Venetian	13 20 3	
Benzoleum German.	60 65	Erigeron	2 50 2 75	" F.	50	Pepsin Saac, H. & P. D.	18 20	Soda et Potass Tart.	27 30	Ochre, yellow Mars.	13 20 4	
Boricum	20 30	Gaultheria	2 00 2 10	Aloes	60	Co.	22 00	Soda Carb.	1 1/2 2	" Ber.	13 20 3	
Carbolicum	50 62	Geranium, ounce.	2 00 2 10	" and myrrh.	60	Picis Liq. N.C., 1/4 gal	22 00	Soda, Bi-Carb.	2 5	Putty, commercial	2 1/2 20 3	
Citricum	50 62	Gossipi, Sem. gal.	50 75	Arnica	50	doz	22 00	Soda, Ash.	3 1/2 4	" strictly pure	2 1/2 20 3	
Hydrochloric	30 5	Hedeoma	2 00 2 10	Asafetida	50	Picis Liq., quarts	21 00	Soda, Sulphas.	2 2	Vermillion Prime Amer-	13 20 16	
Nitrosum	10 12	Juniperi	50 75	Atropine Belladonna	60	" plnts	22 00	Spts. Ether Co.	50 55	ican	65 20 4	
Oxalicum	10 12	Lavandula	90 100	Benzoin	60	Pil Hydragr, (po. 80)	22 00	" Myrcia Dom.	22 25	Vermillion, English	70 75	
Phosphoricum dil.	20	Limonis	2 75 3 25	"	60	Piper Nigra, (po. 22)	22 00	" Myrcia Imp.	23 00	Green, Peninsular	70 75	
Salicylicum	1 30 70	Mentha	2 75 3 50	Sanguinaria	50	Piper Alba, (po. 5)	22 00	" Vini Rect. bbl.	2 25 2 35	Lead, red.	7 20 14	
Sulphuric	1 30 70	Mentha Verid.	2 75 3 50	Barosma	50	Pix Burgun.	14 15	Less 5c gal., cash ten days	2 25 2 35	" white	7 20 14	
Tannic	1 40 60	Morruae, gal.	1 00 1 10	Cantharides	75	Plumbi Acet.	10 12 30	Strychnia Crystal.	21 30	Whiting, white Span.	2 70	
Tartaricum	30 32	Myrica, ounce.	2 00 2 10	Capsicum	50	Pulvis Ipecac et opil.	1 10 1 20	Sulphur, Subl.	2 1/2 4	Whiting, Gilders	2 50	
AMMONIA.		Olive	80 82 75	Ca damon	75	Pyrethrum, boxes H	21 25	" Roll	2 1/2 4 3 1/2	White, Paris American	1 0	
Aqua, 16 deg.	3 1/2 5	Picis Liquida, (gal. 35)	10 12	" Co.	75	" P. D. Co., doz.	21 25	Tamarinds	8 10	Whiting, Paris. Eng.	1 40	
" 20 deg.	5 7	Ricini	80 92	Castor	1 00	Pyrethrum, pv.	30 35	Terebenth Venice	28 30	cliff	1 40	
Carbonas	13 14	Rosmarini	75 100	Catechu	50	Quassiae	8 10	Theobromae	40 45	Pioneer Prepared Paints	20 21 4	
Chloridum	13 14	Rosae, ounce.	2 00 2 10	Cinchona	50	Quinia, S. P. & W.	29 34	Vanilla	9 00 16 00	Swiss Villa Prepared	1 00 21 20	
ANILINE.		Succini	40 45	" Co.	60	" S. German	19 20 30	Zinci Sulph.	7 8	Paints	1 00 21 20	
Black.	2 00 2 25	Sabina	90 100	Columba	50	Rubia Tincturum	12 14	OILS.			VARNISHES.	
Brown.	80 100	Santal	3 50 4 00	Cubeba	50	Saccharum Lactis pv.	29 30	Whale, winter	70 70	No. 1 Turp. Coach.	1 10 21 20	
Red.	45 50	Sassafras	50 55	Conium	50	Salacin	1 50 2 60	Lard, extra	70 70	Extra Turp.	1 10 21 20	
Yellow.	2 50 3 00	Sinapis, ess. ounce.	2 00 2 10	Conium	50	Sanguis Draconis	40 50	Lard, No. 1	45 50	Coach Body.	2 75 3 00	
BACCAR.		Tigli	40 50	Digitalis	50	Sapo, W.	12 14	Linseed, pure raw	43 46	No. 1 Turp. Furn.	1 00 21 10	
Cubebae (po 75)	75 80	Thyme	40 50	Ergot	50	" G.	10 12				Eutra Turk Damar.	1 55 21 60
Juniperus	80 10	" opt.	60	Gentian	50						Japan Dryer, No. 1	70 75
Xanthoxylum	25 30	Theobromas	15 20	" Co.	60							
BALSAMUM.		POTASSIUM.		Gualca	50							
Copaiba	40 45	Bi Carb.	15 18	Zingiber	50							
Peru	21 30	Bichromate	13 14	Hyoscyamus	50							
Terabin, Canada	35 40	Bromide	24 26	Iodine	75							
Tolutan	35 50	Carb.	12 15	" Colorless	75							
CORTEX.		Chlorate (po 18)	16 18	Ferri Chloridum	35							
Ables, Canadian	18	Cyanide	50 55	Kino	50							
Cassia	11	Iodide	2 80 2 90	Lobelia	50							
Cinchona Flava	18	Potassa, Bitart, pure.	24 25	Myrrh	50							
Euonymus atropurp.	30	Potassa, Bitart, com.	2 15	Nux Vomica	50							
Myrica Cerifera, po.	20	Potass Nitras, opt.	80 10	Opil	50							
Prunus Virgin.	12	Potass Nitras	70 9	" Camphorated	50							
Quillaja, grd.	12	Prussiate	25 30	" Deodor	2 00							
Sassafras	12	Sulphate po.	15 18	Aurant Cortex	50							
Ulmus Po (Ground 12)	10	RADIX.		Quassia	50							
EXTRACTUM.		Aconitum	20 25	Rhatany	50							
Glycyrrhiza Glabra.	24 25	Althae	24 25	Rhel	50							
" po.	33 35	Anchusa	12 15	Cassia Acutifol	50							
Haematox, 15 lb. box.	11 12	Arum, po.	2 25	" Co.	50							
" 1s.	13 14	Calamus	20 40	Serpentaria	50							
" 1/4s.	14 15	Gentiana (po. 12)	80 10	Stromonium	60							
" 1/2s.	16 17	Glycyrrhiza, (pv. 15)	16 18	Tolutan	60							
FERRUM.		Hydrastis Canaden.	2 35	Valerian	50							
Carbonate Precip.	15	(po. 40)	2 35	Veratrum Verde	50							
Citrate and Quinia.	23 50	Hellebore, Ala, po.	15 20	MISCELLANEOUS.								
Citrate Soluble	20 80	Inula, po.	15 20	Ether, Spts Nit, 3 F.	26 28							
Ferrocyanidum Sol.	20 50	Ipecac, po.	2 30 30	" 4 F.	30 32							
Solut Chloride.	15 2	Iris plox (po. 35 38)	35 40	Alumen	24 30							
Sulphate, com'l.	14 2	Jalapa, pr.	38 40	" ground, (po.	30 4							
" pure.	7	Maranta, 1/4s.	2 35	7) ground, (po.	30 4							
FLORA.		Podophyllum, po.	15 18	Annatto	55 60							
Arnica	30 28	Rhel.	75 100	Antimony, po.	40 5							
Anthemis	3 35	" cut	21 75	" et Potass T.	55 60							
Matricaria	25 30	" pv.	75 100	Antipyrin	21 40							
FOLIA.		Spigelia	35 38	Antifebrin	25							
Barosma	16 100	Sanguinaria, (po. 25)	30 35	Argent Nitras, ounce	61							
Cassia Acutifol, Tin-	25 28	Serpentaria	32 35	Arsenicum	50 7							
nivelly	35 50	Senega	45 50	Balm Gilead Bud.	55 60							
" Alx.	35 50	Similax, Officialis, H	40 40	Bismuth S. N.	2 10 2 30							
Salvia officinalis, 1/4s	12 15	Scilla, (po. 35)	10 12	Calcium Chlor, 1s, (1/4s	9							
and 1/2s.	12 15	Symplocarpus, Post-	2 35	11; 1/4s, 12)	9							
Ura Ursi.	80 10	Valeriana, Eng. (po. 30)	2 35	Cantharides Russian,	21 00							
GUMMI.		" German.	15 20	po.	22							
Acacia, 1st picked.	75	Ingiber a.	13 15	Capsici Fructus, af.	25							
" 2d	50	Zingiber j.	18 22	" po.	25							
" 3d	40	SEMEN.		" B po.	20							
" sifted sorts.	25	Anisum, (po. 30)	2 15	Caryophyllus, (po. 14)	10 12							
" po.	60 80	Apium (graveleons)	33 35	Carmine, No. 40.	23 75							
Aloe, Barb, (po. 60).	50 60	Bird, 1s.	40 6	Cera Alba, S. & F.	50 55							
" Cape, (po. 30).	12	Carul, (po. 18)	80 12	Cera Flava.	38 40							
Socotri, (po. 60).	50	Cardamon.	1 00 1 25	Coccus	22							
Catechu, 1s, (1/4s, 1/2s,	10	Coriandrum	10 12	Cassia Fructus.	22							
10)	10	Cannabis Sativa.	34 40	Centaria.	20							
Ammoniac.	55 60	Cydonium	75 100	Cetaceum	40							
Asafetida, (po. 35).	30 35	Chenopodium	10 12	Chloroform	60 63							
Benzoinum.	50 55	Dipterix Odrate.	2 25 2 35	" squibbs.	21 25							
Camphora.	50 53	Foeniculum	60 8	Chloral Hyd Crst.	1 30 1 40							
Euphorbium po.	35 10	Foenugreek, po.	60 8	Chondrus	20 25							
Galbanum.	20 30	Lini.	4 4 4 4	Cinchonidine, P. & W.	15 20							
Gamboge, po.	70 75	Lini, grd, (bbl. 34).	4 4 4 4	3	12							
Gualacum, (po. 30).	25	Lobelia.	35 40	Corks, list, dis. per	60							
Kino, (po. 35).	30	Pharlaris Canarian.	34 40	cent	50							
Mastic.	40	Kapa.	80 9	Creasotum.	2 50							
Myrrh, (po. 45).	1 65 1 70	Sinapis, Albu.	80 9	Creta, (bbl. 75).	2 2							
Opil, (po. 2 60).	1 65 1 70	" Nigra.	11 12	" prep.	50 5							
Shellac.	30 35	" SPIRITUS.		" precip.	9 11							
" bleached.	30 35	Frument, W. D. Co.	2 00 2 50	" Rubra.	3							
Tragacanth.	30 75	" D. F. R.	1 75 2 00	Crocus.	33 35							
HERBA—In ounce packages.		" M.	1 10 1 50	Cudbear.	24							
Absinthium.	25	Juniperis Co. O. T.	1 75 1 75	Cupri Sulph.	5 6							
Eupatorium.	20	" Spt. Vini Galli.	1 75 2 50	Dextrine.	10 12							
Lobelia.	25	Vini Oporto.	1 25 2 00	Ether Sulphuric, P. & W.	60 70							
Majorum.	25	Vini Alba.	1 25 2 00	Emery, all numbers.	60							
Mentha Piperita.	23	SPONGES.		" po.	6							
" Vir.	25	Florida sheeps' wool	2 25 2 50	Ergota, (po.) 65.	60 65							
Rue.	30	carriage.	2 00	Flake White.	12 15							
Tanacetum, V.	22	Nassau sheeps' wool	2 00	Galla.	23							
Thymus, V.	25	carriage.	1 10	Gambler.	7 8							
MAGNESIA.		Velvet extra sheeps'	85	Gelatn, Cooper.	70							
Calcined, Pat.	55 60	wool carriage.	1 10	" French.	40 60							
Carbonate, Pat.	20 22	Extra yellow sheeps'	85	Glassware flint, 75 and 10.								
Carbonate, K. & M.	20 25	carriage.	1 40	by box 70								
Carbonate, Jennings.	35 36	Grass sheeps' wool car-	65	Glue, Brown.	90 15							
OLEUM.		riage.	75	" White.	13 25							
Absinthium.	3 50 4 00	Hard for slate use.		Glycerina.	15 40							
Amygdalae, Dulc.	45 75	Yellow Reef, for slate		Grana Paradisi.	22							
Amygdalae, Amarae.	8 00 8 25	use	1 40	Humulus.	25 55							
Anisi.	1 65 1 75	SYRUPS.		Hydraag Chlor Mite.	85							
Aurant Cortex.	3 00 3 25	Accacia.	50	" Cor.	75							
Bergamit.	3 00 3 25	Zingiber.	50	" Ox Rubrum	90							
Caliputi.	60 65	Ipecac.	60	" Ammoniat.	1 60							
Caryophylli.	70 75	Ferri Iod.	50	Unquendum.	45 55							
Cedar.	35 65	Aurant Cortes.	50	Hydragrum.	65							
Chenopodii.	21 60	Rhel Arom.	50	Ichthyobolla, Am.	1 25 1 50							
Cinnamoni.	1 10 1 15	Similax Officialis.	50	Indigo.	75 100							
Citronella.	45	" Co.	50	Iodine, Resubl.	3 75 3 85							
Conium Mac.	35 65	Senega.	50	Iodoform.	24 70							
Copaiba.	1 10 1 20	Scilla.	50	Lupulin.	45 50							
		" Co.	50	Lycopodium.	50 55							
		Tolutan.	50	Macle.	75 80							
		Prunus virg.	50	Liquor Arsen et Hy-	27							
				drag Iod.	30 33							
				Liquor Potass Arsenitis.	10 12							
				Magnesia, Sulph (bbl	20 3							
				1 1/2)								
				Mannia, S. F.	30 33							

Morphia, S. P. & W.	1 70 1 95	Seidlitz Mixture.	24	Lindseed, boiled	46	49
" S. N. Y. Q. &	1 60 1 85	Sinapis.	18	Neat's Foot, winter	50	60
C. Co.	1 60 1 85	" opt.	30	strained	50	60
Moschus Canton.	40	Snuff, Maccaboy, De	35	Spirits Turpentine.	36	40
Myristica, No. 1.	65 70	Voes.	35			
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.	13 23 3	
Pepsin Saac, H. & P. D.	20	Soda et Potass Tart.	27 30	Ochre, yellow Mars.	13 23 4	
" Co.	20	Soda Carb.	1 1/2 2	" Ber.	13 23 3	
Picis Liq, N. C., 1/4 gal	2 00	Soda, Bi-Carb.	2	Putty, commercial.	2 1/2 2 1/2 3	
doz.	2 00	Soda, Ash.	3 1/2 4	" strictly pure.	2 1/2 2 1/2 3	
Picis Liq, quarts.	2 1 00	Soda, Sulphas.	2	Vermillion Prime Amer-		
" pints.	2 00	Spts. Ether Co.	50 55	ican.	13 16	
Pil Hydrarg, (po. 80).	2 50	" Myrcia Dom.	22 25	Vermillion, English.	65 70	
Piper Nigra, (po. 22).	2 1	" Myrcia Imp.	23 00	Green, Peninsular.	70 75	
Piper Alba, (po 85).	2 3	" Vini Rect. bbl.	2 25 2 35	Lead, red.	7 2 1/4	
Pix Burgun.	2 7	Less 5c gal, cash ten days.	2 25 2 35	" white.	7 2 1/4	
Plumbi Acet.	14 15	Strychnia Crystal.	21 30	Whiting, white Span.	70	
Pulvis Ipecac et opil.	1 00 1 20	Sulphur, Subl.	23 24	Whiting, Gilders.	25 30	
Pyrethrum, boxes H	1 25	" Roll.	24 25 3 1/4	White, Paris American	1 0	
& P. D. Co., doz.	1 25	Tamarinds.	80 10	Whiting, Paris. Eng.	1 40	
Pyrethrum, pv.	30 35	Terebenth Venice.	28 30	cliff.	1 40	
Quassia.	80 10	Theobromae.	40 45	Pioneer Prepared Paint	20 21 4	
Quinia, S. P. & W.	29 34	Vanilla.	9 00 16 00	Swiss Villa Prepared	1 00 1 20	
" S. German.	19 20	Zinci Sulph.	70 8	Paints.		
Rubia Tincturum.	12 14			VARNISHES.		
Saccharum Lactis pv.	23 30			No. 1 Turp Coach.	1 10 21 20	
Salacin.	50 60			Extra Turp.	100 21 70	
Sanguis Draconis.	12 14			Coach Body.	2 75 3 00	
Sapo, W.	10 12			No. 1 Turp Furn.	1 00 21 10	
" M.	10 12			Extra Turk Damar.	1 55 21 60	
" G.	10 12			Japan Dryer, No. 1	70 75	
				Turp.		

## HAZELTINE &amp; PERKINS DRUG CO.

## Grocery Price Current.

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

<b>AXLE GREASE.</b>		<b>Apricots.</b>		<b>CLOTHES PINS.</b>	
Aurora.....	55 6 00	Live oak.....	2 25	5 gross boxes.....	40
Diamond.....	50 5 50	Santa Cruz.....	2 00	<b>COCAO SHELLS.</b>	
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	B. & W. Blackberries.	90	Pound packages.....	6 1/2 @7
<b>BAKING POWDER.</b>		<b>Cherries.</b>		<b>COFFEE.</b>	
Acme.....	45	Red.....	1 20	<b>GREEN.</b>	
1/2 lb. cans, 3 doz.....	45	Pitted Hamburg.....	1 75	Rio.....	16
1/2 lb. " 2 ".....	85	White.....	1 20	Fair.....	16
1 lb. " 1 ".....	1 60	Damsons, Egg Plums and Green	1 20	Good.....	17
Bulk.....	10	Gages.....	@1 25	Prime.....	18
<b>Arctic.</b>		California.....	1 70	Golden.....	20
1/2 lb. cans.....	60	Gooseberries.....	1 10	Peaberry.....	20
1 lb. ".....	1 20	Peaches.....	1 10	<b>Santos.</b>	
5 lb. ".....	9 60	Pie.....	1 20	Fair.....	16
<b>Cook's Favorite.</b>		Maxwell.....	1 65	Good.....	17
100 1/2 lb cans.....	12 00	Shepard's.....	1 65	Prime.....	18
(161 pieces colored glass)	12 00	California.....	2 00	Golden.....	20
100 1/2 lb cans.....	12 00	Monitor.....	1 15	Peaberry.....	20
(100 hdl cups and saucers)	12 00	Oxford.....	1 15	<b>Mexican and Guatemala.</b>	
2 doz 1 lb cans.....	9 60	Pears.....	1 25	Fair.....	20
(tanked pitcher with each can)	9 60	Domestic.....	1 25	Good.....	21
Dr. Price's.....	9 60	Riverside.....	2 10	Fancy.....	23
<b>DE PRICE'S CREAM BAKING POWDER</b>		Pineapples.....	1 30	<b>Maracabo.</b>	
4-oz.....	1 33	Common.....	1 30	Prime.....	19
6-oz.....	1 90	Johnson's sliced.....	2 50	Milled.....	20
8-oz.....	2 47	" grated.....	2 75	<b>Java.</b>	
12-oz.....	3 75	Quinces.....	1 10	Interior.....	25
16-oz.....	4 75	Raspberries.....	1 10	Private Growth.....	27
2 1/2 lb.....	11 40	Red.....	1 30	Mandehling.....	28
4 lb.....	21 60	Black Hamburg.....	1 50	<b>Mocha.</b>	
10 lb.....	41 80	Erle black.....	1 40	Arabian.....	23
<b>Red Star, 1/2 lb cans.....</b>		Strawberries.....	1 40	<b>ROASTED.</b>	
1 lb.....	1 50	Lawrence.....	1 40	<b>To ascertain cost of roasted</b>	
Telfer's, 1/2 lb. cans, doz.....	45	Hamburg.....	1 40	<b>coffee, add 1/4c. per lb. for roasting</b>	
1 lb. ".....	85	Erle.....	1 40	<b>and 15c. per cent. for shrink-</b>	
1 lb. ".....	1 50	Terrapin.....	1 40	<b>age.</b>	
Victor.....	1 50	Whortleberries.....	1 40	<b>PACKAGE.</b>	
6 oz cans, 4 doz.....	80	Common.....	1 20	<b>Arbuckle's Ariosa.....</b>	
9 ".....	1 20	F. & W. Blueberries.....	1 20	<b>McLaughlin's XXXX.....</b>	
16 " 2 doz.....	2 00	Corned beef, Libby's.....	1 80	<b>German.....</b>	
<b>BATH BRICK.</b>		Roast beef, Armour's.....	1 75	<b>Bunola.....</b>	
2 dozen in case.....	90	Potted ham, 1/2 lb.....	1 50	<b>120 lb. or 100 lb. case.....</b>	
English.....	90	" 1/2 lb.....	1 00	<b>Arbuckle's Ariosa.....</b>	
Bristol.....	70	" tongue, 1/2 lb.....	1 10	<b>McLaughlin's XXXX.....</b>	
Domestic.....	70	" chicken, 1/2 lb.....	95	<b>German.....</b>	
<b>BLUING.</b>		VEGETABLES.	95	<b>Bunola.....</b>	
Arctic, 4 oz ovals.....	4 00	Beans.....	1 25	<b>120 lb. or 100 lb. case.....</b>	
" 8 oz.....	7 00	Hamburg stringless.....	1 25	<b>Arbuckle's Ariosa.....</b>	
" pints, round.....	10 50	" French style.....	1 25	<b>McLaughlin's XXXX.....</b>	
" No. 2, sifting box.....	2 75	Limas.....	1 40	<b>German.....</b>	
" No. 3.....	4 00	Lima, green.....	1 30	<b>Bunola.....</b>	
" No. 5.....	8 00	Soaked.....	80	<b>120 lb. or 100 lb. case.....</b>	
" 1 oz ball.....	4 50	Lewis Boston Baked.....	1 35	<b>Arbuckle's Ariosa.....</b>	
<b>BROOMS.</b>		Bay State Baked.....	1 35	<b>McLaughlin's XXXX.....</b>	
No. 2 Hurl.....	2 00	World's Fair.....	1 35	<b>German.....</b>	
No. 1.....	2 25	Corn.....	1 35	<b>Bunola.....</b>	
No. 2 Carpet.....	2 50	Hamburg.....	1 30	<b>120 lb. or 100 lb. case.....</b>	
No. 1.....	2 75	Livingston Eden.....	1 30	<b>Arbuckle's Ariosa.....</b>	
Parlor Gem.....	3 00	Purity.....	1 30	<b>McLaughlin's XXXX.....</b>	
Common Whisk.....	1 00	Honey Dew.....	1 50	<b>German.....</b>	
Fancy.....	1 20	Morning Glory.....	1 20	<b>Bunola.....</b>	
Warehouse.....	3 50	Peas.....	1 20	<b>120 lb. or 100 lb. case.....</b>	
<b>BRUSHES.</b>		Hamburg marrofat.....	1 35	<b>Arbuckle's Ariosa.....</b>	
Stove, No. 1.....	1 25	" early June.....	1 35	<b>McLaughlin's XXXX.....</b>	
" 10.....	1 50	" Champion Eng.....	1 50	<b>German.....</b>	
" 15.....	1 75	Hamburg petit pois.....	1 75	<b>Bunola.....</b>	
Rice Root Scrub, 2 row.....	1 25	" fancy sifted.....	1 90	<b>120 lb. or 100 lb. case.....</b>	
Rice Root Scrub, 3 row.....	1 25	Soaked.....	65	<b>Arbuckle's Ariosa.....</b>	
Palmetto, goose.....	1 50	Harris standard.....	75	<b>McLaughlin's XXXX.....</b>	
<b>CANDLES.</b>		Van Camp's Marrofat.....	1 10	<b>German.....</b>	
Hotel, 40 lb. boxes.....	10	Early June.....	1 30	<b>Bunola.....</b>	
Star, 40 ".....	9	Archer's Early Blossom.....	1 35	<b>120 lb. or 100 lb. case.....</b>	
Paraffine.....	11	French.....	1 80	<b>Arbuckle's Ariosa.....</b>	
Wickling.....	24	Mushrooms.....	1 80	<b>McLaughlin's XXXX.....</b>	
<b>CANNED GOODS.</b>		French.....	1 80	<b>German.....</b>	
<b>FISH.</b>		Hubbard.....	1 20	<b>Bunola.....</b>	
Clams.....	1 15	Succotash.....	1 40	<b>120 lb. or 100 lb. case.....</b>	
Little Neck, 1 lb.....	1 90	Hamburg.....	1 40	<b>Arbuckle's Ariosa.....</b>	
" 2 lb.....	1 90	Soaked.....	80	<b>McLaughlin's XXXX.....</b>	
<b>Clam Chowder.</b>		Honey Dew.....	1 60	<b>German.....</b>	
Standard, 3 lb.....	2 00	Tomatoes.....	1 00	<b>Bunola.....</b>	
<b>Cove Oysters.</b>		Excelsior.....	1 00	<b>120 lb. or 100 lb. case.....</b>	
Standard, 1 lb.....	85	Eclipse.....	1 00	<b>Arbuckle's Ariosa.....</b>	
" 2 lb.....	1 65	Hamburg.....	1 30	<b>McLaughlin's XXXX.....</b>	
<b>Lobsters.</b>		Gallon.....	2 50	<b>German.....</b>	
Star, 1 lb.....	2 40	<b>CHOCOLATE-BAKER'S.</b>		<b>Bunola.....</b>	
" 2 lb.....	3 30	German Sweet.....	22	<b>120 lb. or 100 lb. case.....</b>	
Penic, 1 lb.....	2 00	Premium.....	35	<b>Arbuckle's Ariosa.....</b>	
" 2 lb.....	2 90	Pure.....	38	<b>McLaughlin's XXXX.....</b>	
<b>Mackerel.</b>		Breakfast Cocoa.....	40	<b>German.....</b>	
Standard, 1 lb.....	1 30	CHEESE.	40	<b>Bunola.....</b>	
" 2 lb.....	2 25	Amboy.....	@ 9	<b>120 lb. or 100 lb. case.....</b>	
Mustard, 2 lb.....	2 25	Horton.....	@ 8 1/2	<b>Arbuckle's Ariosa.....</b>	
Tomato Sauce, 2 lb.....	2 25	Riverside.....	@ 8 1/2	<b>McLaughlin's XXXX.....</b>	
Soused, 2 lb.....	2 25	Ged Medal.....	@ 8	<b>German.....</b>	
<b>Salmon.</b>		Skim.....	5 @ 6	<b>Bunola.....</b>	
Columbia River, flat.....	1 85	Brick.....	10 @ 6	<b>120 lb. or 100 lb. case.....</b>	
" tall.....	1 75	Edam.....	@ 1 00	<b>Arbuckle's Ariosa.....</b>	
Alaska, 1 lb.....	1 70	Limburger.....	@ 1 00	<b>McLaughlin's XXXX.....</b>	
" 2 lb.....	2 10	Pineapple.....	@ 25	<b>German.....</b>	
<b>Sardines.</b>		Roquefort.....	@ 25	<b>Bunola.....</b>	
American.....	4 @ 5	Sap Sago.....	@ 22	<b>120 lb. or 100 lb. case.....</b>	
" 1/2 lb.....	6 @ 7	Schwitzer, imported.....	@ 20	<b>Arbuckle's Ariosa.....</b>	
Imported.....	10 @ 12	domestic.....	@ 15	<b>McLaughlin's XXXX.....</b>	
" 1/2 lb.....	15 @ 16	<b>CATSUP.</b>		<b>German.....</b>	
Mustard.....	7 @ 8	Blue Label Brand.....	2 75	<b>Bunola.....</b>	
Boneless.....	20	Pint.....	4 50	<b>120 lb. or 100 lb. case.....</b>	
<b>Trout.</b>		Quart 1 doz bottles.....	3 50	<b>Arbuckle's Ariosa.....</b>	
Brook, 3 lb.....	2 50	<b>Apples.</b>		<b>McLaughlin's XXXX.....</b>	
<b>FRUITS.</b>		3 lb. standard.....	90	<b>German.....</b>	
<b>Apples.</b>		York State, gallons.....	2 40	<b>Bunola.....</b>	
<b>3 lb. standard.....</b>		Hamburg.....	2 50	<b>120 lb. or 100 lb. case.....</b>	

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

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

CRACKERS.  
Butter.  
Seymour XXX.....6  
Seymour XXX, cartoon.....6 1/2  
Family XXX.....6  
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.....8 1/2  
Crystal Wafer.....10  
Reception Flakes.....10  
Oyster.  
S. Oyster XXX.....6  
City Oyster, XXX.....6  
Farina Oyster.....6  
CREAM TARTAR.  
Strictly pure.....30  
Telfer's Absolute.....35  
Grocers'.....10 @ 15

DRIED FRUITS.  
Domestic.  
Sundried, sliced in bbls.....5  
Evaporated, 50 lb. boxes.....@7  
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.....9 @ 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 1/4 bbls.....@ 3 1/2  
" in less quantity.....@ 4

PEEL.  
Citron, Leghorn, 25 lb. boxes.....20  
Lemon.....25 " 10  
Orange.....25 " 11

RAISINS.  
Domestic.  
London layers, 2 crown.....1 40  
" 3 ".....1 65  
" fancy.....1 85  
Loose Muscatels, boxes.....1 25  
70 lb. bags.....@ 5 1/2

FOREIGN.  
Ondura, 29 lb. boxes.....@ 8  
Sultana, 30 ".....@ 11  
Valencia, 30 ".....@ 5 @ 5 1/2

PRUNES.  
Bosnia.....@  
California, 90x100 25 lb. bxs.....8  
" 80x90 ".....8 1/2  
" 70x80 ".....9  
" 60x70 ".....9 1/2  
Turkey.....@ 5 1/2  
Silver.....@ 11 1/2

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  
No. 1, 6.....1 35  
No. 2, 6.....1 25

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

FISH-Salt.  
Bloaters.  
Yarmouth.....1 10  
Cod.  
Pollock.....@5  
Whole Grand Bank.....6 @ 6 1/2  
Boneless, bricks.....5 1/2 @ 6 1/2  
Boneless, strips.....5 1/2 @ 6 1/2

Halibut.  
Smoked.....12  
Herring.  
Scaled.....18 @ 30  
Holland, bbls.....11 00  
" kegs.....85  
Round shore, 1/2 bbl.....2 00  
" 1/4 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 1 25  
3 oz.....1 00 1 50  
4 oz.....1 50 2 00  
6 oz.....2 00 3 00  
8 oz.....3 00 4 00

GUN POWDER.  
Kegs.....5 50  
Half kegs.....3 00  
HERBS.  
Sage.....15  
Hops.....25

INDIGO.  
Madras, 5 lb. boxes.....55  
S. F., 2, 3 and 5 lb. boxes.....50  
JELLY.  
17 b. pails.....55  
30 ".....85

LICORICE.  
Pure.....30  
Calabria.....25  
Sicily.....12  
LYE.  
Condensed, 2 doz.....1 25  
4 doz.....2 25

MATCHES.  
No. 9 sulphur.....1 25  
Anchor parlor.....1 70  
No. 2 home.....1 10  
Export parlor.....4 00

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

3 or 6 doz. in case per doz.....1 00  
MEASURES.  
Tin, per dozen.....\$1 75  
1 gallon.....1 40  
Half gallon.....70  
Quart.....45  
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  
Cuba Baking.  
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

Small.  
Barrels, 2,400 count.....4 50  
Half bbls, 1,200 count.....3 00  
PIPES.  
Clay, No. 216.....1 75  
" T. D. full count.....75  
Cob, No. 3.....1 25

POTASH.  
48 cans in case.  
Babbitt's.....4 00  
Penna Salt Co.'s.....3 25  
ROOT BEER  
Williams, per doz.....1 75  
" 3 doz. case.....5 00

RICE.  
Domestic.  
Carolina head.....6  
" No. 1.....5  
" No. 2.....@ 4  
Broken.....3 1/2  
Imported.  
Japan, No. 1.....6  
" No. 2.....5 1/2  
Java.....5  
Patna.....5

SPICES.  
Whole Sifted.  
Allspice.....10  
Cassia, China in mats.....8  
Batavia in bund.....15  
" Saigon in rolls.....35  
Cloves, Amboyna.....25  
Zanzibar.....25  
Nutmegs, fancy.....80  
" No. 1.....75  
" No. 2.....65  
Pepper, Singapore, black.....15  
" white.....25  
" shot.....19



<b>SALERATUS.</b> Packed 60 lbs. in box. Church's..... \$3 30 Deland's..... 3 15 Dwight's..... 3 30 Taylor's..... 3 00		<b>CHOICE.</b> Dust..... 10 @12 <b>BASKET FIRED.</b> Fair..... 18 @20 Choice..... 25 @25 <b>CHOICE.</b> Choice..... 25 @25 Extra choice, wire leaf..... 40 @40 <b>GUNPOWDER.</b> Common to fair..... 25 @25 Extra fine to finest..... 50 @50 Choice fancy..... 75 @75 <b>OOLONG.</b> Common to fair..... 23 @23 <b>IMPERIAL.</b> Common to fair..... 23 @23 Superior to fine..... 30 @30 <b>YOUNG HYSON.</b> Common to fair..... 18 @26 Superior to fine..... 30 @40 <b>ENGLISH BREAKFAST.</b> Fair..... 18 @22 Choice..... 24 @28 Best..... 40 @50		<b>WARPATH.</b> Banner..... 14 King Bee..... 15 Kiln Dried..... 17 Nigger Head..... 23 Honey Dew..... 24 Gold Block..... 28 Peerless..... 24 Rob Roy..... 24 Uncle Sam..... 28 Tom and Jerry..... 25 Brier Pipe..... 30 Yum Yum..... 32 Red Clover..... 32 Navy..... 32 Handmade..... 40 Frog..... 43		<b>WASHBOARDS.</b>  Single Wilson..... \$2 00 Saginaw..... 1 75 Rival..... 1 40 Daisy..... 1 00 Langtry..... 1 10 Defiance..... 1 75 Double. Wilson..... 2 50 Saginaw..... 2 25 Rival..... 1 80 Defiance..... 2 00 Crescent..... 2 50 Shamrock..... 2 50 Ivy Leaf..... 2 25 <b>VINEGAR.</b> 40 gr..... 7 50 gr..... 8 \$1 for barrel. <b>WET MUSTARD.</b> Bulk, per gal..... 30 Beer mug, 2 doz in case..... 1 75 <b>YEAST—Compressed.</b> Fermentum per doz. cakes..... " per lb..... Fleischman, per doz cakes..... " per lb.....		<b>* GRAINS and FEEDSTUFFS</b> <b>WHEAT.</b> No. 1 White (58 lb. test)..... 80 No. 1 Red (60 lb. test)..... 80 <b>MEAL.</b> Bolted..... 1 30 Granulated..... 1 50 <b>FLOUR.</b> Straight, in sacks..... 4 50 " barrels..... 4 60 Patent " sacks..... 5 50 " barrels..... 5 60 Graham " sacks..... 2 10 Rye " sacks..... 2 40 <b>MILLSTUFFS.</b> Car lots..... Less quantity Bran..... \$14 00 \$14 00 Screenings..... 15 00 15 00 Middlings..... 15 00 6 00 Mixed Feed..... 19 50 20 00 Coarse meal..... 19 00 19 50 <b>CORN.</b> Car lots..... 55 Less than car lots..... 57 <b>OATS.</b> Car lots..... 33 Less than car lots..... 41 <b>HAY.</b> No. 1 Timothy, car lots..... 13 50 No. 1 " ton lots..... 15 00 <b>OILS.</b> The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids: Ecocene..... 9 Water White, old test..... 8 1/2 W. W. Headlight, 150°..... 7 1/2 Water White..... 7 Naptha..... 7 Stove Gasoline..... 7 1/4 Cylinder..... 27 Engine..... 13 Black, 25 to 30 deg..... 7 1/4 <b>FRESH MEATS.</b> Swift & Company quote as fol- lows: Beef, carcass..... 5 1/2 @ 6 1/4 " hind quarters..... 7 @ 8 " fore "..... 3 1/4 @ 4 " loins, No. 3..... 9 1/4 @ 10 " ribs..... 8 1/4 @ 9 1/4 " rounds..... 5 1/2 @ 6 Bologna..... 4 1/2 Pork loins..... 7 1/4 " shoulders..... 7 1/4 Sausage, blood or head..... 4 1/4 " liver..... 4 1/4 " Frankfort..... 7 Mutton..... 8 Veal..... 6 @ 6 1/4		<b>HIDES, PELTS and FUR.</b> Perkins & Hess pay as fol- lows, prices nominal: <b>HIDES.</b> Green..... 2 1/4 @ 3 1/4 Part Cured..... 2 3/4 Full "..... 2 1/2 Dry..... 5 @ 5 Kips, green..... 2 1/2 @ 3 1/2 " cured..... 2 1/4 Calfskins, green..... 4 @ 5 1/2 " cured..... 2 1/2 Deacon skins..... 10 @ 20 No. 2 hides 1/2 off. <b>PELTS</b> Shearlings..... 10 @ 25 Lambs..... 20 @ 50 <b>WOOL.</b> Washed..... 20 @ 23 Unwashed..... 10 @ 20 <b>MISCELLANEOUS.</b> Tallow..... 3 1/2 @ 4 Grease butter..... 1 @ 2 Switches..... 1 1/2 @ 2 Ginseng..... 2 00 @ 2 75 <b>POULTRY.</b> Local dealers pay as follows: <b>DRESSED.</b> Fowl..... 9 @ 10 Turkeys..... 10 @ 11 Ducks..... 10 @ 11 <b>LIVE.</b> Chickens..... 11 @ 13 Fowls..... 7 @ 8 Turkeys..... 9 @ 10 Spring Duck..... 10 @ 11 <b>FISH and OYSTERS.</b> F. J. Dettenthaler quotes as follows. <b>FRESH FISH</b> Whitefish..... 7 @ 8 Trout..... 7 @ 8 Halibut..... 15 @ 15 Ciscoes or Herring..... 5 @ 6 Bluefish..... 11 @ 12 Fresh lobster, per lb..... 21 Soft crabs, per doz..... 90 Shrimp, per gal..... 1 25 Cod..... 10 @ 12 No. 1 Pickerel..... 8 @ 8 Pike..... 7 @ 7 Smoked White..... 7 @ 7 <b>OYSTERS—Cans.</b> Fairhaven Counts..... 40 F. J. D. Selects..... 35 <b>SHELL GOODS.</b> Oysters, per 100..... 1 25 @ 1 50 Clams..... 1 00 @ 1 25		<b>PAPER &amp; WOODENWARE</b> <b>PAPER.</b> Straw..... 1 1/2 Rock falls..... 1 1/2 Rag sugar..... 2 1/2 Hardware..... 2 1/2 Bakers..... 5 @ 5 Dry Goods..... 5 @ 5 Jute Manila..... 2 1/2 @ 2 1/2 Red Express No. 1..... 5 1/2 " No. 2..... 4 1/2 <b>TWINES.</b> 48 Cotton..... 50 Cotton, No. 1..... 17 " No. 2..... 16 Sea Island, assorted..... 30 No. 5 Hemp..... 15 No. 6 "..... 15 <b>WOODENWARE.</b> 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 10 Clothespins, 5 gr. boxes..... 40 Bowls, 11 inch..... 30 " 13 "..... 1 00 " 15 "..... 1 60 " 17 "..... 2 25 " 19 "..... 2 75 " 21 "..... 3 00 Baskets, market..... 35 " shipping bushel..... 1 25 " full hoop "..... 1 35 " willow cl'ns, No. 1 5 75 " " No. 2 6 25 " " No. 3 7 25 " splint " No. 1 3 50 " " No. 2 4 25 " " No. 3 5 00 <b>INDURATED WARE.</b> Pails..... 4 05 Tubs, 1/2 doz..... 4 55
---	--	--	--	---	--	--	--	--	--	--	--	---

# HILLSIDE JAVA!

FOR YOUR 38 OR 40c GRADE.



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

**ROYAL DUCHESS JAVA & MOCHA**

For your 35c grade.

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

**SAN MARTO BLEND**

For your 30c grade.

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

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

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

## THE J. M. BOUR CO.,

We Affirm That Good Goods Make Business.

Importers, Roasters and Jobbers of Fine Coffees,

And Poor Goods Mar Business.

TOLEDO, O., also Detroit & New York.

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

## PETTICOATS ON THE ROAD.

Success of a Woman Drummer on Straight Business Principles.

From the New York Sun.

Woman has torn down so many of the old tight board fences of prejudice and found so many new paths of usefulness that her presence in the domain of business is no longer a novelty; but comparatively few persons have ever met the "woman drummer." Her numbers are not sufficiently great to have induced the word-coiners to give her a name, and so she must be introduced as the traveling saleswoman, or, in the language of "the road," the woman drummer.

It was by no means easy to find here in New York one of the followers of this new departure. A search for her among the wholesale houses was like trying to run down the elusive sea serpent. Everybody had heard of her, and a few had even met her in the course of their travels, but when it came to actually locating her, memory either proved a total blank or registered the chimerical woman drummer from some quite remote quarter. At last, however, the reporter was so fortunate as to find a real, live and very interesting specimen of the new profession.

Mrs. Adole M. Graef is a traveling saleswoman. She has been in the business a year and a half, and she is, in the words of her employers, "a great success."

Mrs. Graef is a prepossessing woman, somewhat above the medium height, with pleasant brown eyes and an attractive manner which must be an important element in her success. When the reporter found her at her hotel the other day she was dressed in a handsome dark blue blazer suit with the most immaculate of white shirt waists and a dark blue tie. A blue trimmed sailor hat of quiet proportions completed an ideal business woman's costume. This attractive, dignified, womanly woman seemed by no means "cut out" for the hard life which we commonly imagine that of traveling salesmen to be, so that the first question asked her was quite involuntary.

"How in the world did you happen to go into this business?"

Mrs. Graef smiled.

"Well, it was for purely personal reasons," she said. "A great deal of trouble had come to me and I needed an occupation, one which would have variety in it. My father and my husband had both been physicians, and you might say that the study of medicine had been both born and bred in me. For that reason, I selected the drug business as the one most suited to my capabilities. I went to the firm for which I am now traveling. They had already had one 'woman salesman.' She had not proved to be a brilliant success. She had been in their employ for three weeks and during that time had been so ill for two weeks that the firm had found it an expensive trial.

"So, you see, when they sent me out it was a mere venture. They gave me the poorest territory they had, too. They sent me up to Connecticut, and they said within themselves, but not to me, that if I succeeded there I would succeed any place.

"That was a year and a half ago," and Mrs. Graef paused with a reflective smile. "I think," she continued with a satisfied little laugh, "I may safely say I did succeed."

"But how does your success compare with that of the men who travel for the firm?"

"I rank with the best salesman the house has. His work is quite different from mine, so that it is difficult to say which is ahead, but I have the harder work to do and yet I am even with him."

"How do traveling salesmen regard the innovation? Are they jealous of the women who are entering their field?"

"Yes, they really are. And their jealousy often makes them unkind. They drop little remarks about a woman keeping in her own place, and are often so unscrupulous as to try to injure her, if only by a shrug of the shoulder or an indefinite remark.

"As to my customers, they, in almost every case, receive me with the greatest

possible courtesy. I must confess that I do sometimes meet a crank, and, as perhaps you know, medical men are very set in their ways. But it is a pleasure to me when I finally convert my cranky customer and make him see me and my goods in the light I want him to. But these cases of crankiness are very rare. Generally I am received with the utmost kindness, and a great many favors are shown me which a traveling salesman rarely receives.

"One thing, however, I find that, at first, the druggists do not give me the same confidence which they would give a man. They doubt my knowledge of the business and its details. I have to win them over, which I always do, simply because I do thoroughly understand what I am trying to sell them. A woman cannot be successful unless she is thoroughly equipped with a knowledge of business methods in general, and her own business in particular. She is utterly foolish to depend on her personality, although, of course, that is a strong aid to success."

"Then what do you consider the most necessary qualifications for a successful traveling saleswoman?" the reporter asked.

"She must have a strong constitution, must be capable of quick thought, must be practical, economical and attractive in person and manner. Commercial traveling requires real muscular labor as well as mental ability. For instance, I have charge very often of the exhibit which our firm makes at medical conventions. I have just returned from one at Detroit. Now, just think! There were perhaps forty exhibits in a sort of competition. Of course, each person in charge had, as I had, two or three others to assist in arranging things. But I had the responsibility as well as the labor. Then there is always the going around in a strange city renting needed articles, hiring assistants, and, after the thing is all ready, one has to be on one's feet all day long, meet hundreds of people, and be always bright, good tempered and ready to adapt one's self to the mood of everyone.

"Why, I have to be quick as lightning to see a possible advantage and make the most of it. Then after it is all over, there is the long journey, a day or two in which to make up reports and receive orders, and it is time to start again. For a territory I have practically the whole country, and am sent in all directions. I am emancipated from Connecticut now, and go only to the large cities. Baltimore is one of my best places, and, do you know, before I went there we did hardly any business there at all. This fall I am going to Europe to take charge of some work abroad for the firm. It is a great chance to see every phase of life. On the cars, in hotels, in cities and in the little country towns which I used to visit, and in the asylums and hospitals which come in my province, I am brought into contact with every phase of life and all sorts of characters. The work is full of interest, and I sometimes have very funny experiences.

"I remember one time I was in the little town of Portland, Mich. I got in at 2 a. m. It was cold and the fire was out in the little office of the only hotel (save the mark!) which the little village afforded. The clerk, a great fat fellow, whose cheeks hung loosely and in a negligent manner over his collar, was sound asleep in a chair.

"I roused him with some difficulty and told him I wanted a room. Well, he led me along a narrow, winding hall and finally showed me into a room away off at one end of the building. After he went I began to look around. I found a door which led into another room, and from there a door led into a closet which had a partial partition between it and another closet. Of course, womanlike, I looked under the beds and made the usual thorough inspection, but I could scarcely sleep, thinking of that closet. The next day I asked the young fellow, a green country boy, who came to build my fire about the room, and he tried to calm my fears by telling me that he slept in the next room, and if anything happened for me to rap on the wall between us.

"That night I had retired, and was sound asleep when—rap! rap! rap!

## PRODUCE MARKET.

Apples—60¢@75¢ for ½ bushel box.  
Beans—Dry stock is in small supply and active demand. Dealers pay \$1.30@1.35 for unpecked and hold city handpicked at \$1.65@1.75 per bu.  
Beets—New, 35¢ per doz. bunches.  
Bernuda 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¢@13¢.  
Cabbages—60¢ and 75¢ per dozen, according to size.  
Cherries—\$2@2.25 per bushel.  
Cucumbers—40¢ per doz.  
Dried Apples—Sundried is held at 4¢@4½¢ and evaporated at 5¢@6¢.  
Eggs—The price is well maintained, dealers paying 14¢ and holding at 15¢ per doz.  
Honey—14¢ per lb. Very scarce.  
Lettuce—Grand Rapids Forcing is in fair demand at 5¢@7¢ per lb.  
Musk Mellons—\$1.50 per doz.  
Onions—Green are in fair demand at 10¢ per dozen bunches.  
Peas—June, \$1 per bu.; Marfat, \$1.25.  
Pieplant—1¢ per lb.  
Pineapples—\$1.25@1.75 per doz.  
Potatoes—New stock is in good demand at \$1 per bushel.  
Raspberries—Red and black are in moderate supply, being held at 10¢@12½¢ per qt.  
Radishes—8¢ per doz. bunches.  
Strawberries—This week will wind up the supply of home grown, which ranges from 4 to 7¢ per qt.  
Watermelons—18¢@20¢ apiece.  
Wax Beans—\$2 per bu.

## PROVISIONS.

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

PORK IN BARRELS.			
Mess, new.	12	00	
Short cut	13	25	
Extra clear pig, short cut.	15	00	
Extra clear, heavy			
Clear, fat back	14	00	
Boston clear, short cut.	14	50	
Clear back, short cut.	14	50	
Standard clear, short cut, best.	15	00	
SAUSAGE—Fresh and Smoked.			
Pork Sausage.	7½		
Ham Sausage.	9		
Tongue Sausage.	9		
Frankfort Sausage.	5		
Blood Sausage.	7½		
Bologna, straight.	5		
Bologna, thick.	5		
Head Cheese.	5		

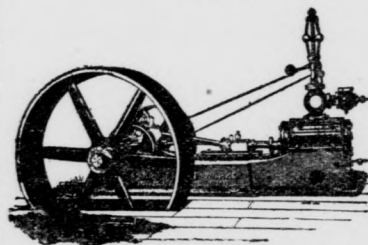
LARD.			
Kettle			
Rendered.	Granger.	Family.	Com.
10 lbs.	7½	5½	5½
20 lb. Tins.	8	7½	6
30 lb. Pails.	8½	7½	6½
10 lb.	8½	8	6½
5 lb.	8½	8½	6½
3 lb.	8½	8½	6½

BEEF IN BARRELS.			
Extra Mess, warranted 200 lbs.	6	50	
Extra Mess, Chicago packing.	6	50	
Boneless, rump butts.	9	00	

SMOKED MEATS—Canned or Plain.			
Hams, average 20 lbs.	11½		
" " 16 lbs.	12		
" " 12 to 14 lbs.	12		
" picnic.	8½		
" best boneless.	8½		
Shoulders.	8		
Breakfast Bacon, boneless.	10		
Dried beef, ham prices.	9		
Long Clinks, 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, 30 lb. baskets.	8		
Modern, 30 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		
Spring Rock.	.65		
Burnt Almonds.	1.00		
Wintergreen Berries.	.60		

CARAMELS.			
No. 1, wrapped, 2 lb. boxes.	34		
No. 1, " 3 " "	31		
No. 2, " 2 " "	28		
No. 3, " 3 " "	42		
Stand up, 5 lb. boxes.	90		

ORANGES.			
Californias, 96	@		
" 125.	@		
" 150	@	4	75
Messinas, choice 200	@		
" 160.	@		

LEMONS.			
Messina, choice, 300.	@	5	00
" fancy, 300.	@	5	50
" choice 300.	@	5	00
" fancy 300	@	5	50

OTHER FOREIGN FRUITS.			
Bananas, Firsts.	1	75¢@2	50
" Seconds.	1	00¢@1	50
Figs, fancy layers, 6lb.	@	13	
" " 10lb.	@	14	
" extra " 10lb.	@	15	
" " 20lb.	@	18	
Dates, Fard, 10-lb. box.	@	8½	
" " 50-lb. "	@	6½	
" Persian, 50-lb. box.	4½	@	5

NUTS.			
Almonds, Tarragona.	@	17	
" Ivaca.	@	15½	
" California.	@	17	
Brazils, new.	@	8	
Filberts.	@	11½	
Walnuts, Grenoble.	@	13½	
" Marbot.	@	10	
" Chili.	@	10	
Table Nuts, fancy.	@	12½	
" choice.	@	11½	
Pecans, Texas, H. P.	11	@	14
Cocoanuts, full sacks.	@	4	50

PEANUTS.			
Fancy, H. P., Suns.	@	5½	
" Roasted.	@	7½	
Fancy, H. P., Flags.	@	5½	
" Roasted.	@	7½	
Choice, H. P., Extras.	@	4½	
" Roasted.	@	6½	
California Walnuts.	@	12½	



WRITE FOR PRICE LIST.

Wm. Brummeler & Sons

Manufacturers and Jobbers of

Pieced & Stamped Tinware,

260 S. IONIAST., - Grand Rapids

TELEPHONE 640.



something awakened me. I was so startled that I could not speak or move.

"Rap! rap! rap!" came again, so I asked what was wanted.

"A voice replied, 'Here's a revolver!'"

"What!" I said.

"If you're afraid, here's a revolver!" came in hollow tones, which I recognized as those of the young fireman. I have had flowers and fruit and confectionery sent me at my hotel, but that was the first time anyone ever showed me the delicate little attention of offering me a revolver.

"How do I fare at the hotels? Well, when I first began to travel I followed my custom and that of most women, and went to the parlor on my arrival. From there I engaged my room, and I soon found out that I was by no means so well accommodated as were the men who arrived when I did. Now I go directly to the office and pick out my own room. As a result, I have the best there is, or, at least, I stand an equal chance with the others. I am such a persistent creature I generally get what I want anyway. I was not so at first, though. I was more meek and easily put off. But one acquires persistence, and then you learn the secret of the art of traveling in comfort, for it is an art to be acquired only by experience.

"Do I meet more traveling saleswomen in the West than in the East? Oh, yes, a great many more. Chicago merchants have been much more ready to send out women than the Eastern firms have. Perhaps it is because the Western woman is better adapted to the profession. I came to New York from Chicago, and I was almost the first woman to attempt traveling in the East. The women I have met have all been successful and have liked the work. A great many give it up, however, principally because they have not the strength.

"I have met women selling silks, cloaks, perfumes, baking powders, furniture, spices, and also traveling as agents for insurance firms. A woman has to work harder than a man to get the same credit. For instance, as I said, our firm had not done enough business in Baltimore to even pay expenses, but when I went there I did wonderfully well. It sounds like vanity for me to say so, but I can often sell goods when no man in the house can get the smallest order. But unless I did very, very well, don't you see, they would say I was not worth anything, even though I might be fairly good.

"If a woman wants to succeed she must pay no attention to other things. Of course, it is true that the fact that I am a woman helps me. And yet, one must be womanly or that very fact will be a drawback. A woman inclined to put her dependence on making personal conquests, and getting orders by that means, will soon have her hands full and her order book empty. There are a very few men who will be caught in that way, but the majority of them will be disgusted.

"The money that can be made in traveling depends on the person, and also the line for which she travels. There is more money in drugs than in other branches. I began with \$1,000 a year and expenses. Of course my salary is much larger now. Women in other lines are sometimes paid a commission when they begin, and they pay their own expenses. They receive from \$50 up to \$100 and expenses after they have been with a house some time."

"What do you consider the greatest drawbacks in the work?"

"The constant traveling is very hard and the physical wear and tear is too much for women who are not strongly constituted. Then there is the nervous strain of meeting a great many people. Sometimes, at conventions, I meet as many as 2,000 physicians, but, of course, that is not a common experience, and does not occur in other lines. It is hard, too, for a woman to adapt herself to hotel life. The housewifely instinct within her revolts at the inconveniences to which she is subjected. One has to grow hardened to those things."

"Would you attempt to dissuade a woman from entering the work?"

"Not at all. If she is strong and quick, understands her business, and has the faculty of making friends, she can earn

more money in this way than in almost any other. She must work hard, but she will see more of life in one month than most women see in a lifetime, and she will earn a snug income in the meantime.

"I have been sick once in the past year and a half. But, then, anyone might be ill occasionally. I was in Washington at the time, and my room was a flower garden through the kindness of the druggists and physicians who were my customers. So, you see, there was compensation even in that misfortune.

"How many traveling saleswomen do I think there are? Oh, I don't know. There may be half a dozen, but not more. It is a well-nigh untrodden field for women."

#### Depressed Glass Market.

The Oil, Paint and Drug Reporter says the trade in window glass this season has been disappointing, "both as regards the volume of business and the returns in the way of profits to manufacturers and jobbers." The market has been depressed as a result of oversupply, and although an effort was made by manufacturers to hold prices up, "it has evidently not had the desired effect, since American glass is selling to-day at as low if not lower figures than ever before. In spite of the fact that a majority of the manufacturers entered into what was called a cast-iron agreement to maintain prices, since violations of its provisions carried with them no exaction of a money penalty, the agreement has not been lived up to."

\$3.00

1.75

\$1.25

1.75) 1.250 (71  $\frac{3}{7}$

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

# Bigars

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

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

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

10 So. Ionia St., Grand Rapids.

#### Grand Rapids & Indiana.

Schedule in effect June 12, 1892.

##### TRAINS GOING NORTH.

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

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

##### TRAINS GOING SOUTH.

For	Arrive from	Leave going
For Cincinnati	South.	North.
For Kalamazoo	6:20 a m	7:00 a m
For Fort Wayne and the East	11:50 a m	2:00 p m
For Cincinnati	5:20 p m	6:00 p m
For Chicago	10:40 p m	11:20 p m
From Saginaw	11:30 a m	
From Saginaw	10:40 p m	

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

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

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

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

Through tickets and full information can be had by calling upon A. 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. & M.  
Lv. Grand Rapids at 7:15 a. m. and 1:00 p. m.  
Ar. Toledo at 12:55 p. m. and 10:20 p. m.

VIA D., G. & M.  
Lv. Grand Rapids at 6:50 a. m. and 3:25 p. m.  
Ar. Toledo at 12:55 p. m. and 10:20 p. m.

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

#### CHICAGO

JUNE 12, 1892.

##### AND WEST MICHIGAN RY.

##### GOING TO CHICAGO.

Lv. GR'D RAPIDS	9:00am	12:05pm	*11:35pm
Ar. CHICAGO	3:35pm	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.

Lv Grand Rapids	12:05pm	+ 6:30pm
Ar Chicago	8:30pm	2:00 am
Lv Chicago	9:30am	9:30am
Ar Grand Rapids	5:20pm	

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 MUSKOGON.

Lv. G. R.	10:00am	12:05pm	5:30pm	6:30pm
Ar. G. R.	10:50am	3:15pm	*2:00pm	

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	12:00m	*5:15pm	10:10pm

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. Grand Rapids	7:20am	4:15pm
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	12:00m	5:15pm	

##### THROUGH CAR SERVICE

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

Between Grand Rapids and Saginaw—Parlor car leaves Grand Rapids 7:20 a m.; arrives in Grand Rapids 7:40 p m. Seats 25 cents.

\*Every day. Other trains week days only.

GEO. DEHAVEN, Gen. Pass'r Ag't.

## MICHIGAN CENTRAL

"The Niagara Falls Route."

DEPART.	ARRIVE
Detroit Express	7:00 a m 10:00 p m
Mixed	7:05 a m 4:30 p m
Day Express	1:20 p m 10:00 a m
*Atlantic & Pacific Express	1:00 p m 6:00 a m
New York Express	5:40 p m 10:45 p m

\*Daily.  
All other days except Sunday.

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

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

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



## TIME TABLE

NOW IN EFFECT.

##### EASTWARD.

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

##### WESTWARD.

Trains Leave	*No. 81	+No. 11	+No. 13	*No. 15
Lv. Detroit	1:50p	m	1:50a m	4:05pm
G'd Rapids, Lv	7:06am	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. LOUD, Traffic Manager.  
BEN FLETCHER, Trav. Pass. Agent.  
JAS. CAMPBELL, City Ticket Agent.  
23 Monroe Street.

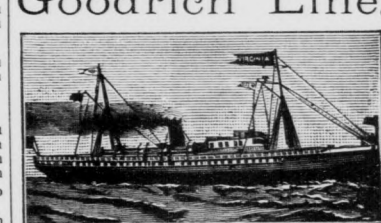
**Muskegon, Grand Rapids & Indiana.**

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 1,200 tons burthen, with sleeping accommodations for 300 passengers.

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

#### SCHEDULE:

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

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

NOTE—Saturday trips resumed on May 14.

RETURNING—Leave Chicago daily except Sunday at 7:30 p m, via Goodrich Line and arrive in Grand Rapids at 6:45 a m daily.

NORSE—Sunday trips resumed May 15.

GRAND RAPIDS TO CHICAGO, ONLY

\$3.90

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

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

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

## CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists  
GRAND RAPIDS



## Purely Personal.

Edson Roberts, the Sparta grocer, was in town Tuesday.

A. B. Steele, general dealer at Advance, was in town one day last week, making purchases for his summer trade.

A. S. Goodman and Harry L. Hall, of the Hazeltine & Perkins Drug Co., spent Sunday and Monday in Chicago as honorary guest of the Windy City.

Henry C. Shattuck, of the firm of Baker & Shattuck, jobbers of cheese and provisions and packers of canned goods, was in town one day last week.

A. C. Haynes, formerly engaged in the retail grocery business at DeLand, Fla., has located in this city for the purpose of establishing a merchandise brokerage business.

B. F. Emery, formerly a resident of this city, is now engaged in the merchandise brokerage business at Colorado Springs, where he has resided for the past two years.

L. G. Evans, general dealer at Eastport, was in town one day last week on his way to his former home in Jefferson, Ohio, where he proposes to rusticate a couple of weeks.

C. H. Cornell, formerly engaged in the produce commission business here, is now running a fruit ranch at South Riverside, Cal., raising oranges, lemons and other semi-tropical fruits.

Henry Knowlton succeeds D. F. Diggins as Cashier of the banking house of D. A. Blodgett & Co., at Cadillac. Mr. Diggins will devote his entire attention to the lumber business hereafter.

O. A. Ball and Willard Barnhart have returned from White Birch Point, the charming resort on Bear Lake, where they made their cottages ready for the reception of their families, who will take up their abode there this week.

The sympathy of the trade will go out to James A. Stratton, the Gold street grocer, whose wife died on Sunday at the family residence. The deceased had been ill several months and the fatal termination was not unexpected.

Peter P. and Paul J. Steketee are taking their vacation this week and next week Dan C. Steketee and C. Dosker will be missed from the wholesale department of P. Steketee & Sons. Dan Steketee will spend a portion of the time in Chicago.

## The Grocery Market.

Sugar—About the same as a week ago, the demand continuing large; but as the refiners are able to turn out enough sugar in four days to meet consumptive demands for a week, the talk of higher prices has so far resulted in talk and nothing else.

Provisions—Prices are booming all along the line.

Pickles—The glutted condition of the market for the past six months is evidently at an end, the larger packers having concentrated stocks, so far as possible and advanced their prices about \$1 per bbl.

Cheese—Finner in tone and active in demand, the impression of the trade being that prices have touched bottom for the season.

Beans—Dry stock is scarce and hard to get, handlers holding strong at \$1.75 per bushel.

Melons—The supply of large Georgia watermelons has been light, while there were considerable small and inferior melons offering. The cooler weather

checked trade somewhat, but the demand kept pace with supply.

Lemons—The cold weather has checked consumption to such an extent that the demand has decreased and prices have slumped off 50c a box.

Oranges—Nearly all cleaned out. Rhodis are so high that Western markets have not handled many.

Bananas—In good demand and fair supply. The cold weather brings them in green, occasioning considerable delay in making shipments.

## An Open Question.

There are few business men in this part of the State, and still fewer traveling men, who do not know Prof. Clock, who made a good living for over twenty years by the practice of phrenology and now manages to keep the wolf from the door by a gentlemanly species of begging.

He recently solicited the gift of a quarter from Willis P. Townsend, on the ground that he had not yet partaken of breakfast, which request was cheerfully complied with. Mr. Townsend was somewhat surprised, a few hours later, to learn that he was only one of a dozen traveling men who had contributed a similar sum for that particular breakfast, and he then and there resolved to upbraid the old gentleman for his duplicity the next time he met him. The opportunity was soon presented, when he introduced himself as the man who had bestowed a quarter for the supposedly charitable purpose of filling an empty stomach.

"Oh, yes," replied the old gentleman, "I remember! By the way, whom shall I thank for that quarter—you or the house you represent?"

The inquiry was so very pertinent that the intended rebuke failed to materialize.

## Bequests of the Late Samuel B. Sinclair.

Clifford Elliott and Henry T. Thurber are named as the executors and trustees of the will of the late Samuel B. Sinclair. By its terms all the testator's household furniture, wearing apparel and personal ornaments, with a few exceptions, are given to his brother, Charles B. Sinclair. Two trust funds, one for \$12,000 and another for \$3,000, are created. The income of the former is to go to the support of his brother's wife and children until the youngest of the latter becomes of age, when it is to be divided. The income of the second fund, and if necessary, the principal, is to be devoted to the education of Miss Jennie Olmstead. Twenty-five hundred dollars is bequeathed to the parents of Frances C. and Don M. Dickinson, Jr., to be invested by the parents, and when the children reach the age of 21 to be turned over to them. To Mrs. Thomas A. Stephen, of Galt, Ont., is bequeathed \$1,500; to David A. Sinclair, \$6,000, \$5,000 of which to be in lieu of an annuity for him under the testator's uncle's will. John B. Malony gets the deceased's bookcase and books. All the moneys realized from the testator's life insurance policies and business investments are to be reinvested and the income paid during her lifetime to his sister, Mrs. Margaret Sinclair Batty. If she dies without issue, \$25,000 of it goes to Mrs. Don M. Dickinson, and the balance as the sister may dispose by will. Provision is also made for the payment of legacies under his uncle's will. From the remainder the following amounts are to be paid: Walter S. Sinclair, \$10,000; Mrs. George F. Johnson, \$2,500; Mrs. Charles E. Hill, \$2,500; Mrs. Kate Chauncey, of Brooklyn, N. Y., \$2,500. Whatever may then remain goes to his sister and her heirs.

## Largest Crop Ever Known.

It is stated that the whortleberry crop will be the largest ever known in this State, the wet weather having been favorable to the yield and size of the berries.

## Likes the Paper—Timely Warning to Cannery.

ENSLEY, June 29—Allow me to say that your valuable paper grows more interesting each year. I consider it not only of value to the trade, but to the home as well.

Will you kindly publish in the columns of your paper a word of warning to the canning factories throughout the country in regard to neatness and care in putting up their goods for the trade? I have sold canned goods in my store for twelve years and during that time I have found worms, leaves and grass in such goods as corn, tomatoes and oysters. I can bring others who will give the same experience. Some may say, "Such stuff is found in cheap goods only." That is not true. It is found in first-class goods. Some of my friends have found the same in peaches and other fruit. As a word to the wise is sufficient, I think it time to inform such factories of this matter, as it has in some places been very much against the sale of canned goods.

Trusting this will meet your approval I ask you to kindly give a word of warning. I am very respectfully,

MRS. H. M. BUCHANAN.

THE TRADESMAN has heard such complaints before and gladly gives place to the above contribution, in hopes the publication may stimulate others who have noticed a similar condition of things to report the particulars to THE TRADESMAN for publication. No honorable packer intends that such goods shall go out of his factory and any oversight of that character is, undoubtedly, due to the carelessness of employees. In reporting discoveries of this character, kindly state names of brands in each case.

## A Legal Condition.

Not long ago, at a wedding dinner, one of the guests told this story:

In a Western town, a small number of zealous people decided to put up a Young Men's Christian Association building. A committee was appointed and they sent for a contractor to undertake the work. When he came, the first thing he did was to enquire, in a very worldly and matter of fact sort of way, into the financial resources of the organization. The president replied: "Never fear, sir; we are sure of funds; the Lord is on our side."

"That is all very well," replied the contractor, "but I want someone I can send the sheriff after if necessary."

## Uniform Prices on Sugar.

The wholesale grocers of Chicago have come together and established a uniform price on sugar to the retail trade of the Windy City. The price for this week is on the basis of 4.66 for granulated. It is reported that the plan will be extended to the general country trade, in case it works well with the city trade.

## Country Callers.

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

A. B. Steele, Advance.  
L. G. Evans, Eastport.  
Chas. P. Lillie, Coopersville.  
C. S. Comstock, Pierson.  
R. D. McNaughton, Coopersville.  
Edson Roberts, Sparta.

## Use Tradesman Coupon Books.

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

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

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

FOR SALE—DRUGS AND FIXTURES IN A booming city of Michigan. Will invoice about \$3,400. All in good condition and clean. Will sell cheap. Address: "Old Man," care Michigan Tradesman, Grand Rapids, Mich. 541

FOR SALE—SMALL STOCK OF DRUGS which will invoice \$700. \$500 cash, balance on time. '92 sales, \$1,600. Will rent or sell residence to purchaser. Rare chance for physician or young man. Address Doctor, care Michigan Tradesman. 544

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 invoice \$3,000 to \$3,500. Liberal discount for cash. For particulars, address No. 530, care Michigan Tradesman. 539

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

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

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

## SITUATIONS WANTED.

WANTED—SITUATION AS TRAVELING salesman. Would prefer groceries and city trade. Two years' experience in retail groceries. Can speak the Holland language. Address No. 542, care Michigan Tradesman. 542

## 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. 540

FOR SALE—ONE TWIN ENGINE AND TUBULAR boiler with all fittings. One lumber rig, capacity 15m; shafting, pulleys, etc. Also wagon and backsmith 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. 537

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.

WANTED—GOOD LOCATION FOR PHYSICIAN and small drug store in railroad town. Address No. 543, care Michigan Tradesman. 543

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

FOR RENT—FURNISHED SUMMER RESORT 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—BEST RESIDENCE LOT IN Grand Rapids, 70x175 feet, beautifully shaded with native oaks, situated in good residence locality, only 200 feet from electric street car line. Will sell for \$2,500 cash, or part cash, payments to suit. E. A. Stowe, 100 Louis St. 354

# WANTED!

## LUMBER

RED OAK, WHITE OAK,

BLACK ASH,

ROCK ELM, GREY ELM,

BASSWOOD.

A. E. WORDEN,

19 Wonderly Building,

GRAND RAPIDS, MICH.



## 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 1897. Correspondence solicited.

## BANANAS

SEND YOUR ORDERS TO US AND WE WILL ENDEAVOR

TO SEND YOU STOCK THAT WILL BE SATISFACTORY.

THE PUTNAM CANDY CO.

## Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

## 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.

## RINDGE, KALMBACH & CO.,

12, 14, 16 PEARL ST.

Grand Rapids, Mich.

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

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



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



# 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'

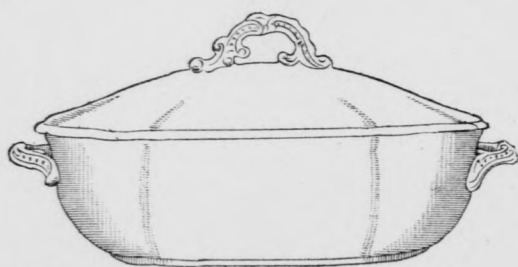
Complete Lines of Crockery, Glassware and House Furnishing Goods, Store Lamps and Parlor Lamps in Every Variety.

Catalogue No. 108.

GRAND RAPIDS, MICH

Free to Merchants.

Our Specialty--Alfred Meakins Best English Ware.



This costs no more than common domestic ware, and will never "craze" in your stock.

It will sell itself—the name is enough. Send for sheet showing crate lists and prices.

John Edwards "Hedgerow" Decorated Porcelain Englishware.

You need not  
buy a piece  
of Domestic  
Porcelain.



This incomparable English Stock pattern is much better and cheaper.

THIS WILL NEVER CRAZE.

It is proving itself a SELLER. It is an "open stock" pattern that can be matched for years to come.

See illustration in colors on page 22 of our catalogue.

Now  
Look Out  
FOR  
Our Lamps



We  
Are at the  
Front!

THIS SHOWS OUR

IDEAL LINE

— OF —

Decorated Sewing Lamps.

Gotten out expressly for a low price, beautifully finished

BARGAIN LAMP.

Send for our

COLORED LITHOGRAPHS

and package prices.

No such value has ever been offered.

OUR GOOD ENOUGH.



This rotary pump is a little wonder. It is improved and always sells the can when shown.

You should insist upon selling a covered can for gasoline, to keep out the water.

We carry only the best goods made in the United States.

Our prices the lowest.

Our assortment is simply unequalled.

Rotary Pump--Galvanized Iron Can.

BEST IN THE WORLD.

BELOW VALUE!

OUR

Mason's Fruit Jars

Cannot be bought by us at these prices.

ORDER EARLY!

Pints,	-	\$ 7 75 per gross
Quarts,		8 25 "
Half gallons,		10 75 "

SUBJECT TO CHANGE.



JELLY TUMBLERS.



Now is the Time

to order Jelly Tumblers, before stocks are broken. As usual our price is below the market and shows heavy car loads bought during the past winter.  
 $\frac{1}{2}$  pt. TT, per box, 1.65  
 $\frac{3}{4}$  " " " 1.80  
 Six dozen in box.

Factory Agents for Pearl Top.



Save your orders for  
LAMP CHIMNEYS  
Until you see our special prices for fall trade.

Now is the time to order.