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Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

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GRAND RAPIDS, JULY 13, 1892.

NO. 460

THE NEW YORK BISCUIT CO.

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Cracker Manufacturers,

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

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Successors to

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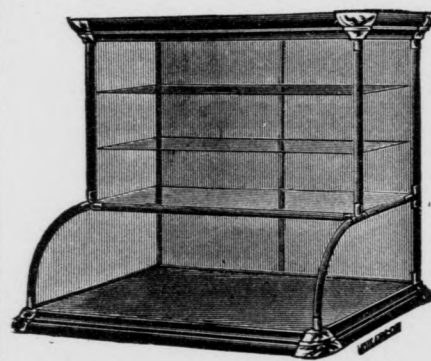
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Besides, we carry our own paper stock, envelopes, card-boards, etc.—buy direct, discount our bills and save the middleman's profit. Let us show you what we are doing.

PRINTING DEPARTMENT
THE TRADESMAN COMPANY

Would he forgive us? If I had been sure, I should have bribed a chambermaid to carry her a little note; but my salary was not large, and really she was not the sort of person to economize on a small one. Delicious, perfect in many respects, but not in that.

The sea air is too invigorating to allow a man's heart to break; it gives him too good an appetite; but I felt very sentimental, and would have written poems about my lost Anabella, only nothing would rhyme with that lovely name but prunella and umbrella, and they but passably; but at last I really did meet her face to face in church, to which she came in a waterproof with a hood that made her look like some dainty little monk. I sat beside her, and during the sermon every one else went to sleep, and we talked.

"Why do you cut me, Anabella?" I asked.

"I never thaw thuch a thupid man!" she replied. "I don't want to be tholded all the time, do I?"

"Does he scold you?" I asked.

"Um!" said Anabella, with a long, lingering accent on the m. "Thcold! Um—m! Awful!"

"But, Anabella, I can't live without you," I said.

"You've got to," she answered; "I'm never, never, never, never to thpeak to you again."

"You're speaking now," said I.

"Then I won't anymore," said Anabella. "I'll pretend I wath born deaf and dumb.

She shut her rose-bud mouth, and when after awhile I said:

"Suppose I should beg you to run away with me, wouldn't he forgive us?" she only shook her head decidedly. Neither would she allow me to escort her home.

I walked away in dudgeon. Half-way home I saw an excited crowd on the shore. The bathing-master was hastily bailing a boat. An old gentleman had gone out fishing; his boat was overturned, and he had been clinging to it unnoticed in the rain for a long while. He was almost exhausted.

"Who is it?" I asked.

"A party by the name of Ashe," said a fellow-boarder. "Seems to be taken with cramp. Bet a dollar he'll drown."

"Her father!" I resolved to risk my life to win his gratitude. Before the bathing-master had half bailed out his boat, I had divested myself of coat, vest, boots and hat, and plunged into the chilly water. I swam with vigor. I reached my old gentleman just in time. In the fervor of his gratitude he clung to me, and we might have drowned together but for a knack I have of untwisting anyone's fingers. I got him to shore, and for once I had met a grateful man. He overwhelmed me with thanks, and insisted that I should come and dine with him.

"We have our private table. Room 7. At six," he repeated. "Promise."

I was overjoyed to do so. I gathered up my wet clothes and got under shelter as soon as possible. I knew I had taken a bad cold in the head, but at least I should be allowed to know Anabella. Perhaps one day I might be the old gentleman's son-in-law. People set such a remarkable value on their lives, and I had saved his.

I dressed myself carefully that evening, and went to No. 7 at a quarter to six.

My old gentleman arose to receive me, and Anabella sat in the corner in a big arm-chair.

"My dear," said Mr. Ashe, taking my hand, and looking at Anabella, "this is the gentleman who saved my life this morning. I forgot to ask your name."

"Nubs," I said—"Wellington Nubs." "Come and shake hands with him, my dear."

But Anabella sat still.

"You thaid I muthn't," she answered. "What do you mean, my love?" asked the old gentleman.

"You thaid I muth never, never thpeak to Mr. Nubs," said Anabella. "I haven't, only onth; then I thoped the minute I remembered. It ith the gentleman I wath walking with on the beach."

"Oh," said the old gentleman, "I was not aware. I failed to recognize you, sir. However, that does not lessen my gratitude. Mr. Nubs—my wife. Anabella, my pet—Mr. Nubs."

"I'm very much pleased to make your acquaintance," said Anabella. And we shook hands.

Half an hour afterward he went out of the room. I looked at Anabella.

"Madam," I said, "did I hear Mr. Ashe rightly? Are you his wife?"

"Yeth," said Anabella, in surprise. "I wouldn't be here all alone with him if I wathn't, would I?"

"I thought you were his daughter," I said. I beg you to understand that I thought you were a young lady, an unmarried girl. I—I—Smythe introduced you as Miss Ashe."

"Tho he did," said Anabella. "Thome people alwayth thay mith for mitheth. Maybe he didn't know; he wath a rethent acquaintanth. I thought it wath funny you should athk 'if pa would be mad if we eloped?'"

"There, again," I said—"pa."

"That's my pet name for him," said Anabella, "ever thinth baby began to talk. Baby ith home with her grandma—my ma."

I arose—I felt that I could not stay and dine—and saying I knew not what.

"I thuppose," said Anabella, "that you thought I wath Mither Ashe's daughter because he's old and I'm young. He ith a real old gentleman, but he ith awful rich, and givth me anything I want. If you'll thay I'll show you my new shawl and my diamond earrings. Oh, he ith awful nice!"

"I'm sure he is," I said, "but I have an appointment I had forgotten. Excuse me to Mr. Ash."

I got out of the room, passing him with a bow on the stairs, and I left the place that night. My desire to marry a little goose is not as strong as it was. If little geese were all as good and bidable as Anabella Ashe, a man might be safe in doing it, but oh, alas! if the little goose were naughty!

MARY KYLE DALLAS.

Too many merchants depend upon the statements of others as to the quality of goods as well as on prices. In fact, this condition of mind on the part of the buyer is the supremacy of bliss to the seller. Once the buyer has reached that stage wherein he is the henchman of the seller, the he has lost the grip on business which leads to fortune. Men who succeed are not of those who allow sentiment to flavor either their judgments or their purchases. Given two men, one with commodities to sell to the other who wishes to buy, the man will reap the most advantage whose knowledge of the business is best, and whose confidence in his own judgment cannot be shaken.

GOLD MEDAL, PARIS, 1878.



W. BAKER & Co.'s
Breakfast
Cocoa

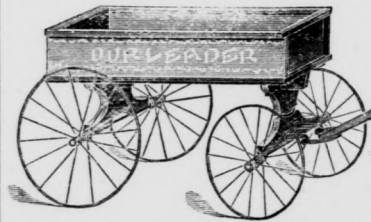
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Dutch Process

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

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

W. BAKER & CO., Dorchester, Mass.



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Benton Manufacturing Co.,

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Boys' Carts, Express Wagons,

Children's Sleighs, Etc.

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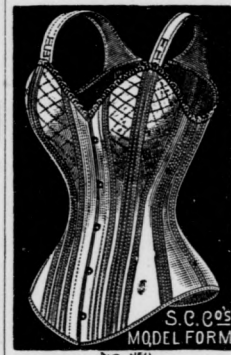
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Dealers in Dry Goods & Notions

Schilling Corset Co.'s



CORSETS

THE
MODEL
(Trade Mark.)
FORM.

Greatest Seller on Earth!

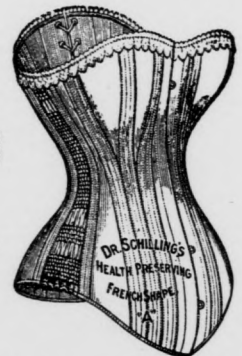
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SCHILLING CORSET CO.,

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ASPHALT
FIRE-PROOF ROOFING

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

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

FIRE-PROOF ROOF PAINT,

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

H. M. REYNOLDS & SON,

Practical Roofers,

Cor. Louis and Campan Sts., Grand Rapids, Mich.

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Take a course in the
Sprague Correspondence
school of Law
(Incorporated). Send ten
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lars to

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No. 875 Whitney Block,
DETROIT, MICH.



"ROCHESTER OF MICHIGAN."

The Predictions of Fifty-five Years Ago More Than Realized.

E. D. Snow, landlord of the National Hotel at Howell, favors THE TRADESMAN with a copy of the first newspaper issued in this city, the *Grand River Times*, the initial number bearing date of April 18, 1837. It was a four page paper, six columns to the page, and, although yellow with age, it is a model of editorial and typographical excellence. It was published by Geo. W. Pattison, who is still living, having conducted a second-hand book store at Detroit for many years. The issue referred to contains the inaugural address of Martin Van Buren, wherein he announces his intention of opposing any action in Congress looking to the abolition or curtailment of negro slavery, and a somewhat rhetorical editorial, descriptive of the Grand Rapids of fifty-five years ago, which evinces rare prophetic power on the part of the writer. So graphic is the portrayal of this village of 1,200 people, all of whom appear to have been actuated by the belief that Grand Rapids was destined to be a city of wide commercial importance, that THE TRADESMAN takes pleasure in reproducing the article entire:

The West, the "Mighty West," is a theme that can never fail to attract the attention and awaken a lively interest in the minds of all who favor the publisher with the perusal of this sheet. It is, in fact, the polar star to enterprise—to ambition—and the concentrating magnet to Eastern emigrants. The farmer—the mechanic—the professional man and the capitalist seem alike attracted to this "land of promise," to scenes of wild adventure and hail with a gladdened heart the bright prospects that greet their safe arrival to the Oakland wilds! But, while nature has been lavish in her universal gifts, to a wide extent of fertile plains, rich in soil and beautiful in aspect, she seems to have selected a few as chosen spots, upon which she has bestowed every gift that can enhance their value or beautify their site—among which the location of Grand Rapids stands pre-eminent.

Though young in its improvements, the site of this village has long been known and esteemed for its natural advantages. It was here that the Indian traders long since made their grand depot. It was at this point that the missionary herald established his institution of learning—taught the forest child the beauties of civilization, and the inestimable benefits of the Christian religion. This has been the choicest, dearest spot to the unfortunate Indian, and now is the pride of the white man. Like other villages of the West, its transition from a savage to a civilized state has been as sudden as its prospects are now flattering.

Who would have believed, to have visited this place two years ago, when it was only inhabited by a few families, most of whom were of French origin—a people eminent for exploring the wilds and meandering rivers—that this place would now contain its 1,200 inhabitants? Who would have imagined that this rapid would have been the improvement of this romantic place? The rapidity of its settlement is beyond the most visionary anticipation; but its location, its advantages, and its climate were sufficient to satisfy the mind that nothing but a frown of providence could blast its prospect!

The river upon which this town is situated is one of the most important and delightful to be found in the country—not important and beautiful alone for its clear, silver-like water winding its way through a romantic valley of some hundred miles, but for its width and depth, its susceptibility for steam navigation, and the immense hydraulic power afforded at this point.

We feel deeply indebted to our Milwaukee friends for their lucid description

of the advantages to be derived from a connection of the waters of this river with those of Detroit by canal or railroad. A canal is nearly completed around the rapids at this place, sufficiently large to admit boats to pass up and down with but little detention. Several steamboats are now preparing to commence regular trips from Lyons, at the mouth of Maple river, to this place, a distance of sixty miles; and from this to Grand Haven, a distance of thirty-five to forty miles; thence to Milwaukee and Chicago.

Thus the village of Grand Rapids, with a navigable stream, a water power of twenty-five feet fall; an abundance of crude building materials; stone of excellent quality; pine, oak and other timbers in immense quantities within its vicinity, can but flourish—can but be the Rochester of Michigan! The basement story of an extensive mill, 160x40, is now completed; a part of the extensive machinery is soon to be put into operation. There are now several dry goods and grocery stores—some three or four public houses—one large church erected, and soon to be finished in good style, upon the expense of a single individual, who commenced business a few years ago by a small traffic with the Indians. Such is the encouragement to Western pioneers! The village plat is upon a bold bank of the river, extending back upon an irregular plain some eighty to a hundred yards to rising bluffs, from the base and sides of which some of the most pure, crystalline fountains of water burst out in boiling springs, pouring forth streams that murmur over their pebbly bottoms, at once a delight to the eye and an invaluable luxury to the thirsty palate.

New England may surpass this place with her lofty mountains, but not with her greatest boast, purity and clearness of water. Our soil is sandy, and mostly dry. The town is delightful, whether you view it from the plain upon the banks of the river, or from the bluffs that overlook the whole surrounding country. To ascend these bluffs, you take a gradual rise to the height of a hundred feet, when the horizon only limits the extent of view. The scenery to an admirer of beautiful landscape is truly picturesque and romantic. Back East from the town is a wide spread plain of burr oak, at once easy to cultivate and inviting to the agriculturist. Turning Westward, especially at the setting of the sun, you behold the most enchanting prospect—the din of the ville below—the broad sheet of water murmuring over the rapids—the sunbeams dancing upon its swift gliding ripples—the glassy river at last losing itself in its distant meanderings, presents a scenery that awakes the most lively emotions. But the opposite shore upon which you behold a rich, fertile plain, still claims no small amount of admiration. Near the bank of the river is seen the little rude village of the more civilized Indians—their uncouth framed dwellings—their little churches, and their mound-like burying places. The number and size of the mounds which mark the spot where lie the remains of the proud warrior and the more humble of his untamed tribe too plainly tell the endearments of that lovely plain to the aborigines; and how quick the mind will follow the train of association to bygone days, and contrast these reflections with present appearances. Thus we see the scenes of savage life quickly spread upon the broad canvass of the imagination—the proud chieftain seated, and his tribe surrounding the council fires—the merry war dance, the wild amusements of "the red man of the forest." Contrast this with their present unhappy condition! The bright flame of their lighted piles has been extinguished and with it has faded the keen, expressive brilliancy of the wild man's eye! Their lovely Washtenang, upon which their light canoes have so long glided, is now almost deserted! It is from this point, too, that you can see in the distance the evergreen tops of the lofty pine, waving in majesty above the sturdy oak, the beach and maple, presenting to the eye a wild, undulating plain with its thousand charms.

Such is the location, the beauties and advantages of the youthful town. The

citizens are of the most intelligent, enterprising and industrious character. Their buildings are large, tasty and handsomely furnished—the clatter of mallet and chisel—the clink of hammers—the many newly raised and recently covered frames—and the few skeleton boats upon the wharves of the river, speak loudly of the enterprise of the place! Mechanics of all kind find abundance of employ, and reap a rich reward for their labor. Village property advances in value, and the prospect of wealth is alike flattering to all. What the result of such advantages and prospects will be, time alone must determine.

But a view of this place and vicinity, where we find a rich and fertile soil, watered with the best of springs, and enjoying, as we do, a salubrious climate, a healthful atmosphere, and the choicest gifts of a benign Benefactor, would satisfy almost anyone that this will soon be a bright star in the constellation of Western villages. Such, gentle reader, is a faint description of the place from which our paper hails—from which, we hope, will emanate matter as pleasing and interesting as the town is beautiful and inviting.

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.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 S. Ionia St., Grand Rapids.

HIRTH, KRAUSE & CO.,

JOBBERS OF



CHILDREN'S SHOES

Leather and Shoe Store Supplies.

12-14 LYON ST., GRAND RAPIDS.

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Grand Rapids, Mich.

D. A. BLODGETT, President.
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CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

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JOBBERS OF

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Felt Boots and Alaska Socks.

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SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

—AND—

Gents' Furnishing Goods.

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

BUY THE PENINSULAR

Pants, Shirts, and Overalls

Once and You are our Customer for life.

STANTON, MOREY & CO., Mfrs.

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

STANWOOD & Co.,

Gloucester, Cape Ann, Mass.

RECEIVE

Mackerel, Codfish, Herring
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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

AMONG THE TRADE.

AROUND THE STATE.

Battle Creek—The Eureka Loom Co. is succeeded by Sharpe & Kynett.

Saginaw—Fred J. Riedel has sold his grocery stock to F. J. Shoemaker.

Baldwin—C. H. Jackson succeeds Smith & Jackson in the milling business.

Fenton—Alonzo Curtis is succeeded by A. Curtis & Son in the tailoring business.

Bessemer—Ehrmantraut & Meier succeed the Ehrmantraut Meat & Provision Co.

Battle Cree—Sharpe & Kynett succeed Sha-pe & Robinson in the hardware business.

Muskegon—Geo. W. Steele has opened a flour and feed store at 27 South Terrace street.

West Bay City—Mary J. Boston is succeeded by C. C. Castanier in the grocery business.

Hesperia—R. Wilson has removed his hardware stock from this place to Walkerville.

Dundee—Hendricks & Hall will discontinue their cigar manufacturing business at this place.

Hancock—Wm. Berkson & Co. have purchased the clothing stock of Betsie (Mrs. M. J.) Fisher.

Grand Junction—G. A. Bates has purchased the Feazell drug stock and will continue the business.

Battle Creek—The firm of Mechen & Geddes, stationers, has dissolved, Jas. T. Geddes & Co. succeeding.

Kalamazoo—Henry Ward Beecher has purchased the book and stationery stock belonging to Miss J. Lizzie Caryl.

Flat Rock—Fred Burden writes THE TRADESMAN that the report that he has sold his wagon business is untrue.

Jackson—A. M. Sprague & Co. have closed out their stock of notions and men's furnishing goods, and retired from business.

Sparta—Walch & Hicks have leased their meat market to D. J. McLeod. They will continue the buying and shipping of cattle, hogs, etc.

Ithaca—The Ithaca Lumber Co. has erected a new office and warehouse, a large retail and wholesale trade having been built up in both hardwood and pine.

Dimondale—Dr. E. M. Snyder, formerly engaged in the drug business at Sunfield, has purchased the E. M. Burnham drug stock here and will continue the business at the same location.

Manistee—George R. Scoville, formerly of the grocery and drug firm of Scoville & Rich, has purchased the grocery stock of Secor Bros., and will continue the business at the same location.

Kalamazoo—Chas. Young, formerly engaged in the drug business at Allegan, has purchased the Hotchkiss drug stock at Hastings and removed it to this city, locating at 319 North Burdick street.

Stanton—Warren D. McLean has sold his interest in the grocery stock of Ball & McLean to P. J. Devine and will take up his residence in the West. The new firm will be known as Ball & Devine. The new member of the firm is by no means a stranger here, having been a member of the former firm of Epley & Devine.

Ionia—F. W. Stevenson, who recently purchased the interest of the Dye estate in the corner store of Union block, giving him the entire ownership, will shortly commence work, connecting the same with the store now occupied by F. W.

Stevenson & Co., for the purpose of doubling the store-room capacity. The plans embrace a number of changes and improvements, which, when completed, will give the firm one of the most complete dry goods stores in Western Michigan. The two stores will be connected by two archways, one at the rear end of the division wall, and one just back of the stairway, giving entrance to basement, where a carpet and wall paper room, 24x80 feet, will be fitted up.

McBride—C. L. Lewis, formerly engaged in general trade here, but now engaged in trade at Aberdeen, Wash., is spending a few weeks with Michigan friends. He is not particularly in love with his new location, if the following interview with a reporter is any criterion: "It costs about one-third more to live in Washington than it does in Michigan; it requires more capital to engage in business there than it does here and there are more chances to be taken. Common labor is worth from twelve to fourteen shillings a day; carpenters receive from \$2.50 to \$3 a day and are called upon to pay from 25 to 40 cents a pound for butter, 25 cents a dozen for eggs at the lowest price, and for other eatables and rent accordingly. Business lots which sold in Aberdeen one year ago for \$5,000 are offered for \$2,000 and resident lots which sold from \$500 to \$2,000 are now offered at most any price. The town, not unlike other towns in the West which have had too much boom, is virtually at a stand still and no building to speak of is going on, notwithstanding the railroad has just reached the place."

MANUFACTURING MATTERS.

Port Huron—Jas. K. Lodge succeeds Frank Haskal in the manufacture of cigar boxes.

Hamilton—Benjamin Brower has been admitted into partnership in the firm of Harvey & Benjamin, millers. The style of the firm remains unchanged.

Marquette—Kimmel, Robertson & Co., who have had their head office and yard in this city, have abandoned this field and moved their office to their sawmill at Crystal Lake, 80 miles west of here, and will do only a carlot business in future.

Oscoda—The Gratwick Smith & Fryer Lumber Co. has two mills manufacturing 375,000 feet a day. One mill is operated day and night. Recently the company sold 100,000,000 feet of stumpage to Bliss and a Saginaw syndicate, which means that the product will go to the Saginaw Valley for manufacture. Next year will complete the operations of the Gratwick Smith & Fryer Lumber Co. in this vicinity.

Manistee—The White & Friant sawmills, which have been idle some time, have started up again, as they have 1,000,000 feet of logs accumulated in their boom. They will probably have as many more later in the season, which will about exhaust their stock in this region. When they bought this plant four years ago, it was only to saw out a group of 50,000,000 feet of timber that they had on hand, and this they have about accomplished.

Oscoda—The H. M. Loud & Sons Lumber Co. now owns the Potts mill and is operating it as well as two other mills. In 1891 the product of the Loud mills was 49,915,000 feet of lumber; 25,278,000 shingles; 41,223 telegraph poles; 202,174 posts and ties; and 2,314,714 feet of nor-

way cut into cross arms for telegraph and telephone purposes. The business for May was the largest in the history of the company. The shipments were 13,284,237 feet of lumber, 12,305 ties, 10,996 posts and 4,009 telegraph poles. The Loud company's mill will exhaust its pine holdings in about three years, but continuing the tie and pole business with the manufacturing of hardwoods the mills can probably be utilized eight or ten years after the pine has all been manufactured. The company has about 100 miles of main line, and branches, known as the Au Sable & Northwestern Railroad.

TALKS WITH A LAWYER.

Written for THE TRADESMAN.

SUBSCRIPTIONS TO STOCK.

What is the nature of the obligation one assumes, or does he assume any legal obligation, in signing his name to a subscription for stock in a corporation not yet formed? Is it a proposal, on his part, which he may withdraw at pleasure? Is it a one-sided agreement, or an agreement without consideration, or a conditional promise which may or may not be binding upon the signer according as he shall subsequently choose? It may be fairly stated that many names placed upon stock subscription papers are so placed without any definite comprehension of the nature of the transaction, and of its legal effect. This is apparent to anyone who has been the promoter of corporation enterprises and has had in charge the soliciting of subscriptions thereto. A few words in the direction suggested cannot fail to be of interest and profit to the public, inasmuch as corporate enterprises have become so numerous that there is scarcely an individual, however humble his circumstances, but, at sometime or another, has been solicited, or been tempted, to become a subscriber to the capital stock of a corporation. What then is a subscription to stock? It may be stated to be a promise, by the subscriber, to take and pay for the shares for which he subscribes, upon a consideration sufficient and valid to support it. The nature of this consideration we shall discuss later on. More fully, the promise is one to take and pay for the shares on the terms of the subscription paper, and of the act under which the company is organized. It is usual to state in the subscription paper what act it is intended to use in organizing, and if that act makes the stockholders individually liable for the debts, they are thus liable, even although they have not done anything beyond the signing of the subscription paper. In other words a subscription to the stock means more than an assent to the mere proposal to form a corporation for certain purposes. It means the same as if all the provisions of the statute under which it is proposed to organize were a part of the agreement signed. The agreement of the subscriber is to take the number of shares set opposite his name, and to pay for them according to the provisions of the act. The subscription may be made on condition, as for instance, that the amount subscribed shall reach a certain sum, and it has been held that, in the case of the condition mentioned, it must be intended to mean fair subscriptions, such as may probably be collected. As to the form of subscription, all that is required is that it shall indicate the intention of the subscribers to

become stockholders, and the number of shares respectively taken by them. The several subscribers may sign separate instruments, they being copies of each other, and they will be regarded as one and the same instrument, and where a statute requires that subscription books shall be opened, it has been held that one or several subscription papers constitute a "book" within the meaning of the statute. The signer of a subscription paper before the organization of the corporation is complete, cannot withdraw his subscription without the consent of the other subscribers, and, though he has erased his name, the corporation can collect his subscription. This has not been declared to be the law without exceptions, but it has been held universally that where the incorporating of the company was completed, before the subscriber attempted to withdraw his subscription, he had lost the right to do so. When one has signed articles of association, he has entered into a contract which is not open to revocation. The other subscribers have an interest in the execution and performance by each subscriber of his agreement, and after the incorporation has begun a legal existence it has acquired a vested interest in each subscriber's agreement. This subject will be continued in a further paper.

WM. C. SPRAGUE.

The Ball-Barnhart-Putman Co. has received a large shipment of the celebrated "Sunset" brand of London layer raisins direct from the growers in California. The shipment came in a refrigerator car and was placed in cold storage on arrival, only about fifty boxes being taken from cold storage at a time. This ensures fresh stock at all times, if the retailer takes half as much pains as the grower and jobber do to keep the fruit from deteriorating.

P. Steketee & Sons are showing a line of Lenox and Kimono tickings, which are the handsomest patterns ever seen in this market. The Messrs. Steketee are sole agents for the manufacturers in Western Michigan.

Crockery & Glassware

FRUIT JARS.	
Pints.....	\$ 7 50
Quarts.....	8 00
Half Gallons.....	10 50
Cups.....	3 25
Rubbers.....	45
LAMP BURNERS.	
No. 0 Sun.....	45
No. 1 ".....	50
No. 2 ".....	75
Tubular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun.....	1 75
No. 1 ".....	1 88
No. 2 ".....	2 70
First quality.	
No. 0 Sun, crimp top.....	2 25
No. 1 " ".....	2 40
No. 2 " ".....	3 40
XXX Flint.	
No. 0 Sun, crimp top.....	2 60
No. 1 " ".....	2 80
No. 2 " ".....	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled.....	3 70
No. 2 " ".....	4 70
No. 2 Hinge, " ".....	4 88
La Bastie.	
No. 1 Sun, plain bulb, per doz.....	1 25
No. 2 " ".....	1 50
No. 1 crimp, per doz.....	1 35
No. 2 " ".....	1 60
LAMP WICKS.	
No. 0, per gross.....	23
No. 1, ".....	28
No. 2, ".....	38
No. 3, ".....	75
Mammoth, per doz.....	90
STONEWARE—AKRON.	
Butter Crocks, 1 and 6 gal.....	06 1/2
Jugs, 1/2 gal., per doz.....	75
" 1 " ".....	90
" 2 " ".....	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c).....	60
" " 1 " " (" 90c).....	78

GRAND RAPIDS GOSSIP.

J. F. Reed has opened a grocery store at Paris. The Ball-Barnhart-Putman Co. furnished the stock.

Chas. E. Herington has removed the general stock he recently purchased at Campbell to this city, locating at 445 Lyon street.

E. B. Downing has sold his grocery stock at 230 Plainfield avenue to H. A. Olney, late of Hillsdale, who will continue the business at the same location.

G. A. Bates has purchased the general stock formerly owned by the Feazell estate, at Grand Junction and added largely thereto. Foster, Stevens & Co. booked his order for a hardware stock.

Bently & Cornell, who recently purchased the Barston furnace business on Fountain street, have removed to 778 South Division street and put in a full line of hardware. Foster, Stevens & Co. furnished the stock.

Local jobbers are in receipt of a circular from the Heaton-Peninsular Button Fastener Co., announcing an advance in the price of fasteners from 38 to 90 cents a great gross. This increases the price to the retail trade from 45 cents to \$1 a great gross.

Connor & Giddings—composed of Wm. Connor and Albert J. Giddings—who contemplated embarking in the men's furnishing goods and hat and cap business at 24 Pearl street on July 1, have concluded to defer the inauguration of the business until January 1, when Mr. Connor's present engagement with Michael Kolb & Son expires.

Hirth & Krause have admitted to partnership Alfred B. Hirth and Edgar T. Hirth and the firm will hereafter be known as Hirth, Krause & Co. A. B. Hirth has represented the house on the road for the past eight years, while E. T. Hirth has been with the firm about the same length of time in the capacity of book-keeper. Both gentlemen have been faithful employes and will, undoubtedly, prove to be equally valuable to the house in their new relations.

Interesting developments are likely to occur in the James N. Wells matter, referred to at some length last week. The creditors have invoked the assistance of experts in several lines, resulting in disclosures which may cause several persons considerable discomfort. It is no longer a matter of conjecture that Wells had several accomplices in the swindle and it is to be hoped that the creditors will decline to compromise their claims and pursue this matter until the guilty parties are brought to justice.

Wm. Keyes & Son, general dealers at Thompsonville, have ceased to exist as a firm, the stock having been seized and sold on the first mortgage by Trustee Judson and disposed of to other dealers in that town. There were seven creditors named in the first mortgage—Olney & Judson Grocer Co., I. M. Clark Grocery Co., Rindge, Kalmbach & Co. and Foster, Stevens & Co., of this city; Walsh-DeRoo Milling Co., Holland; Pritzliff Hardware Co. and Roundy, Peckham & Co., of Milwaukee. As soon as the stock was sold under the mortgage, Trustee Judson sent J. M. Flanagan to Thompsonville, with instructions to close out the stock as soon as possible. He sold the drug and hard-

ware stock to the Thompson Lumber Co. and the boots and shoes, clothing and groceries to Mrs. C. E. Keys, wife of the senior member of the old firm, who recently removed her stock of goods from Bear Lake to Thompsonville and proposes to continue business at the latter place. The stock inventoried \$1,200 and realized about \$600, giving the creditors secured by the first mortgage about 50 cents on the dollar.

Gripsack Brigade.

H. Bolhuis, formerly with F. A. Wurzburg & Co., has taken the position of city salesman for Morris Levy.

J. D. Davis, formerly with the Monaghan Bay Shoe Co., has gone on the road for Kirth, Krause & Co. the engagement dating from July 5.

F. H. McDonough, formerly on the road for Jas. H. Walker & Co., of Chicago, is now State Manager for Sprague's Collection Agency, of Chicago.

Edward L. Bush, traveling representative for the American Eagle Tobacco Co., who was married in this city on the 2nd to Miss Marguerite E. Mettles, will take up his residence at Grand Blanc.

David Haugh says that he and Chas. S. Brooks have declined the commission offered them by Dr. J. B. Evans and that the latter has supplied the vacancy by the appointment of Capt. Jas. N. Bradford.

Geo. W. Stowitts, Michigan and Wisconsin traveling representative for the Western Suspender and Neckware Co., Mansfield, Ohio, is spending the present week at the factory, getting out his fall line of samples.

Wm. Boughton is no longer an inmate of St. Mark's Hospital, the wound on his leg having healed sufficiently to permit him to navigate without much difficulty. If he continues to improve, he will resume his road work next week.

Traveling salesmen who were in Chicago at the time of the Democratic convention had some pretty tough experiences trying to obtain rooms. A well known salesman, who has stopped at the Sherman House for a good many years, registered at that hostelry without thinking that the convention was in session. The clerk remarked: "We have no rooms alone. They are all taken, but if you care to share a room with another man you can have it for \$15 a day." The salesman said he would not have it. Two other salesmen, who tried in vain to get rooms at the hotel, struck what they thought to be quite a snap. They took a Turkish bath each night and slept there. This cost them \$1.50, which was very cheap, considering the prevailing rates at the hotels and private houses. They left their grips there over night, of course, but had to get up at 7 o'clock in the morning. This was a little bit uncomfortable, but the best they could do under the circumstances.

"The drummers and newspaper men of this country are the great moulders of public opinion," declared Congressman Norton, of Missouri, the other day. "It is, of course, conceded that the newspaper men—and by that term I mean the reporters more than the heavy-browed editors—are potent factors in shaping public sentiment, but I believe that few people have yet reflected on the influence exerted by commercial travelers in the same line. The drummer is a regular visitor to every cross-roads town in America, and his coming is always hailed

with joy. He is the bearer of news from the big cities and smaller towns along his route, and details even more interesting gossip than newspaper reporters write. His customer is usually the leading man of the neighborhood, and by giving to this merchant all the news, political and otherwise, of the outside world, with his characteristically pertinent and pungent comments on each item of information, he is largely instrumental in influencing the merchant's opinions and judgment of affairs and men. Very often the drummer's visit is the signal for the congregation of the farmers of the neighborhood to the country store, and the tillers of the soil sit on nail kegs and cracker boxes for hours spellbound by the drummer's eloquent and interesting narration of what is going on in the next neighborhood, town or county. Let me have the drummers of this country on my side and I will stay in Congress as long as I want to. In fact, I don't know but that they could elect me President of the United States if they tried."

The Hardware Market.

Wages—The proper adjustment of wages, to govern work in all the iron and steel mills, is rapidly being accomplished. Many mills have already signed the scale. The recent very severe trouble at Homestead between Carnegie's men and the authorities may retard the settlement, but it is to be hoped not.

Sheet Iron—No change to note. Orders are coming freely for fall shipments.

Bar Iron—Very little moving, as nearly all the mills are closed down.

Wire Nails—Jobbers are more conservative in their offerings, as the mills have withdrawn the extreme low figures named some days ago. No change in jobbers' prices from last week.

Cut Nails—Very few enquiries and as few offerings. Most of the cut nail mills are closed down for repairs.

Window Glass—No special change to note, except prices are firmer, owing to the closing of all the factories. Jobbers are asking 80 to 80 and 10 discount from list in full box lots, according to quantity wanted.

Powder—The reduction in powder seems to be general with all manufacturers.

Scythes and Snaths—Trade on these goods is very large. Assortments are already broken and the trade are taking what they can get.

Cradles—Although very little grain has yet been cut, every dealer is laying in more stock than usual and stocks are getting low.

Gasoline Stoves—The "Junior" gasoline stoves are still scarce. Manufacturers are doing all they can to catch up with orders, but find it hard work. Prices remain 40 and 10 discount.

Stocks and Dies—Common blacksmith screw plates have advanced 10 per cent., the discount now being 30 per cent.

Saws (Hand and Butcher)—Henry Diston & Sons have made a few changes in their discounts, but the net is very small.

Strap and T Hinges—The combination is a little weak. Close buyers can shade 50 per cent. discount.

Shelf Hardware—Usually at this time of the year manufacturers make some changes in lists and discounts on shelf goods, but this year seems to be an exception, as but very few changes are noted.

Use Tradesmanor Superior Coupons.

Country Callers.

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

Conrad Bros., Otsego.
E. S. Houghtaling, Hart.
I. F. Slesman, Alpine.
W. R. Lawton, Berlin.
J. V. Moran & Co., Lake City.
Richar & Co., Muskegon.

Change in Firm Name.

GRAND RAPIDS, Mich., July 1, 1892.
We take pleasure in announcing to our customers and the trade in general that we have admitted Mr. A. B. Hirth, who has been in our employ in the capacity of traveling salesman for the past eight years, and Mr. E. T. Hirth, who has been in our employ a similar length of time, as copartners. The style of the firm shall be known hereafter as

HIRTH, KRAUSE & CO.

Thanking the trade for their liberal patronage bestowed on us the past nine years and trusting that the same will be extended to the new firm, we are,
Respectfully yours,
HIRTH & KRAUSE.

DO NOT FAIL TO VISIT

BELKNAP, BAKER & CO.'S

Exclusive Carriage Repository

AND INSPECT THEIR LINE OF

Carriages,
Surreys,
Phaetons,
Buggies.

5 & 7 N. IONIA ST.,
GRAND RAPIDS, MICH.

CHAS. A. COYE,

MANUFACTURER OF

Awnings & Tents

Horse and Wagon Covers,

JOBBER'S OF

Hammocks and Cotton Ducks

SEND FOR PRICE LIST.

11 Pearl St., Grand Rapids, Mich.



The
Last
Drop

Is as good as the first. No dregs. All pure and wholesome. The most popular drink of the day.

Hires' Root Beer.

A perfect thirst quencher.

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

Observations Peculiar to Mercantile Life.

E. S. Teller in Dry Goods Bulletin. You look in a man's eyes to read his character. However prepossessing he may be in other respects, if he has a "bad eye," you cannot overcome a lurking suspicion that there is something wrong with him.

I passed a place the other day where two boys with brush and rubber were putting the finishing touches on a large plate window. Some raindrops falling just at that moment spattered the glass, and, with exasperation in his tones, the lad with the rubber said to his companion: "Might have know'd it'd rain this morning, 'cause the windows is being cleaned."

How an unpleasant impression will cling to one! Pleasant ones, too, I like to think, are not easily banished. But we will associate some place or person with an unhappy occurrence, and constantly avoid it or them.

I recently noted the following example of tact. A lady was looking at handkerchiefs, and, finding nothing to suit her fancy, turned, and with some show of irritability, to the salesgirl and said: "Is this the extent of your stock, or don't you know enough to show the goods?"

There is just one thing worse than sarcasm behind the counter; that is indifference. I never see one of those exasperating creatures (chewing gum and looking into the dim distance while a customer serves herself), without feeling an almost uncontrollable impulse to bump its head a few times on some of the fixtures.

Suggestions from Clerks.

Some time ago the writer chanced to read of a merchant who kept a book in which his clerks were requested to write any remarks which they heard made by customers or visitors in regard to the store, its arrangements, stocks, etc.

The suggestion was passed on to a local dealer, who acted upon it, and he recently confessed that he found the book valuable to have in more ways than one. The criticisms of his customers in this way reached him and he learned something about his business from the buyer's point of view.

Dealers ought to strive to stand well with their help. This does not include familiarity, but a gentlemanly regard for those with whom you must come in contact. Let them know that you will treat them considerately at all times; that you appreciate their efforts and recognize the difference between the services of an employe who takes an interest and a pride in the success of the business and the other whose sole desire is to give as little service for the pay as possible.

The clerk is often in position to give most important information in regard to the details of the business. Coming in contact with customers directly, he hears their comments on the store and the goods, and frequently his pointer will prove most valuable.

Mormon Coin.

A retail grocer at San Francisco possesses a \$5 gold coin, coined by the Mormons in 1849. In that year Brigham Young established a mint, and coined about \$1,000,000 in \$5 gold pieces. These coins, says a San Francisco paper, soon found their way to California and passed current.

The Dry Goods Market.

Bleached Cottons—Very firm. Silesias—Strong in price and active in demand. Prints—The manufacturers of Pacific, Simpson, Cochecho, Hamilton, Eddystone, Manchester and Merrimac prints announce the fall price of their goods as 6c.

Dry Goods Price Current.

Table listing various dry goods such as UNBLEACHED COTTONS, BLEACHED COTTONS, and CARPET WARE with their respective prices.

Table listing various goods such as DEMINS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, and NEEDLES with their respective prices.

WOMEN DRUMMERS.

They Now Go on the Road in Nearly Every Line.

From the Denver Sun.

Nearly every field is open to women, and it is a rough trade that does not number a woman or more among its pursuers. The typical drummer heretofore has been a well kept young man, who dresses in the latest fashion, who has a propensity for making impressions on all woman kind, preferably pretty ones, and who possesses, above all, in adamant nerve and a gift of easy flowing conversation and a faculty of making himself at home with everybody under all circumstances. This is the drummer of the stage, according to the popular idea.

But it has come to pass that woman now disputes the possession of the field with man. Women travel for everything and sell everything. They are found mostly in small businesses, where the orders for goods are confined to a few dollars, but occasionally there is one who vies with her flossy brothers, and takes orders for thousands of dollars.

One of the most successful of these female drummers who has visited Denver, and who travels extensively over the west, is Miss Green, who represents the Mound City Paint Co. She is a large, masculine woman, with more or less whiskers, and she seldom enters a drug, paint or hardware store without effecting a sale. She can show orders for the past few years aggregating \$300,000 worth of paint.

There is one familiar drummer in all the western cities, who is at the St. James. She sells satin advertising banners, which are printed with rules and hung upon the door of every room in every hotel. You have noticed them, with their little bangle fringe. She is a most valuable talker, and usually gains her point.

There is another and very handsome young lady who travels for a lace factory. She sells to all of the wholesalers and is a good authority on the subject. She knows more about laces than most of her male competitors.

One lady who has been registered in a Denver hotel sells draperies, and she is a most artistic draper, selling often large bills. She handles only the smaller stores. Another comes here with corsets, and her figure is a living advertisement.

Combination underwear is another branch of business which is handled by lady drummers. The one who comes to Denver so thoroughly believes in this reform that she has little difficulty in convincing her trade that it is an absolute necessity, and that women will discard the old-fashioned garments entirely when the combination is once introduced.

Another travels with dress straps, which she claims are unbreakable.

A very *petite* young blond, who carries the odor of roses about her, sells perfumes for one of the prominent Chicago houses. She has a delicacy of smell which enables her to tell at a sniff the component parts of any perfume shown her. She is also very successful.

There is a certain brand of perfumed cigarettes which is not as yet in general use in Denver. They are extremely narcotic and are sold in Eastern cities to Turkish bath rooms, and may be purchased of any French store where women's toilet articles are sold. A very chick young French woman is coining money out of this, and, as she is a hustler, the cigarettes are being soon broadcast all over the country.

Women sell toilet articles, health waists and braces, hose supporters, patent articles of every description, milliners' trimmings, buttons and everything imaginable. The number is growing largely every year, and a woman now may travel with as much freedom as a man.

Still another woman sells baking powder. In each can there is a ticket which entitles the purchaser to one of her prizes, which are glitteringly displayed in some prominent window. She is also reaping a munificent harvest.

Baraga—Pinet Bros. have leased Capt. Bendries' planing mill and will operate it this summer.

Hardware Price Current.

These prices are for cash buyers, who pay promptly and buy in full packages.

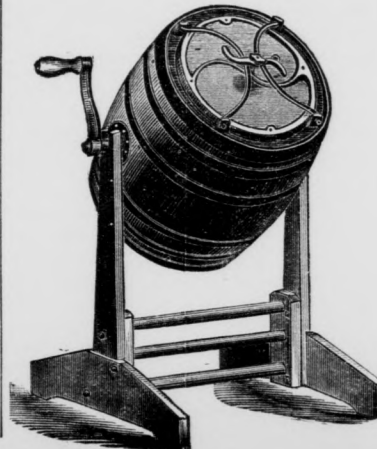
AUGERS AND BITS.		AXES.		BARROWS.		BOLTS.		BUCKETS.		BUTTS, CAST.		CRADLES.		CROW BARS.		CAPS.		CARTRIDGES.		CHISELS.		COMBS.		CHALK.		COPPER.		DRILLS.		DRIPPING PANS.		ELBOWS.		EXPANSIVE BITS.		FILES—New List.		GALVANIZED IRON.		GAUGES.	
Snell's	60	First Quality, S. B. Bronze	7 50	Railroad	14 00	Well, plain	3 50	Cast Loose Pin, figured	70¢	Ordinary Tackle, 1st April 17, '85	60	Grain	50¢	Cast Steel	5	Ely's 1-10	65	Rim Fire	50	Socket Firmer	70¢	Curry, Lawrence's	40	White Crayons, per gross	12¢	Planned, 14 oz cut to size	28	Morse's Bit Stocks	50	Small sizes, ser pound	07	Com. 4 piece, 6 in.	75	Clark's, small, \$18; large, \$26	20	Disston's	60¢	Nos. 16 to 30; 22 and 24; 25 and 26; 27	28	Stanley Rule and Level Co.'s	50

Hammers.		Hinges.		Hollow Ware.		House Furnishing Goods.		Wire Goods.		Locks—Door.		Mallets.		Mills.		Molasses Gates.		Nails.		Planers.		Rivets.		Saws.		Shovels.		Spatulas.		Screw Drivers.		Screws.		Screw Hooks and Straps.		Screw Nuts.		Screws, Special.		Screws, Tin.		Screws, Wood.		Screws, Zinc.		Screws, Zinc.																																																																																																									
Maydole & Co.'s	25	Gate, Clark's, 1, 2, 3	60	Pots	60	Stamped Tin Ware	70	Bright	70	Russell & Irwin Mfg. Co.'s new list	55	Adze Eye	16.00	Coffee, Parkers Co.'s	40	Stebbin's Pattern	60	Steel nails, base	1 80	Ohio Tool Co.'s, fancy	2 40	Iron and Tinned	40	Nos. 10 to 14	4 05	Nos. 15 to 17	4 05	Nos. 18 to 21	4 05	Nos. 22 to 24	4 05	Nos. 25 to 26	4 25	No. 27	4 45	Disc. 10	50	Silver Lake, White A	50	White B	55	White C	55	Solid Eyes	25	Hand	20	Silver Steel Dia. X Cuts, per foot	70	Special Steel Dex X Cuts, per foot	50	Special Steel Dia. X Cuts, per foot	30	Champton and Electric Tooth X Cuts, per foot	30	Steel, Game	60	Onelda Community, Newhouse's	35	Onelda Community, Hawley & Norton's	70	Mouse, choker	18¢	Mouse, delusion	1.50	Bright Market	65	Annealed Market	70-10	Coppered Market	62 1/2	Tinned Market	50	Coppered Spring Steel	3 00	Barbed Fence, galvanized	2 55	Barbed Fence, painted	2 55	Au Sable	40	Putnam	65	Northwestern	10	Baxter's Adjustable, nickeled	30	Coe's Genuine	50	Coe's Patent Agricultural, wrought	75	Coe's Patent, malleable	75	Bird Cages	50	Pumps, Cast Iron	75	Screws, New 1st	70	Casters, Bed a d Plate	50	Dampers, American	40	Forks, hoers, rakes and all steel goods	65	Pig Large	25¢	Pig Bars	25¢	Duty: Sheet, 2 1/2¢ per pound	6 1/2	600 pound casks	7	10x14 IC, Charcoal	6 75	14x20 IC, " "	6 75	10x14 IX, " "	9 25	14x20 IX, " "	9 25	10x14 IC, Charcoal	6 75	14x20 IC, " "	6 75	10x14 IX, " "	8 25	14x20 IX, " "	9 25	14x20 IC, " "	6 50	14x20 IX, " "	8 50	20x28 IC, " "	13 50	14x20 IC, " "	6 00	14x20 IX, " "	7 50	20x28 IC, " "	12 50	20x28 IX, " "	15 50	14x28 IX, " "	14 00	14x31 IX, " "	15	14x56 IX, for No. 8 Boilers, } per pound	10	14x60 IX, " " }	10

ROPES.		SQUARES.		SHEET IRON.		SAND PAPER.		SASH COORD.		SASH WEIGHTS.		SAWS.		TRAPS.		WIRE.		HORSE NAILS.		WRENCHES.		MISCELLANEOUS.		PIG TIN.		ZINC.		SOLDER.		ANTIMONY.		TIN—MELYN GRADE.		TIN—ALLAWAY GRADE.		ROOFING PLATES.		BOILER SIZE TIN PLATE.																																																																																																			
Sisal, 1/4 inch and larger	9 1/2	Manilla	13	Com. Smooth	8 05	Com.	8 25	Nos. 10 to 14	4 05	Nos. 15 to 17	4 05	Nos. 18 to 21	4 05	Nos. 22 to 24	4 05	Nos. 25 to 26	4 25	No. 27	4 45	All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	50	List acct. 19, '86	50	Silver Lake, White A	50	White B	55	White C	55	Solid Eyes	25	Hand	20	Silver Steel Dia. X Cuts, per foot	70	Special Steel Dex X Cuts, per foot	50	Special Steel Dia. X Cuts, per foot	30	Champton and Electric Tooth X Cuts, per foot	30	Steel, Game	60	Onelda Community, Newhouse's	35	Onelda Community, Hawley & Norton's	70	Mouse, choker	18¢	Mouse, delusion	1.50	Bright Market	65	Annealed Market	70-10	Coppered Market	62 1/2	Tinned Market	50	Coppered Spring Steel	3 00	Barbed Fence, galvanized	2 55	Barbed Fence, painted	2 55	Au Sable	40	Putnam	65	Northwestern	10	Baxter's Adjustable, nickeled	30	Coe's Genuine	50	Coe's Patent Agricultural, wrought	75	Coe's Patent, malleable	75	Bird Cages	50	Pumps, Cast Iron	75	Screws, New 1st	70	Casters, Bed a d Plate	50	Dampers, American	40	Forks, hoers, rakes and all steel goods	65	Pig Large	25¢	Pig Bars	25¢	Duty: Sheet, 2 1/2¢ per pound	6 1/2	600 pound casks	7	10x14 IC, Charcoal	6 75	14x20 IC, " "	6 75	10x14 IX, " "	9 25	14x20 IX, " "	9 25	10x14 IC, Charcoal	6 75	14x20 IC, " "	6 75	10x14 IX, " "	8 25	14x20 IX, " "	9 25	14x20 IC, " "	6 50	14x20 IX, " "	8 50	20x28 IC, " "	13 50	14x20 IC, " "	6 00	14x20 IX, " "	7 50	20x28 IC, " "	12 50	20x28 IX, " "	15 50	14x28 IX, " "	14 00	14x31 IX, " "	15	14x56 IX, for No. 8 Boilers, } per pound	10	14x60 IX, " " }	10

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" 2-15 "	" 7 "	9 00
" 3-20 "	" 9 "	10 00
" 4-25 "	" 12 "	12 00
" 5-35 "	" 16 "	16 00
" 6-50 "	" 20 "	20 00
" 7-75 "	" 30 "	30 00
" 8-90 "	" 45 "	35 00



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E. A. STOWE, Editor.

WEDNESDAY, JULY 13, 1892.

INCREASE OF THE NATION'S WEALTH.

The rate of interest which borrowers can afford to pay in the way of regular business depends directly on the rate of profit they can make from their business. Of course some sorts of business permit larger profits; other sorts are attended with smaller risks, and since the circumstances attending the conduct of various industrial and commercial operations are ever extremely variable and peculiar to each, it would be of little use to attempt to reduce these peculiarities and differences to any system of uniformity so as to derive therefrom what rate of interest the conductors of any particular business should be able to pay. But it will be easy enough to reach an average for the whole country by ascertaining the annual rate of increase of the taxable wealth of the people.

We learn from a census bulletin, giving the amount of assessed valuations of property in the United States for several successive census years, the following returns of the total assessed wealth of the people of the United States for those periods:

Census years.	Total assessed valuation.
1860	\$12,084,569,065
1870	14,178,986,782
1880	16,302,963,543
1890	24,651,585,465

From the above it appears that the aggregate wealth of the country increased in the decade from 1860 to 1870 to the extent of \$2,094,426,000 in round numbers, or nearly 18 per cent. in ten years or 1.8 per cent. in one year. Then 1.8 per cent. per annum was the rate of increase of the wealth of the American people, and if they paid any greater interest than that they would have exceeded for interest alone their entire income. This is what they did, for during that decade the Northern States created an enormous war debt, while the South sunk the whole of the money and securities owned by its people and a great part of the wealth invested in buildings, improvements and industries, besides all that was invested in slaves. In addition to this the South as well as the North lost the productive labor of all the able-bodied men killed and permanently disabled in the civil war.

In the decade from 1870 to 1880, the

total aggregate of wealth of the American people was increased by the sum of about \$2,724,000,000, or about 20 per cent. for the decade or 2 per cent. per annum.

In the decade from 1880 to 1890 the increase of wealth was \$7,748,000,000, or something less than 50 per cent. or 5 per cent. per annum.

The enormous drain for the payment of interest and principal of the public debt and the adjusting of war losses kept the growth of wealth in the decade from 1870 to 1880 pretty nearly as low as it was in the decade immediately preceding. Now, however, at the distance of a quarter of a century from the great war the country is beginning to accumulate wealth at a rather better rate. Since 1880 the ratio has risen from 2 per cent. per annum to nearly 5 per cent. But it must be understood that this improvement finds the country still owing a large debt and with an income inadequate to its demands. In all this time the government, despite the enormous revenues which it has dispersed and disposed of, has made little or no provision for the public defense, and in case of a flurry with a foreign nation would be compelled to borrow money or to vastly increase the taxes. Fortunately, the really formidable nations are so much occupied in preparing for a war among themselves that they have little attention to give to us, and so we may possibly get through another decade without borrowing money. As the wealth of the country has only increased at the rate of 5 per cent. a year in the last decade, 4 per cent. a year is as high a rate of interest as states, cities and great corporations can well afford to pay. The general government ought not to pay more than 2½.

THE NEED OF NATIONAL DEFENSES.

There is now in progress an interesting controversy between the two houses of Congress over the naval appropriation bill. It will be remembered that when the bill was before the House of Representatives, that body, impelled by a spirit of economy, refused to appropriate money for the continuance of the work of building a new navy, except to the extent of authorizing a single armored cruiser of the type of the New York.

When the bill came before the Senate that body very promptly revived the custom which has been in vogue for some years of annually authorizing the construction of a fair proportion of the ships needed to place our navy on a proper and effective footing, and provided for the placing of contracts for the construction of one first-class battleship, one armored cruiser of the type of the New York, one heavy coast-defense ship, several light draft cruisers or gunboats and six torpedo boats.

The House now refuses to accept the amendments of the Senate owing to the increased expenditure involved, and the conference committee not having been able to agree, there the matter stands at present. There is no doubt but that the weight of public opinion is with the Senate, as everybody realizes that the work of providing proper defenses to protect our coasts is badly needed, and as long as our Treasury remains in a healthy condition and our credit is unimpaired, we should not permit false ideas of economy to interfere with or prevent such an essential work.

Although the country already pos-

sesses a fair number of fast cruisers and has in course of construction some very fair fighting ships, still it is recognized by everybody that many more vessels will have to be constructed before we will possess anything like a force sufficient to protect from attack our extended coast line and rich seaboard cities, not to mention our important and growing foreign commerce.

The inadequate character of our naval service is even now being demonstrated. There is in progress in Honduras a serious revolution, and an American merchant vessel has already suffered seizure and practical confiscation. Such a state of things would seem to call for the immediate presence of an American man-of-war. As a matter of fact there are no war ships flying the American flag stationed in the Gulf of Mexico, hence no vessel is in a position to proceed at once to the scene of the trouble and afford the protection needed to American commerce and citizens. Protective measures so far devised have been defeated by the spirit of economy prevailing at Washington, and will probably not be again revived until the national neglect of wise precautionary measures finally leads to some serious disaster.

BANKRUPTCY LEGISLATION.

The Judiciary Committee of the House of Representatives has reported favorably a bankruptcy bill which is in nearly every respect the same as the Torrey bankruptcy bill which has been before Congress for so long a time. The friends of the measure are hopeful of having it acted on at the present session of Congress; at all events they will make a determined effort to have a date fixed for the consideration of the bill.

In spite, however, of the hopes of the promoters of bankruptcy legislation before the present Congress, favorable action by the Judiciary Committee has come at such a late hour that there is really small chance that the bill can now be considered, even, by the House, and there is absolutely no show of its getting before the Senate at this session. It must be remembered that the presidential campaign is opening and the desire of congressmen for an early adjournment is natural and likely to soon prove irresistible.

The Torrey bankruptcy bill, which is practically the same as the bill favorably reported by the House Judiciary Committee, has received the indorsement of all the leading commercial exchanges and boards of trade in the country, and has also been approved by nearly all the important commercial conventions which have been held during the past few years. It is, therefore, evident that the business interests of the country favor a national bankruptcy law on the lines of the Torrey bill, hence it is to be regretted that the matter has been reached by the committee so late in the session as to make it unlikely that the bill will be considered previous to adjournment even by the House.

The indorsement of the bill by the Judiciary Committee is, nevertheless, a point gained, as it will place the measure in a position to be acted upon during the coming winter at the short session of the present Congress. In the last Congress, it will be remembered, the bill passed the House but failed in the Senate, owing to its position on the calendar of that body being such as to preclude its being reached.

If any trustworthiness at all is to be placed upon the testimony of statistics, there cannot be much doubt that the consumption of food is rapidly overtaking production in this country, and that, in consequence, we are rapidly coming to a higher level of prices. A brief glance at the figures confirms this position. Within eleven years—the last census period—our whole population increased 26 per cent., and our farming population 14 per cent. Thus the consumers increase nearly twice as fast as the producers. In 1885 there was marketed abroad the product of 21,000,000 acres of our cultivated land. In 1890 this area had declined to 13,000,000 acres—a conclusive sign that our surplus production was decreasing, for only that goes abroad for which we have no market here. With the tendency continuing in the same line—as it is—the day cannot be far distant when the farmer's prosperity will be crowned by having within our own doors a complete market for everything which our lands produce.

A Texas merchant wrote a bank president that he had deposits in the bank, and wanted to know its financial condition. The president replied that there was no question of the ability of the bank to meet all liabilities, and the merchant was thereby induced to continue his deposits, which were lost by reason of insolvency of the institution. The merchant thereupon sued the officer for the amount and recovered judgment, the court holding that, though the representation was not with intent to deceive, the president was personally liable, as, by the exercise of ordinary diligence, he could have known that his statement was not true.

The Grocery Market.

Sugar—The market is without change, the conditions referred to last week still exercising a controlling influence.

Oranges—About out of market.

Lemons—In moderate demand and ample supply. The prospect is that prices will be firmer and higher if the present favorable weather continues.

Bananas—In good demand and fair supply. The quality of the fruit has greatly improved in the past ten days.

Codfish—The Thurber, Wayland Company has issued the following notice to its customers: "It is utterly impossible to guarantee the weight of codfish, especially during the summer season. It absorbs moisture easily and gives it up quite as readily. Our brands are packed full net weight of fish in each box and evaporation cannot be stopped as long as the goods are put up in wooden boxes. We cannot, therefore, entertain claims of shortage unless of an unusual character, and then only when made immediately on receipt of goods."

Starch—Manufacturers predict higher prices in the near future, owing to the high price of corn. They claim that the present price of starch was made on the basis of corn when it was 15 cents a bushel cheaper than it is now.

Dry Beans—Scarce and high, as last year's crop is practically all marketed.

Spearhead Plug—Wednesday is the last day that Spearhead can be sold at the special price, 35c. Thereafter it will be billed at 38c.

Pickles—The market continues to advance, owing to the concentration of stocks by the larger packers. As the acreage planted this year is small, prices are pretty sure to run high for the next fifteen months.

JIM ALLSPICE.

Open Confession of a Road Experience
by an Old Timer.

Written for THE TRADESMAN.

Among the queer experiences I had while on the road was in divorcing a partnership concern which was on the verge of bankruptcy and about to lay down and give us all the go by. A simple remark of one partner "saved our bacon," while "the other fellows" are still hunting around to get even. Hoes & Diggs, of Barron Lake, carried a fair stock of groceries, crockery and provisions. I had been selling them about a year. They were in the slow class and sometimes their orders were cut or taken under protest, but, as they kept within the distance flag, I hung to them. They had a mania for buying "schemes," baking powder or cigar schemes being their favorites. While resting quietly at Petoskey one evening, after having made the East Jordan drive, I was astonished at receiving a telegram to run back to Barron Lake on the night train to see Hoes & Diggs at once and get letter of instructions there. With the information to Underwood and Pittwood, who were my companions, that sugars were up a 1/4 again, I threw them off the trail and made my arrangements to go South on the night train. Had they mistrusted me, there would have been three traveling men to put to bed at 3:30 a. m. at Barron Lake, instead of myself alone; but, for once, I had a circus all to myself and, like Sheridan at the battle of Winchester, the rest of the boys were ninety miles away. The first man I met in the morning was Diggs coming over to the tavern to get his morning eye opener, which cost me the usual quarter (See 'bus fare, Barron Lake, in expense account). Diggs was feeling quite blue. He and Hoes had had a row and he was determined to sell out, if he had a chance, and put in a new stock and run Hoes out of town, with the assurance from me that I was with him, as I thought I could see a new stock in sight. After pouring out his tale of woe into my ear and giving me his side of the story, I walked over to the postoffice in the drug store and found my letter from the house. I also met Hoes, who was very glad to see me and, after interviewing the druggist for a quarter's worth more of the prime elixir of Kentucky, Hoes at once proceeded to give me his version of the firm of Hoes & Diggs, but more particularly Diggs. As I had been selling them steadily for a year or more, I knew pretty well how to handle them. After a strict promise to Hoes to keep mum, I left him and read my letter of instructions, which was as follows:

GRAND RAPIDS, June 2.

Jas. Allspice, Barron Lake:

DEAR SIR—We wired you yesterday to go and see Hoes & Diggs, Barron Lake. We understand they have got by the ears and, as they are owing us rather too much, we cannot afford to take any chances. We understand Diggs is rather inclined to sell out. Now we want you to get them together and get an invoice of their stock, if possible, with the theory you can get them a customer. They are owing quite a few bills here among the different houses and you may expect someone from this locality looking after their interests. We want you to get us security at once, if possible, and if you see any signs of trouble get out an attachment and sail in. We enclose their statement of account up to date. Now, be prompt and keep us posted sharp.

The sugar market is still weak. We have a large invoice of B. B. Blacking.

Push it out. Look out on lemons. They are advancing rapidly. Nixon remitted and deducted \$1.50 on case Arbuckle's coffee. You must fix up those things out on the road or you will get us into trouble. Push the baking powder scheme. Those patent lanterns ought to sell it on sight. We just received a lot more of those gold watches to go with the cigar scheme. We bought this lot for \$10.50 net. Wake up, old man, and get every one of your customers to take 1,000 of those cigars and get a beautiful gold watch free. Cheese up 1/2 cent. Try and unload those California swells. We have had them all pricked and re-soldered. Your last expense account seems to be "out of sight." Never knew before they had a 'bus at Cadillac. Isn't 50 cents rather high. Jim, for one block? How is it?

Yours truly,

Your landlord was here to see if you had left any money for your rent to-day. What shall we say to him?

I will leave it to any well-posted traveling man what to say—either resign or put on fresh war paint and sail in; but, being on the wrong side of the ledger and wife and baby at home, I made up my mind that if Hoes & Diggs could scoop my firm, they were dandies. So, without any fear of Caulfield or Meigs, who were still in the distance, I made for the tangible effects of Hoes & Diggs. I found they owed the Exchange Bank of Barron Lake \$900 on accommodation paper. They had given no preferences to anyone, but had several town lts taken on open account. Hoes would give security on the stock, but Diggs would do nothing. After getting a bill of sale on the stock to cover our account from Hoes, which I promptly placed on record, I went for Diggs. He would give me a chattel mortgage on the stock if I would keep quiet until we had an inventory and then force Hoes to a settlement. Of course I accepted it, and, to cut a long story short, we started in on the inventory, each partner chuckling to himself on having played it on the other. We found about \$2,200 stock, including a fair estimate of the fixtures, among which I noted one barrel "All Around" baking powder, with a lot of glass berry dishes; one barrel "Silver Spray" baking powder, with a fine hand lamp; 3/4 barrel "Lightning" baking powder, with a wire clothes line. Among the cigars was 2,700 "Clear Smokes," nickel goods, two buckboards and one Portland cutter to the lucky holders of the right tickets, which I discovered had been divided among their relatives on receipt of the goods. I also found one barrel granulated sugar, ten butts "Red Fox" plug and one barrel ground peper, costing 18 cents, and one nice marble top dresser free. The stock was badly broken. How to get out and pay the Bank, which I was afraid would make us trouble, was now my aim. The Bank, not knowing I had security, placed an attachment on the store, stock and fixtures, and we were all landed in the street. I finally got Hoes & Diggs and the Bank together and Diggs took the town lots. Hoes paid me our account in full. I released the stock and the Bank received a mortgage from Hoes and I flew by the light of the moon on the midnight train to finish up my route, wondering what the "other fellows" would say and trying to guess how I could make enough extra to pay my house rent.

BENJAMIN.

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LANDLORD AND TENANT.

PAPER VII.

RIGHTS AND DUTIES OF THE PARTIES.

The tenant has the right of exclusive possession during the term and may maintain an action of trespass for an unauthorized entry or trespass by the landlord or any other person. He may recover damages for any unauthorized interference with the premises by the landlord or his agents, though no specific amount of damages is proved, and a plea of title in the landlord is no defense. He, alone, has the right to determine the use of the leased premises in the absence of agreement, and he, alone, can recover for injury done to his possession or right of enjoyment. He, as well as the landlord, may maintain an action for injury done to the soil or buildings thereon, and the satisfaction of the claim of one for injury to his rights does not discharge the other; and it has been held in this State that an action on the case will lie in favor of the tenant for an eviction by the landlord.

An administrator of the lessee may sue the lessor for damages for taking unlawful possession of the premises during the term. The tenant's only remedy for wrongful acts of an adjoining occupant is against such occupant and he only can sue for a forcible entry or unlawful detainer of possession from him. When the landlord enters under legal process, the tenant's only remedy is an action on the case for maliciously suing out process.

In a case in Indiana, it was held that when a waterpower leased to several mill owners is insufficient, the mills must stop in the *inverse* order of the leases. Our Supreme Court has held that the good-will of a hotel business belongs to the lessee only during the term and reverts to the owner or lessor; and in California it was held that the name of a hotel given by the tenant as a trademark does not so revert to the lessor. The estate of the tenant cannot be abridged by the lessor, nor by action against the lessor, and is not defeated by an *illegal* entry by the lessor or anyone else. The tenant has a right to the customary and reasonable use of sign boards which pass as an incident to the use of the leased premises. He has a right of way of necessity over unleased premises of the lessor to and from the place leased; but in this State it has been held that the lessor may elect to *fix the line* on which it shall run, or, if he fails to do so, the tenant may fix it; and that, until it is definitely fixed, the tenant and his family may pass and repass in the same general direction of a right line.

The English doctrine as to easements in *light* and *air* does not apply in this country. A tenant has an easement in light and air from land which is *appurtenant* to the leased premises, but not to an easement for light and air from an adjoining lot. A parol license to a tenant to pass through other lands of the lessor is revocable at the pleasure of the lessor. A release of an easement by a tenant during his term does not bind him during a subsequent term; and a tenant whose right of way is interfered with by the lessor, may defend against rent. The lessee has no action against the lessor for the pulling down of a party wall by the adjoining owner; but he may recover damages from the adjoining owner for the wrongful undermining of a building on the leased premises by excavations on

his own soil. The adjoining owner has the right, however, upon reasonable notice to the tenant, to take down a dilapidated party wall without liability for damage. The landlord must protect the tenant of sleeping rooms against the acts of an adjoining owner of the wall in raising his building.

If one occupies an apartment or apartments without a lease or full control of the same, he is only a *lodger* and not a tenant. Flats, whether divided vertically or horizontally, are separate dwellings; but neither a lodger nor a tenant of apartments has any interest in the land, except such as is necessary for the enjoyment of the apartments rented. The rights of lodgers, not being relevant to the subject in hand, will be passed over.

The apartments of a tenant cannot be forcibly entered with respect to legal process, although the outer door is peaceably entered, and a tenant of apartments may sue the landlord in trespass for an unlicensed entry. If joint lessees sublet desk room separately, neither is accountable to the other for rents received. An engagement for desk room at a fixed rent, followed by some acts of occupation, will create a liability for occupation, though no railing is made nor sign put up; but the mere cleaning of rooms by one who thinks of renting will not constitute a renting unless done as an act of possession. A tenant of part of a building may decorate the outside walls with signs, if germane to his business; but a subsequent lessee of another part cannot impair a right of decoration given to a prior lessee of part of the building.

In the absence of a covenant to the contrary, the tenant of apartments must keep them in repair, and is responsible to a tenant of a lower floor for damages resulting from the non-repair of his apartments, without regard to his own obligation to repair, and for damages resulting from his negligence. When the hiring is for a weekly rent, it may be determined without notice at the end of any week, unless otherwise agreed upon or required by usage.

Where there is no express covenant or parol promise to pay rent, the tenant must pay so much as the premises are reasonably worth. Any interference by the act or fault of the lessor with the tenant's right of enjoyment authorizes the latter to abandon the premises; but the right to claim such interference as an eviction is waived by continuance of the tenant in possession. The date fixed for possession is of the issuance of the contract of lease, and, if possession is wrongfully withheld, the tenant may repudiate the contract and the lessor cannot recover rent; or, if the premises become untenable before the day of possession, or the lessor fails to make improvements which were a condition precedent, the tenant may refuse to take possession. Possession of the tenant is the possession of the landlord, especially for the purpose of his protection against adverse claimants under the Statute of Limitations; and any unlawful surrender by the tenant to a stranger, without the landlord's consent or knowledge, cannot affect the landlord's possession, and no declarations of the tenant in possession can affect the landlord's title.

The tenant is in duty bound to surrender the premises to the landlord at the expiration of the tenancy and is liable for damages for withholding the

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on every package, as it is a
guarantee of the genuine
article.



BEANS

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.

W. T. LAMOREAUX CO.,

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

possession. A tenant who refuses to surrender possession when lawfully demanded becomes a trespasser and is liable to an action for trespass by the lessor; and it has been held, that retention of the key after due notice to quit is a trespass. Leaving rubbish upon the premises is no breach of the covenant to surrender them in good tenable repair; but a tenant who does so is liable for any damage occasioned thereby. He is not liable for the holding over of a sub-tenant, if not assenting thereto, and not under covenant not to sub-let.

If rent is to cease when the property is burned down, the tenant must then surrender possession; but where the lease contains a covenant to surrender possession upon a sale and notice thereof, it has been held not to be *per se* (of itself) a limitation of the term, though the term may be ended thereby, if so provided. The judicial decisions on the above covenant in our own State, in different cases, is to the effect that a sale of part of the premises only will not entitle the grantee to possession; that, if the sale is to be subject to the lease for the year only in which the sale is made, a sale during the first year will entitle to a surrender of possession at the end of the first year; and that, if an optional term is to continue if the land is not sold, it will not be affected by a prior conveyance to the lessor's wife without notice thereof to the tenant at the time the option is exercised.

E. A. OWEN.

Who Owns a Mailed Letter.

A letter once mailed no longer belongs to the sender, but is the property of the person to whom it is addressed. Such is the postal law, but it is a law often violated by postmasters in small places, where correspondents are likely to be personally known to the postoffice authorities, and sometimes leads to curious complications in large ones where this is not the case.

Important business interests have been affected by the same law. A firm which had long been really insolvent had succeeded in keeping the knowledge from the public, and continued to receive money from investors, which the partners employed dishonestly for their own advantage. It was their intention to raise one more large sum of money, part of which was to be contributed by a business friend of one of them, and then to leave the country with their spoils and let their creditors shift for themselves.

As it happened, the wife of the business friend and the wife of the man who meant to victimize him frequently corresponded with each other, and the latter wrote a gay, gossiping letter to the former, in which she mentioned that her husband had been in poor health lately, on account of business troubles, but that she trusted their approaching trip to Canada would restore him.

Remembering, too late, that her husband had asked her to mention neither of these facts, and fearing to vex him, she went to the postoffice to recall her letter. The postmaster refused to give it up. She could give no good reason for demanding it, and became petulant and irritated when he continued to refuse. He remained firm and the letter was sent.

The recipient showed it to her husband, whose suspicions it aroused. He made an investigation, and, as a consequence, the dishonest firm was broken up, and both partners arrested and punished.

Intercepted letters have long been a popular theme of drama and romance. A letter which could not be intercepted, but had to go in spite of the sender's express desire and entreaty, might offer an interesting variety.

Use Tradesmanor Superior Coupons.

POWER OF COMBINED CAPITAL.

Written for THE TRADESMAN.

The grumbling continually indulged in by people in general against the methods by which organized capital controls in its own interest the prices of staple products to the actual or supposed disadvantage of the consumer, presents to the philosophic observer some features well worth study and interpretation. When once the habit of mind is formed by which one looks on the aggregation of wealth in the hands of another as antagonistic to one's self, the logic of the situation becomes dissolved in the mists of prejudices; and the actual reform of evils which do in some degree exist is placed hopelessly beyond accomplishment.

It is popular to decry the millionaire who is such by inheritance; also the men whose active energies have for years been expended in large business enterprises benefiting society and whom fortune has favored with proportionate rewards. So, too, does carping jealousy find spiteful things to say of the preacher, the lawyer and the doctor. Yet each, in turn, are sought when their characteristic services are needed. Much of this grumbling and disparagement comes from ignorance, and is really meant; but much is used as a feint to cover ulterior purposes.

For all that, there are in this day and age three facts evident beyond denial: First, wealth is becoming more consolidated and under control of a comparatively few strong, active minds who use, primarily, the power it confers for their personal interests without caring how the general welfare is affected. Second, this control appears to be beyond the reach of legal remedies as ordinarily interpreted by our courts. The third fact that stares us in the face is that, however much explained away, this centralizing of large means in few hands is a dangerous power to be held uncontrolled, even in a land of free institutions.

My object is not so much to argue against monopolies and their methods as to show why they have, so far, continued in potential control of commercial products against the protests and defensive tactics of the people who suffer by them.

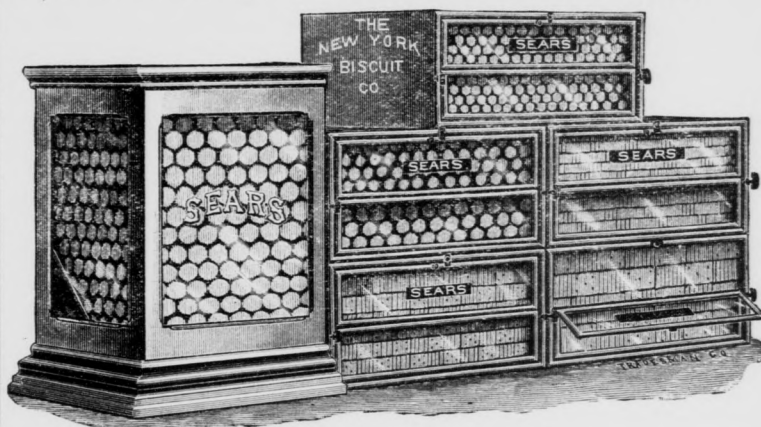
Two reasons are apparent in accounting for the strength of combinations of wealth against public interest. The first is a mathematical, and the second a moral one; and both are sufficient to satisfy any reflective mind why in every contest capital comes out the winner.

Under the first head it may be remarked, in the words of a noted maxim, "In union there is strength." It is, however, easier for ten men to combine for mutual interest than ten thousand. This is only an old fact restated. A mob unorganized is weak, as compared to a few strong, resolute men who are united in purpose on every detail. The position of capital is central, and its leaders have no weak points to assail. The force opposed to them is made up of differing and discordant elements. Each one has some plan to propose, and no two hardly agree on any practical mode of offence or defence.

And so the grumbling goes on. There is a certain sense of satisfaction in keeping up a habit so peculiarly in harmony with political customs and manners. So long as it amuses the people, and occupies their attention while affairs of moment are in progress, the capitalist does

Cracker Chests.

Glass Covers for Biscuits.



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

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

NEW NOVELTIES

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

"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.



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, 8 1/2 in. wide, 6 lines,	\$1 65	\$2 50	\$4 50
1/4 " " " 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.

not care for the widest publicity of such attacks. Capital has brains, but no conscience; and, consequently, no scruples and no remorse. It has also the power of cohesion which always conquers the assaults of numbers. In fact, numbers without organization and a sentiment behind that arrests every would-be deserter from the ranks, are only a source of weakness; because there is a wider front to defend, and offensive blows cannot be dealt with decisive effect. Thus is shown the mathematical reason why capital is strong and its antagonist weak.

When any active effort is at length made to redress the grievances of which the people complain, then we begin to see the second and more powerful reason why the scale tips in favor of combinations of capital. The history of these efforts can be read every day in practical illustration; and the memory of every man now living can testify to the cause and effects which follow as naturally as any other philosophic action and sequence.

The usual method of fighting monopolies that become oppressive is competition. This is a fair, lawful way, and, if persisted in and sustained by the people who are benefited, it would in most cases prove effectual. Whether used to defend the interests of the traveling public in fares, the business man's rights as to freight rates, or the welfare of the general consumer of staple products, its success depends on receiving the permanent support of all who are equally concerned. Without an assured backing, no opposition to combined wealth can effect any good result.

Capital, when thus attacked, wields a weapon which does not fail oftener than throwing a score of live mice in a crowd of factory girls on a strike. Instead of fear, it appeals to the lowest instinct, which is selfishness. Soon the opposition asked for by an oppressed people dissolves like mist before the rising sun, and the people themselves thus become partners with the oppressors in ruining the friends who have so faithfully served them.

How often has it occurred when some hopeful opposition has been started to lessen the extortions charged against the Standard Oil Co. that the latter effectually appealed to the picayunish greed of the average consumer by lowering the price of oil below a fair limit. It seldom costs more than one or two cents per gallon to buy the neutrality, smother the protests and stifle the convictions of the chronic grumbler. Those who championed the popular cause as retail dealers, and tried to sustain opposition manufacturers by buying their products, were deserted by their customers in the thick of action, and so capital won another battle. Thus have been fought a series of spasmodic conflicts in behalf of the people, and at their request, in which the parsimony and cowardice of those whose interests were defended became the elements that universally produced disaster.

Until those who complain of the greed of capital can be raised to a higher plane, the degrading influence of selfishness will be successfully appealed to in every case where the power of wealth is legitimately assailed. No army can fight and win if the rank and file can be bought off by the enemy. In comparison, how different is the spirit of this commercial age from that which animated the heroes of 1775.

Had the grumblers of to-day been in the place of those old patriots who resented the commercial oppressions of George the Third, there would have been no tea spilled in Boston harbor, and Lexington would have been a fair suburban town, but not the thrilling memory it is to-day to every American.

It is true that modern commercial grievances do not rise to the importance of those our forefathers endured. But it is well to call them to mind for the lesson they teach. Nothing has ever been won for the people from crowned heads or monied power, except by sacrifice and sacrifice is born of sentiment. As grumblers against capitalists have, in general, no stomach for sentiment there is for them nothing to be won.

Some say "It is not to be expected that people generally will be so absurd as to buy in the dearest market." I admit that it is human nature to desire to buy cheap, and perfectly laudable, as a rule; but the commercial reformer who has a grievance to redress will reflect that sentiment and organization must be combined if he expects to gain his end. In commercial as in moral contests, the army that fights from principle is safe from the bribes of the enemy. The soldier who fights for gold, when interest prompts, may be found on either side. But he has no place in the army of reform.

Most of the complaints raised against combined capital have no foundation but prejudice; and those who champion them deserve defeat. But when once the public mind becomes satisfied that there is an attempt made to selfishly control prices, and warfare is joined, let it be urged on the high plane of principle. In no other way can it be justified, and in no other way can it be successful.

Thus armed, the case of the People versus Monopoly would appear less often in the court of last resort; but, when once on, it would be fought to a finish and the people would deserve to win.

S. P. WHITMARSH.

Tea Growing in South Carolina.

A correspondent of the New York *Evening Post* has a long letter on tea growing in South Carolina, where, at Summerville, an experimental tea plantation was started by the United States Government before the war. He says that in 1860 a planter at Fayetteville, N. C., planted a tea garden, from which his widow now makes enough tea to supply her neighbors, and experts who have recently tasted it, pronounce it of a very superior quality. Tea from the old Government plantation, which has been leased by a Dr. Shepard, of Charleston, has been sampled by experts who say that there is no better on the American market.

Rare Presence of Mind.

A young saleswoman in a dry goods store, who had just sold a quantity of goods to a lady, asked:

"Will you have the goods sent, or take them with you?"

"Do you expect that I am going to carry a bundle like that?" asked the shopper, indignantly.

"Oh, no, madam," answered the saleswoman, with perfect suavity. "I supposed your carriage was at the door, and that you might prefer to take your purchase with you."

And she scored one on the victorious side.

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.

Don't Buy

YOUR SPRING LINES OF

Hammocks,
Base Ball Goods,
& Fishing Tackle

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

EATON, LYON & CO.,

GRAND RAPIDS.

MICHIGAN

Fire & Marine Insurance Co.

Organized 1881.

Fair Contracts,

Equitable Rates,

Prompt Settlements.

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

D. WHITNEY, JR., Pres.

EUGENE HARBECK, Sec'y.



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.

CHASE & SANBORN'S
SPECIAL
TEA IMPORTATIONS

CHASE & SANBORN'S
SPECIAL COFFEES

C & S. BRAND JAPANS

BUFFALO CHOP FORMOSAS

C & S. BRAND ENGLISH BREAKFASTS



FORMOSA OOLONG.

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

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

THE RIGHT TO RUN IN DEBT.

After the many years of discussion which we have had of the advantages and disadvantages of an abundant silver currency, it was not expected that the People's party should be able to advance any new ideas upon the subject, and it is no disappointment, therefore, that they merely reiterate what has been said in favor of cheap money over and over again already. Still, in reading their St. Louis platform, I have been struck with a rather increased prominence in it of an idea which lay at the foundation of the old Greenback party, and which has been the staple of much currency expansion talk ever since. It is that the volume of the currency should be sufficient to meet what is called the requirements of business, and should increase with the increase of population, so as always to furnish a certain amount *per capita*.

The party is supported in this demand by the Prohibitionists, who agree with them in declaring that our currency is at present insufficient in volume, and needs to be increased. The difference is that the People's party want the increase to come from an unlimited coinage of silver dollars, whereas the Prohibitionists, like the old Greenbackers, are in favor of having it printed upon paper by the Government. Both parties tacitly assume, and some of their spokesmen openly declare, that their object is to relieve the financial distress of those sections of the country where ready money is scarce, and where, in consequence of the scarcity, would-be borrowers are unable to obtain it. What they mean by "the requirements of business" is the requirements of men who have debts which they cannot pay, and especially of those who would like to run in debt but cannot, because nobody will accept them as debtors.

This same idea I find frequently expressed in the speeches of the silver advocates in Congress and elsewhere. The condition of men who desire to borrow money, but who cannot find creditors who will lend it to them, is pictured in the darkest colors. That loans should go begging in Wall street at 2 per cent. per annum, while the Western farmers and Southwestern planters cannot borrow at 8, 10, and even 12 per cent. per annum, is declared to be proof positive that our financial system is wrong, and imperatively requires reformation. Senator Stanford even goes so far as to ask that the Government shall step in, and by lending money at 2 per cent. per annum clap mortgages upon all the farms in the country which remain unincumbered. Gen. Benjamin F. Butler it was, I think, who said that "a national debt is a national blessing," and now, private debt is to be exalted to the same bad eminence.

I need hardly say that, to my old-fashioned way of thinking, this sort of talk seems not only absurd but wicked. I was brought up to look upon running in debt as an evil to be avoided as much as possible. To be sure, in my time goods were bought and sold, as they are now, on credit, and the buyer gave for them his notes, which the seller, in turn, indorsed and got discounted. Both thus ran regularly in debt, the one for the goods and the other for money with which to buy more goods, but both were accounted bad merchants if they did not at all times keep their property in such a shape that they could turn it into

enough money to pay their debts at very short notice. The man who was always "shinning" around to get means to carry on his business fell into discredit, and he who needed neither to give notes nor get his bills receivable discounted was looked upon as being in a very enviable position.

Unless I am misinformed, the would-be borrowers at the West and the Southwest want, not loans for a short period, or such as they are prepared to pay off at any time by the sale of personal property, but loans to run for an indefinite time, or during their own good pleasure. Many of them have purchased land on credit and are now pressed for payment by the sellers. Others have borrowed to make improvements on farms or town lots, or to build factories, or to go into other enterprises in which they have locked up their own means and all the additional means they could procure elsewhere. These men, naturally, being all in the same impecunious condition, cannot assist one another. Eastern capitalists will not, and they vainly imagine that the Government might, could and should do it. Others, again, are not in debt now, but, seeing the many opportunities which a new country presents for the profitable employment of capital, are crazy to borrow for the purpose on the easy terms which prevail here at the East, and they feel it to be a great hardship that nobody will accommodate them. These, too, foolishly fancy that if the Government would add, by coining silver or by printing paper, some hundreds of millions of dollars to the currency of the country, it would become so plenty that Eastern capitalists would be unable to lend their capital at home, and would, therefore, be more willing to lend it at the West and the Southwest. Oddly enough, it is for this still unindebted class that currency legislation is most earnestly demanded. Those who have already mortgaged their property could, at best, only save it from foreclosure. They could not borrow on it more than they now owe. It is the men out of debt and who want to run in debt for whom sympathy is invoked.

This demand for greater facility of running in debt, as if it were a natural right of which no citizen should be deprived against his will, reminds me of the "right to labor" claimed by the unemployed workingmen of France during the stagnation of business which followed the revolution of 1848. The Frenchmen had at least an excuse for demanding that the Government should find them work, in the pressing need of food for themselves and their families, but the would-be debtors of this country are not in this position. They desire to borrow money that they may make money by its use instead of working for wages. It is a laudable desire, no doubt, but not one the gratification of which justifies the attempt to furnish it at the risk of financially ruining the nation.

When I was a boy I went every summer to visit an uncle who had a farm up on the highlands of Connecticut. Everybody who knows the region knows how hilly and sandy and stony it is. We boys used to say that the Creator, when he made the earth, filled his apron with rocks to scatter over it, intending to distribute them evenly. Just as he got to Connecticut, however, his apron string broke and the whole of the rocks were dumped in a mass upon the unfortunate

State. This is what has made it so hard to cultivate, and has led to the abandonment for more fertile regions of so much of it by its owners. My uncle worked away bravely, but his land lay so high that continual rain was necessary to give him decent crops. His neighbors in the valleys adjoining not only needed less rain than he did, but were injured by what was just right for him. The force of gravitation carried the water that fell on the hilltops down into the valleys, and if it fell often enough to keep the hilltops moist the valleys were drowned. Our Western and Southwestern friends are in a similar predicament, only worse. The showers of silver and paper money that they ask from the Government would not even temporarily reach them, but would go directly to flood the great financial centers of the East, leaving the present destitute sections as destitute as before.

MATTHEW MARSHALL.

Bits and Gimlets.

The manufacture of bits in this country is estimated to equal a production of 20,000 per day, and is in the hands of comparatively few persons, the fierce competition within the past few years gradually driving the smaller concerns into other lines. About ten of these manufacturing concerns are to be found in New England and two in the West. German bits are made in about six concerns, and are sometimes called the Bee bit. This term is said to have been given to it by the original inventor of the peculiar formation of the twist of the bit. It is said that he procured a bee, and placing it under a microscope, made a fac-simile of that wonderful instrument, the dread of the small boy, but which has an efficacy hardly equaled in the animal world. The gimlet is more widely made, twenty or thirty different concerns supplying the

trade. The metal handle gimlet is now made by the million, and sold by the bushel, as one might say. The retailer gives it to the customer at five cents, and at that price there are three profits. One old workman, who had spent his life making gimlets, racked his brains one day to know how to keep up with the procession in the way of competition, when a bright idea came to the surface. He figured it out that he could do so-and-so if he did not fool away any of his time in counting the gimlets that he made, and his employer now pays him by measure. This is a hint for other lines closely pressed by competition. Bits are sold as cheaply as \$1.50 per dozen to the mechanic, the best sorts bringing \$5 and \$6 per set.

Purely Personal.

John M. Scott, general dealer at Alto, was in town one day last week.

O. A. Ball leaves to-day for White Birch Point with his family. He will spend most of the summer there, returning to the city each Monday to attend the meetings of the Common Council.

Wm. Logie has so far recovered from his recent illness as to be able to get down to the store occasionally. He will probably be strong enough to resume his regular duties in about two weeks.

E. C. Stowe, formerly engaged in the drug and grocery business at Shippewa, Ind., was in town Saturday on his way to Muskegon Heights, where he proposes to embark in the real estate business.

Ex-Judge Hatch and A. D. Baker have purchased of Mrs. M. R. Bissell the residence lot at 58 Sheldon street and have begun the construction of a handsome twelve room residence, which they expect to be able to occupy by Thanksgiving time.



Quality Wins!

And you can depend on the best quality where you buy this brand.

Drugs & Medicines.

State Board of Pharmacy.
 One Year—Jacob Jesson, Muskegon.
 Two Years—James Vernor, Detroit.
 Three Years—Ottmar Eberbach, Ann Arbor
 Four Years—George Gundrum, Ionia.
 Five Years—C. A. Bugbee, Cheboygan.
 President—Jacob Jesson, Muskegon.
 Secretary—Jas. Vernor, Detroit.
 Treasurer—Geo. Gundrum, Ionia.
 Meetings for 1902—Star Island (Detroit), July 5;
 Marquette, Aug. 31; Lansing, November 1.

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

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

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

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

Liability of Directors of Corporations.

According to the decision of Judge Reilly, of the Wayne Circuit Court, directors of corporations are not liable for the consequences of unwise or indiscreet management if their conduct is entirely due to mere faulty or mistaken judgment. William H. Doyle was director of the Coburn Island Timber Co., of which Adolph Leitelt was president. The complainant and his brother, John E., controlled a license obtained from the Canadian Government for cutting timber on Coburn Island. The corporation was organized for the purpose of operating under this license. Leitelt and another purchased an interest in the concern for \$9,000. The business proved unprofitable, and Leitelt, after keeping the company afloat for some time, closed out the assets of the corporation for \$2,000 net. Doyle brought suit against the timber company and got a verdict and judgment for \$9,200 against it. Doyle's judgment remained unsatisfied and he then brought suit against the president, Mr. Leitelt, alleging that he, having had the assets of the company assigned to him, had failed to account for those assets and had converted them to his own use. Doyle's bill prayed for a recovery of the property.

In rendering his decision on the matter, Judge Reilly said: "It will be observed that the bill charges that the president of the company has disposed of or wasted the assets of the company. It is a general rule that if an officer of a corporation willfully wastes its assets to the injury of its stockholders and creditors the corporation must bring the proper action to obtain redress, and it is only when the corporation is under disability to act, or refuses to act, that the person aggrieved may bring suit. Where the court is satisfied that an officer has made an honest mistake of judgment, he cannot be held responsible from the mere fact that the property disposed of by him is shown to be worth more. The law is well satisfied that an officer of a corporation who uses his best judgment in disposing of its assets is not liable, even though the court may find that his judgment is not sound and that the sale was not judicious."

Judge Reilly quoted a large number of decisions of courts, both in this country and England to support this proposition. Continuing he said: "All these cases concur in holding that in equity directors are personally responsible for the consequences of their frauds and malfeasances or for such gross negligence as may amount to a breach of trust to the damage of the corporation or its stockholders; but not liable for the consequences of unwise or indiscreet management if their conduct is entirely due to mere faulty or mistaken judgment."

"Under the evidence submitted in this case, and the general proposition of law sustained by the authorities quoted, I think a decree must be entered dismissing the bill."

Cheapness Not Desirable.

It has been said in public and private, as a matter of national and individual self-congratulation, that "things" were never so cheap as they are now." Such

is probably the fact, but there are certain other facts which should be considered before we settle down into comfortable enjoyment of the existing state of things. In the first place, are we not as a nation sacrificing true economy to a false standard of low prices and does not this tendency show itself to be the almost universal and most prominent feature of the retail competition? All dealers, as a rule, represent their goods to be what they appear, but "low prices," "lower than the lowest," "paralyzers," etc., are the general burden of the daily bulletin of the enterprising retailer in every line.

But what can be the social and economical condition of the producers of such trash? If the material has been sedulously deprived of every ingredient of true value, except mere fashion and deceptive finish, what must be the living plane of those who labor on the innumerable variety of cheap goods offered in every line of industry and trade? What is the moral standard of the workman and manufacturer who knows their worthlessness and fraudulency? What can be the inmost thought of the dealer who knowingly sells them, except something of self-rebuke and pitying contempt for his deluded customers? Indeed, is not the very narrow margin of profit to producer, workman, manufacturer, jobber and retailer, tending every day to intensify ruinous competition and lower wages, and injure the health, morality and general prosperity of the people?

The small retailer of to-day should devote his energies to the increase of his trade in honest, unsophisticated and standard goods which give fair wages to the workman, a reasonable profit to the dealer and good service to the buyer. If he can induce his customers to appreciate such goods, he can defy the department store and snap his fingers at the "cutter," "auction fiend" and "fire sale" fakir.

The retail trade, and especially the man of small capital and restricted trade, should "think of these things" and become an advocate of good weights, full measure and honest goods.

The Drug Market.

- Gum opium—A little weak and lower in price.
- Quinine—Firm and in good demand.
- Morphia—Unchanged.
- Cuttlefish Bone—Advanced and is tending higher.
- Tonka Beans—Very firm and advancing.
- Oil Rose—On account of reported short crop, has advanced and is tending higher.
- Iodine—And all iodides may be higher, as the Chilian government contemplates placing an export duty on crude.
- Paris Green—In good demand at unchanged prices.
- Oil Copaiba—Declined.
- Oil Cubebs—Lower, on account of decline in business.
- Cubeb Berries—Lower.
- Golden Seal Root—In large supply and lower.
- Serpentaria—Declined.
- Capsicum—Whole and powdered have declined.
- Oil Cloves—Lower.

Forty of the leading manufacturers of patent medicines have adopted the rule of 10 per cent. advance on less than 1/2 dozen lots and others will do so shortly. Buyers should remember this in ordering and save the penalty.

Detected by a Camera.

August Triquet, of Toledo, Ohio, having been long annoyed by the stealing of boxes of cigars from a case in his shop, determined to find out who did it, and arranged an ingenious trap with a camera, a flash light and an electric wire. A few mornings after he found that the shop had been entered, as the window was open and the flash light burned. Upon developing the plate in the camera a fine picture was disclosed of two well known young men breaking into the cigar case. The guilty parties have fled.

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.

ANY Will take your order for our Extract—and be glad to get it. They may not mention it to you, but don't blame them. Think of the thousand and one articles that they have to sell. It is not strange, is it, that they do forget some of them? And then, you know, a dollar and seventy-five cents (that's what a dozen costs) don't swell the sales very much. But you want it just the same. Why? Its a great seller, and you make a good profit on it, and that is what you are after. Every dozen is packed in a handsome show stand that is an ornament to any show case and being "always in sight" sells the extract for you.

Be sure to specify "Williams Root Beer Extract" and take no other. There are other extracts on the market but none as good as ours, and you want the best.

Don't Forget when ordering

NUTS, FIGS, CANDY DATES, ETC.

To call on or address

A. E. BROOKS & CO., Mfrs, 46 Ottawa St., Grand Rapids.

Special pains taken with fruit orders.

J. L. Strelitsky,

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.

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.

Wholesale Price Current.

Advanced—Oil rose, cuttlefish bone. Declined—Cubebs, cubebs po., gum opium, gum opium po., oil cloves, oil copaiba, oil cubebs, golden seal root, serpentaria, capsicum.

Table listing various commodities under categories: ACIDUM, AMMONIA, ANILINE, BACCÆ, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, OLEUM, SYRUPS, TINCTURES, and MISCELLANEOUS. Each entry includes a name and its corresponding price.

Table listing various commodities under categories: S. P. & W., S. N. Y. Q. & C. Co., Moschus Canton, Myristica, Nux Vomica, Pepsin Saac, H. & P. D., Pictis Liq., Pili Hydrarg., Piper Nigra, Piper Alba, Pix Burgum, Plumbi Acet., Pulvis Ipecac et opii, Pyrethrum, & P. D. Co., Quina, Quina, S. P. & W., S. German, Rubia Tinctorum, Saccharum Lactis, Salicin, Sanguis Draconis, Sapo, W., G., Seldlitz Mixture, Sinapis, Voess, Snuff, Macebooy, De, Myristica, Scotch, De. Voess, Soda Borax, Soda et Potass Tart., Soda Carb., Soda, Bi-Carb., Soda, Ash, Soda, Sulphas, Spts, Ether Co., Myrcia Dom., Myrcia Imp., Vini Rect. bbl., Less 5c gal, cash ten days, Strychnia Crystal., Sulphur, Subl., Roll, Tamarinds, Terrebenth Venice, Theobromae, Vanilla, Zinc Sulph., Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw, Lindseed, boiled, Neat's Foot, winter, strained, Spirits Turpentine, PAINTS, bbl. lb., Red Venetian, Ochre, yellow Mars, Ber., Putty, commercial, strictly pure, Vermillion Prime American, Vermillion, English, Green, Peninsular, Lead, red, white, Whiting, white Span, Whiting, Gilders, White, Paris American, Whiting, Paris Eng. cliff, Pioneer Prepared Paint, Swiss Villa Prepared Paints, VARNISHES, No. 1 Turp Coach, Extra Turp, Coach Body, No. 1 Turp Furn, Extra Turp Damar, Japan, Dryer, No. 1 Turp, OILS, Bbl. Gal.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

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

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

Grocery Price Current.

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

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

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

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

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

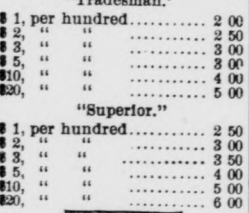
Table listing various grocery items such as DRIED FRUITS, FOREIGN, and MINCE MEAT with their respective prices.

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

Table listing various grocery items such as MATCHES, MEASURES, and MOLASSES with their respective prices.

Table listing various grocery items such as Small, Babbitt's, and ROOT BEER with their respective prices.

Table listing various grocery items such as SPICES, Pure Ground in Bulk, and SAL SODA with their respective prices.



Text explaining the coupon books and their usage, including 'Above prices on coupon books are subject to the following quantity discounts:'

SALERATUS.
Packed 60 lbs. in box. \$3 30
Church's 3 15
DeLand's 3 30
Dwight's 3 30
Taylor's 3 00

SOAP.
LAUNDRY.

Allen B. Wrisley's Brands.
Old Country, 80 1-lb. 3 20
Good Cheer, 60 1-lb. 3 90
White Borax, 100 1/2 lb. 3 60
Proctor & Gamble.
Concord 2 80
Ivory, 10 oz. 6 75
" 6 oz. 4 00
Lenox 3 65
Mottled German 3 15
Town Talk 3 00
SCOURING AND POLISHING.
Sapolio, kitchen, 3 doz. 2 50
" hand, 3 doz. 2 50

SUGAR.

Cut Leaf @ 5 1/2
Cubes @ 5
Powdered @ 5 1/2
Granulated 4.16 @ 4 1/2
Confectioners' A @ 4.44
Soft A @ 4.31
White Extra C @ 4.18
Extra C @ 4.06
C 3 1/2 @ 3 1/2
Yellow @ 3 1/2
Less than bbls. 1/2 c advance

SYRUPS.

Corn.
Barrels 24
Half bbls 26
Pure Cane.
Fair 19
Good 25
Choice 30

SWEET GOODS.

Ginger Snaps 8
Sugar Creams 8
Frosted Creams 9
Graham Crackers 8 1/2
Oatmeal Crackers 8 1/2

TEAS.

JAPAN—Regular.
Fair @ 17
Good @ 20
Choice @ 24
Choicest @ 24
Dust @ 10
SUN CURED.
Fair @ 17
Good @ 20
Choice @ 24

Choicest @ 34
Dust @ 12
BASKET FIRED.
Fair @ 20
Choice @ 25
Choicest @ 35
Extra choice, wire leaf @ 40

GUNPOWDER.
Common to fair @ 25
Extra fine to finest @ 65
Choicest fancy @ 85
OOLONG.
Common to fair @ 23
IMPERIAL.
Common to fair @ 23
Superior to fine @ 35
YOUNG HYSON.
Common to fair @ 18
Superior to fine @ 40

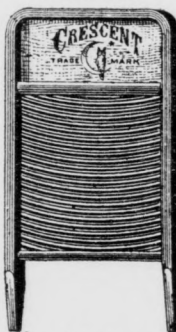
ENGLISH BREAKFAST.
Fair @ 18
Choice @ 24
Best @ 40

TOBACCO.

Fine Cut.
Pails unless otherwise noted
Hiawatha 60
Sweet Cuba 34
McGinty 24
" 1/2 bbls. 32
Valley City 32
Dandy Jim 27
Torpedo 20
" in drums 19
Yum Yum 26
Plug.
Sorg's Brands.
Spearhead 38
Joker 22
Nobby Twist 39
Oh My 29
Scotten's Brands.
Kyo 22
Hiawatha 38
Valley City 34
Finzer's Brands.
Old Honesty 40
Jolly Tar 32
Middleton's Brands.
Here It Is 28
Old Style 31
Jas. G. Butler & Co.'s Brands.
Something Good 38
Toss Up 26
Out of Sight 25
Private Brands.
Sweet Maple 30
L. & W. 26
Smoking.
Boss 12 1/2
Colonel's Choice 13

Warpath 14
Banner 15
King Bee 20
Kiln Dried 17
Nigger Head 23
Honey Dew 24
Gold Block 28
Peerless 24
Rob Roy 24
Uncle Sam 28
Tom and Jerry 25
Brier Pipe 30
Yum Yum 32
Red Clover 32
Navy 32
Handmade 40
Frog 33

WASHBOARD.



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 67
Red Star 2 75
Shamrock 2 50
Ivy Leaf 2 25
VINEGAR.
40 gr. 7
50 gr. 8
\$1 for barrel.
WET MUSTARD.
Bulk, per gal 30
Beer mug, 2 doz in case. 1 75
YEAST—Compressed.
Fermentum per doz. cakes...
" per lb. 4 1/2
Fleischman, per doz cakes...
" per lb. 2

GRAINS and FEEDSTUFFS

WHEAT.
No. 1 White (58 lb. test) 77
No. 1 Red (60 lb. test) 77
MEAL.
Bolted 1 30
Granulated 1 50
FLOUR.
Straight, in sacks 4 50
" barrels 4 60
Patent " sacks 5 50
" barrels 5 60
Graham " sacks 2 10
Rye " 2 40

MILLSTUFFS.
Car lots Less quantity
Bran \$14 00 \$14 00
Screenings 15 00 15 00
Middlings 15 00 16 00
Mixed Feed 23 00 20 00
Coarse meal 19 50 19 50

CORN.
Car lots 55
Less than car lots 57

OATS.
Car lots 39
Less than car lots 41

HAY.
No. 1 Timothy, car lots. 13 1/2
No. 1 " ton lots 15 00

OILS.

The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:

Eccene 9
Water White, old test. @ 8 1/2
W. W. Headlight, 150° 7 1/2
Water White @ 7
Naptha @ 7
Stove Gasoline @ 7 1/2
Cylinder @ 7 3/4
Engine 13 @ 21
Black, 25 to 30 deg @ 7 1/2

FRESH MEATS.

Swift & Company quote as follows:
Beef, carcass 6 1/2 @ 7 1/2
" hind quarters 7 1/2 @ 8 1/2
" fore " 4 @ 4 1/2
" loins, No. 3 10 @ 11
" ribs 8 1/2 @ 9 1/2
" rounds @ 6
Bologna @ 4 1/2
Pork loins @ 10 1/2
" shoulders @ 7 1/2
Sausage, blood or head @ 4 1/2
" liver @ 4 1/2
" Frankfort @ 7
Mutton 8 @ 9
Veal 6 @ 6 1/2

HIDES, PELTS and FURS

Perkins & Hess pay as follows, prices nominal:
HIDES.
Green 2 1/2 @ 2 3/4
Part Cured @ 3 1/2
Full " @ 4 1/2
Dry 5 @ 5
Rips, green 2 1/2 @ 3 1/2
" cured @ 4 1/2
Calfskins, green 4 @ 5 1/2
" cured @ 6
Deacon skins 10 @ 20
No. 2 hides 1/2 off. @ 20
PELTS
Shearings 10 @ 25
Lambs 20 @ 50
WOOL.
Washed 20 @ 23
Unwashed 10 @ 20

MISCELLANEOUS.

Tallow 3 1/2 @ 4
Grease butter 1 @ 2
Switches 1 1/2 @ 2
Ginseng 2 00 @ 2 75

POULTRY.

Local dealers pay as follows:
DRESSED.
Fowl 9 @ 10
Turkeys 10 @ 11
Ducks 10 @ 11
LIVE.
Chickens 11 @ 13
Fowls 7 @ 8
Turkeys 9 @ 10
Spring Duck 10 @ 11

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH
Whitefish 7 @ 8
Trout 7 @ 8
Halibut @ 15
Clasoes or Herring 5 @ 6
Bluefish 11 @ 12
Fresh lobster, per lb. 2 1/2
Soft crabs, per doz 90
Shrimp, per gal 1 25
Cod @ 12
No. 1 Pickerel @ 8
Pike @ 7
Smoked White @ 7
OYSTERS—CANS.
Fairhaven Counts @ 40
SHELL GOODS.
Oysters, per 100 1 25 @ 1 50
Clams 1 00 @ 1 25

PAPER & WOODENWARE

PAPER.
Straw 1 1/2
Rockfalls 1 1/2
Rag sugar 2 1/2
Hardware 2 1/2
Bakers 2 1/2
Dry Goods 5 @ 8
Jute Manila @ 5 1/2
Red Express No. 1 5 1/2
" No. 2 4 1/2

TWINES.

48 Cotton 50
Cotton, No. 1 17
" 2 16
Sea Island, assorted 30
No. 5 Hemp 15
No. 6 " 15

WOODENWARE.

Tubs, No. 1 7 00
" No. 2 6 00
" No. 3 5 00
Pails, No. 1, two-hoop. 1 35
" No. 1, three-hoop. 1 10
Clothespins, 5 gr. boxes 4c
Bowls, 11 inch 80
" 13 " 1 00
" 15 " 1 00
" 17 " 2 25
" 19 " 2 75
" 21 " 3 00
Baskets, market 35
" shipping bushel. 1 25
" full hoop " 1 35
" willow cl'ths, No. 1 5 75
" " " No. 2 6 25
" " " No. 3 7 25
" splint " No. 1 3 50
" " " No. 2 4 25
" " " No. 3 5 00

INDURATED WARE.

Pails, 1/2 doz. 4 05
Tubs, 1/2 doz. 4 55

TANGLEFOOT

Sticky Fly Paper.



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

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



No sheet will spoil, no matter how long a box may last.
FOR SALE BY ALL JOBBERS.

Do You Want a Cut of
Your Store Building?

Send Your Order to
THE TRADESMAN COMPANY,
ENGRAVERS AND PRINTERS,
100 Louis Street, Grand Rapids, Mich.

"HANDS UP."

An Experiment in Mesmerism Which Was Not an Entire Success. From the Dry Goods Economist.

The peculiar adventure which befell Mr. Cooper would never have been related, and, therefore, would never have been printed, had it not been for a little action of mine, innocent in itself, but which powerfully affected my friend.

We have been friends for a good many years, Mr. Cooper and myself, and whenever he visits my city (Chicago) I invariably call upon him.

Learning recently of his arrival I went directly to the Palmer House, walked to his room and knocked at the door somewhat gently, for I did not wish to waken him if he had gone to bed. Receiving no answer I turned the knob and the door opened. The gas was turned low, and Cooper sat doubled up in a large easy chair, fast asleep. His sample trunks, packed and marked, stood near the door, ready for the porter in the morning. "Here," thought I, "is a nice situation. What if one of the many hotel sneak thieves had been in my place! I am afraid, my dear fellow, that you would be minus something in the morning. I will give you a scare as a lesson." So I closed the door softly and, standing with my back to it, I stamped my foot sharply and said quite loud enough to awake him: "Hands up!"

I shall never forget the sudden awakening and the look of agony which accompanied it. His hands had gone up at my first cry. Never a word did he utter. He only looked at me with those great eyes in which nothing but horror had a place. Evidently he did not recognize me, for I stood in a shadow, and so astonished was I that I did not for a moment or two open my mouth or move from my position after the first cry.

"Cooper, old man!" I finally exclaimed, "what has come over you?"

He smiled faintly. "Put down your hands," I said, as I walked to the gas jet and turned it up full.

"Is that you, Will?" he asked. "Didn't I hear you say 'hands up'?"

"Yes, I said 'hands up,' but is that sufficient reason for you to get as white as snow and to act as you did? I know that you are no coward, and, therefore, you must have some powerful reason for your actions."

"I have sufficient reason to be alarmed at that cry," he said, after he had become more calm. It was only natural that I should be curious to know the cause of my friend's alarm, and, after considerable urging, he related the following strange experience:

"Twelve years ago, shortly before I made your acquaintance, I represented in the West one of the largest jewelry houses in the East. I made my headquarters while in San Francisco at the Palace Hotel, and my customers would visit me and inspect my line in my own rooms. One day I had been in the city and made an engagement with one of the most liberal buyers on the Slope. My clerk and I arranged the samples so that they could be readily examined, and then I went down stairs to meet the buyer when he should arrive. I did not have long to wait, for Mr. B. came along, and, seeing me, said: 'I am going down the street and will be back in half an hour. Go upstairs, and don't wait for me for I will go directly to your room.' I went to my room and sat smoking, impatiently waiting for the half hour to pass. Suddenly a knock was given on the door and I, expecting my buyer, cried out in a hearty manner, 'Come in.' The door was instantly opened and instantly shut, and my clerk and I found ourselves each looking down the barrel of a revolver. There were two men, and one of them stood just as you stood, with his back to the door, and cried out just as you cried: 'Hands up!' It is always the safest way to put up your hands under such conditions, and wait until you see a chance to put them down again.

"The two visitors were not bad looking, but they were determined looking men."

"Mr. Cooper," said one of them, "we are sorry to disturb you; believe me, we are, and I have taken the precaution to protect you from the annoyance of any buyer this evening, so do not let that buoy your hopes up. I have sent the gentleman away, and we will spend the pleasant evening entirely by ourselves."

"It is clear that we cannot take everything with us, so if you will be so good, Mr. Cooper, as to indicate which are the most valuable stones and articles it will facilitate matters, and you will be released all the more quickly."

"I emphatically refused to have anything to do with selecting the valuables."

"I wish that you would, for it will save you a great deal of trouble. In fact, I will make you do it, whether you will or not. I shall say to you, 'Make a selection, my good sir, and take only the best,' and I am sure that you will do it."

"Saying this he stepped close to my clerk's face, and looking steadily in his eyes, said, 'We will need to give our entire attention to the jewelry, so you must go to sleep.'"

"Then the significance of the robber's words about my aiding him to the most valuable jewels flashed across my mind. I was to be put in a mesmeric state—you call it hypnotism now-a-days. In those days we knew very little of its secret power, much less than we do to-day. I knew in a general way that the most prominent physicians, with but few exceptions, had denounced its alleged power as fraudulent, and I, like many others, let them judge for me; but something told me with absolute conviction that there was some mysterious power which I was yet to learn of. The robber kept his eyes firmly fixed and said something to the clerk. I could see that a great struggle was going on for the mastery. I noted the convulsive twitching of the muscles of the face and neck, but, at last, to my relief, it came to an end. The robber took the clerk by the arm, led him to the corner of the room, and told him to lie down and have a pleasant time."

"It would have been much better and easier to have gagged and bound your friend," he remarked in a pleasant tone, "but I confess I am proud of my power and thought I would give you an example of it. Shall I exert my influence over you, too, or will you indicate the goods I want?"

"I will do nothing of my free will to aid you," I replied. "I suppose you can force me if you so desire, for I have seen strange things just now."

"Without more ado he began his work upon me. I had quickly made up my mind that my only safety lay in keeping my mind extremely active, and apparently to come under his influence. I had seen subjects at exhibitions in New York act, and as I was a good mimic I had faint hopes of deceiving the man until some opportunity offered for me to escape and get aid. I had a small calibre pistol in my inside vest pocket which had escaped the notice of the robbers. My large 45 calibre had been taken from me early in the interview."

"Good fortune attended me. I deceived the mesmerizer, and even when he gave me a severe pinch and said, 'Isn't that delightful?' I expressed the greatest pleasure, although I could have cried out with the pain. He led me about and ordered me to do as he willed. I did not pick out the most valuable articles. I used the greatest tact which I could command, for I was afraid that no opportunity would offer for me to escape, and I made sure that the cheaper articles and stones should be the ones stolen. After a time I was directed back to my seat and the men began to pack up the goods."

"In the course of their operations the backs of the two men were for an instant turned toward me. Now, at last, was my opportunity. I pulled from my inside pocket my pistol, and aiming it at one of the men, fired. An exclamation of surprise and pain followed the shot. I rushed forward and received a blow on the head which knocked me down and partly stunned me, but in an instant I was up and after them with the fury of a thousand devils. I solemnly declare that I would have been delighted to have torn those men to pieces. The police found a trail of blood to one of the back doors, but there all traces ceased."

"We never got a clue to the men. The next year I left the jewelry trade and have been hustling with dry goods ever since."

PRODUCE MARKET.

Apples—Red Astricans and Harvest apples from Ohio command \$3.50 per bbl. Home grown fruit will be in market before the end of the week.

Beans—Dry stock is in small supply and active demand. Dealers pay \$1.30@1.35 for unpicked and hold city handpicked at \$1.65@1.75 per bu.

Beets—New, 35c per doz. bunches. Butter—The market is fairly well maintained, all offerings of choice finding ready takers at 12@13c.

Cabbages—60c and 75c per dozen, according to size. Celery—Choice home grown commands 25c per dozen bunches. It is no longer necessary for local dealers to depend on Kalamazoo growers for this staple, as home grown is ample for the needs of this market.

Cherries—Very scarce and higher, readily commanding \$2.50 per bushel. Dried apples—Evaporated is firmly held at 8@9c; sundried is weak at 3 1/2@4c.

Eggs—The price is well maintained, dealers paying 14c and holding at 15c per doz. Honey—14c per lb. Very scarce. Lettuce—Grand Rapids Forcing is in fair demand at 5 per lb.

Musk Mellons—Osage, \$1.60 per dozen; nutmeg, \$1.25 per dozen. Onions—Green are in fair demand at 10c per dozen bunches. Illinois is firmly held at \$1 per bushel. Bermudas are about out of market.

Peas—June are out of market. Marfat are in good demand at 75c@81 per bu. Pieplant—1c per lb. Pineapples—\$1.25@1.75 per doz. Potatoes—New stock is in good demand at \$1 per bushel or \$2.75 per bbl.

Raspberries—Both red and black are scarce and high, choice fruit readily commanding 12 1/2 cents per qt. Radishes—10c per dozen bunches.

Strawberries—Occasional lots continue to come in, but not in sufficient quantity to create a market. Tomatoes—Mississippi stock is in fair demand at \$1.25 per 4 basket crate.

Watermelons—18@20c apiece. Wax Beans—\$1@1.25 per bushel.

PROVISIONS.

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

PORK IN BARRELS.				
Mess, new.	12 25			
Short cut	13 50			
Extra clear pig, short cut	15 00			
Extra clear, heavy	14 25			
Clear, fat back	14 50			
Boston clear, short cut	14 75			
Clear back, short cut	15 00			
Standard clear, short cut, best	15 00			
SAUSAGE—Fresh and Smoked.				
Pork Sausage	7 1/2			
Ham Sausage	9			
Tongue Sausage	9			
Frankfort Sausage	7 1/2			
Blood Sausage	5			
Bologna, straight	5			
Bologna, thick	5			
Head Cheese	5			
LARD.				
Kettle	Com-			
Rendered.	Granger.			
Family.	pond.			
Tierces	8	7 1/2	6	5 1/2
50 lb. Tins	8 1/2	7 1/2	6 1/2	5 1/2
30 lb. Pails	8 1/2	7 1/2	6 1/2	5 1/2
10 lb.	8 1/2	8	6 1/2	5 1/2
5 lb.	8 1/2	8 1/2	6 1/2	5 1/2
3 lb.	9	8 1/2	7	6 1/2
BEEF IN BARRELS.				
Extra Mess, warranted 200 lbs.	6 50			
Extra Mess, Chicago packing	6 50			
Boneless, rump butts	9 50			
SMOKED MEATS—Canned or Plain.				
Hams, average 20 lbs.	12 1/2			
" " 16 lbs.	12 1/2			
" " 12 to 14 lbs.	12 1/2			
" picnic	8 1/2			
" best boneless	8 1/2			
Shoulders	8 1/2			
Breakfast Bacon, boneless	10 1/2			
Dried beef, ham prices	9 1/2			
Long Clears, heavy	9 1/2			
Briskets, medium	9 1/2			
Light	9 1/2			

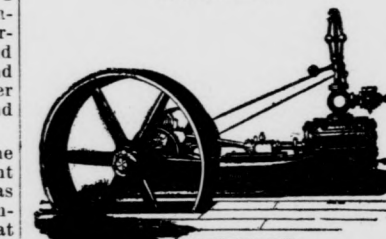
ORANGES.	
Californias, 96	@ 4 50
" 126	@ 5 00
" 150	@
Messinas, choice 200	@
" 160	@
LEMONS.	
Messina, choice, 360	@ 5 00
" fancy, 360	@ 5 00
" choice 300	@ 5 00
" fancy 300	@ 5 00
OTHER FOREIGN FRUITS.	
Bananas, Firsts	1 75 @ 2 50
" Seconds	1 00 @ 1 50
Figs, fancy layers, 6 lb.	@ 13
" " 10 lb.	@ 14
" extra " 14 lb.	@ 15
" " 20 lb.	@ 18
Dates, Fard, 10-lb. box	@ 8 1/2
" " 50-lb. "	@ 6 1/2
" Persian, 50-lb. box	4 1/2 @ 5

NUTS.	
Almonds, Tarragona	@ 17
" Ivaca	@ 15 1/2
" California	@ 17
Brazils, new	@ 8
Filberts	@ 11 1/2
Walnuts, Grenoble	@ 13 1/2
" Marbot	@
" Chill	@ 10
Table Nuts, fancy	@ 12 1/2
" choice	@ 11 1/2
Pecans, Texas, H. P.	11 @ 14
Cocoanuts, full sacks	@ 4 50
PEANUTS.	
Fancy, H. P., Suns	@ 5 1/2
" " Roasted	@ 7 1/2
Fancy, H. P., Flags	@ 5 1/2
" " Roasted	@ 7 1/2
Choice, H. P., Extras	@ 4 1/2
" " Roasted	@ 6 1/2
California Walnuts	12 1/2

CANDIES, FRUITS and NUTS.	
The Putnam Candy Co. quotes as follows:	
STICK CANDY.	
Standard, per lb.	6 7
" H. H.	6 7
" Twist	6 7
Boston Cream	20 lb. cases 8 1/2
Cut Loaf	7 8
Extra H. H.	cases 7 8
MIXED CANDY.	
Full Weight.	
Standard	Bbls. Palls.
Leader	6 7
Royal	6 1/2 7 1/2
Nobby	7 8
English Rock	7 8
Converses	7 8
Broken Taffy	baskets 9
Peanut Squares	8 10
French Creams	10 10
Valley Creams	13 13
Midget, 30 lb. baskets	8 8
Modern, 30 lb.	8 8
FANCY—in bulk.	
Full Weight.	
Lozenges, plain	Palls.
" printed	11 11
Chocolate Drops	11 1/2 11 1/2
Chocolate Monumentals	13 13
Gum Drops	5 1/2 5 1/2
Moss Drops	8 8
Sour Drops	8 1/2 8 1/2
Imperials	10 10
FANCY—in 5 lb. boxes.	
Per Box.	
Lemon Drops	.55
Sour Drops	.55
Peppermint Drops	.60
Chocolate Drops	.65
H. M. Chocolate Drops	.90
Gum Drops	40 @ .50
Licorice Drops	1.00
A. B. Licorice Drops	.80
Lozenges, plain	.60
" printed	.65
Imperials	.60
Mottoes	.70
Cream Bar	.55
Molasses Bar	.55
Hand Made Creams	85 @ .95
Plain Creams	80 @ .90
Decorated Creams	1.00
String Rock	.65
Burnt Almonds	1.00
Wintergreen Berries	.60
CARAMELS.	
No. 1, wrapped, 2 lb. boxes	34
No. 1, " 3 " "	51
No. 2, " 2 " "	28
No. 3, " 3 " "	42
Stand up, 5 lb. boxes	90

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.



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

WRITE FOR PRICE LIST.

How I Cut My Last Set of Teeth.

Written for THE TRADESMAN.

There are two events in a man's life that overwhelm both himself and his immediate relatives with anxious solicitude. The first occurs at a very early period and concerns the processes of nature that go to build up and adjust for use certain dental formations. Through pain and care and sleepless nights they at last become accomplished facts. As years roll on to a mature age they fall, one by one, leaving here and there a mile-stone to mark the progress of decay. With some it is different. A few are born with a set of double teeth all around that they brag about every day of their lives, and which are "oft interred with their bones." Others in middle life lose all the teeth they ever had, and, when gray hairs have begun to adorn their temples and second childhood comes on apace, commence again the old process of dentition until a complete set appears.

The second event referred to (and which seems to the party concerned more provocative of anxious thought than even his marriage) is when nature impresses on his reluctant senses the fact that he has come to a crisis that must be met with becoming fortitude.

In such a condition I found myself nearly four hundred years after Columbus discovered America. The discovery I made was unlike his in that it came from circumstances over which I had no control. I found, on taking an invoice of my stock of teeth, that most of them were missing; in fact, there remained only one sound and healthy grinder keeping guard over three or four stumps and roots that cumbered the jaw. My wife kept hinting that my face was falling in, and that the beauty that once deluded her into matrimony was fast disappearing. She never would go around among people looking as I did. If I ever expected to supply myself with a new feed mill, there was nothing to be gained by delay. Others had found it but a trifling matter to go through the little pain and inconvenience of getting fitted with a new set of teeth such as dentists now make, compared with the misery of going without them. These and similar arguments were thrown at me from time to time in a disconnected manner until my curiosity became excited to know how I would look behind a double row of ivories; so, in a moment of desperation, I started out to interview a dentist, after having studied up on the various kinds of plate material and modes of taking the measure.

The executioner proved to be not so formidable as my fancy had painted. After a few preparatory remarks by which each obtained bits of information that neither possessed before, I opened my face and he took a brief survey of the interior. His motions were suspicious—and impulsive. Before I realized what was the matter, I sat toothless, with a cruel pain howling through the vacated corridors, and bleeding like Marcos Bozzaris, of Grecian fame. After a tedious half hour spent in stopping the effusion of blood and trying to think what hurt me, I took my hat and left the torture chamber, mumbling through my wounded jaws something to the effect that I would see him later. He replied that that was what he expected, but that I need not hurry my return inside of two months. Then I went out into the cruel

world and tried hard to efface all memories of the past or thoughts of the future with its store of terrors to come.

I have often wondered if prize fighters did not live every day in nervous dread of the trials they were slowly approaching. I thought, too, of the prisoner whose days are numbered, and who awaits in an agony of mental torture the inevitable fate that imagination paints in such horrid guise. My feelings were, no doubt, similar to theirs in kind, although perhaps not in degree. The stories I had heard of persons suffocated by an excess of wet plaster stiffening in the throat while the operator stood with eyes shut intent only on figuring out the profit he expected to make on the job, filled me with some apprehension of being thus prepared for the tomb in an impromptu and unintentional manner. And still time rolled on from day to night, and from early morn until the middle of the next afternoon, unconscious of the crisis I so much dreaded.

At last, the day and hour arrived, and I found myself sitting bolt upright in a chair in the sanctum of mysteries, listening to certain queer noises behind me, accompanied by the sound of running water. Visions of scenes immortalized by Longfellow in rhythmic Indian legend were thus suggested, carrying me in thought away to the dashing falls of the Mississippi. A fellow traveler asked me the name of this natural wonder. In reply I had opened my mouth to emit the word that lay on my tongue's end—Minnehaha—when the dentist, who had been preparing a mixture of plaster of paris," dashed a trowel full in the aperture and forced it upward, at the same time pressing my upper lip with his fingers until every hair of my mustache was stretched to such a tension that you might have played a tune on it. Then silence reigned, for although I had thoughts enough in stock, I had forgotten where I had put the words to match them, so I was unable to do the subject justice, or protest in ever so slight a degree against the outrage that was being perpetrated. I was in the grasp of one who knew his business and it was useless to struggle for release.

The minutes moved on into hours, hours into days and days into months and years; in fact, time moved onward with a slow, impressive and leisurely pace close to the confines of eternity before I felt that grasp relaxing. I was clay in the hands of the potter, or, rather, the potter had stuffed the clay into me with a profuseness bordering on wasteful extravagance. He carefully pulled loose the plaster cast, retiring with it to a corner to chuckle over his success, also to put some finishing touches to this work of art.

As for myself, after pulling together my dismembered faculties, and finding by the almanac that less than an hour had elapsed since the beginning of the operation, and seeing no second or bottle holder, I went to the faucet and essayed to repair damages. A look in the glass plainly showed that there had been an intent to take a plaster cast of face entire, instead of a prognathic impression of upper jaw, as specified in contract. I, therefore, called the molder to account and entered an objection in case I might want to appeal or ask for a new trial. He overruled my objection, however, claiming that the excess of plaster would not be charged in the bill, and that

Grand Rapids & Indiana.

Schedule in effect June 12, 1892.

TRAINS GOING NORTH.

Arrive from Leave going	
South.	North.
For Traverse City & Mackinaw	6:50 a m
From Kalamazoo	9:20 a m
For Traverse City & Mackinaw	1:50 p m
For Traverse City	2:00 p m
For Petoskey & Mackinaw	4:15 p m
From Chicago and Kalamazoo	8:35 p m
For Saginaw	10:30 p m
For Saginaw	7:30 a m
Train arriving from south at 6:50 a m daily; all other trains daily except Sunday.	4:15 p m

TRAINS GOING SOUTH.

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

SLEEPING & PARLOR CAR SERVICE.

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

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

Lv Grand Rapids	10:05 a m	2:00 p m	11:20 p m
Ar 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	7:55 a m	3:10 p m	10:10 p m
Ar Grand Rapids	1:50 p m	8:35 p m	6:50 a m
3:10 p m through Wagner Parlor Car.			
10:10 p m train daily, through Wagner Sleeping Car.			

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

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N.	
Lv Grand Rapids at	7:15 a. m. and 1:00 p. m.
Ar Toledo at	12:55 p. m. and 10:20 p. m.
VIA D., G. H. & M.	
Lv Grand Rapids at	6:30 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 AND WEST MICHIGAN RY.

JUNE 12, 1892.

GOING TO CHICAGO.

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

RETURNING FROM CHICAGO.

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

GRAND RAPIDS AND CHICAGO.

Via St. Joe and Steamer.

Lv Grand Rapids	12:05pm	+ 6:30pm
Ar Chicago	8:30pm	2:00am
Lv Chicago	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 MUSKEGON.			
Lv. G. R.	10:00am	12:05pm	5:30pm
Ar. G. R.	10:50am	3:15pm	5:20pm

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, LANSING & NORTHERN R. R.

JUNE 12, 1892

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

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

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. Grand Rapids	7:30am	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 7:30 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."

Detroit Express	7:00 a m	10:00 p m
Mixed	7:05 a m	4:30 p m
Day Express	1:25 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 daily except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a. m., returning leave Detroit 4:45 p. m. arrive in Grand Rapids 10 p. m.
FRED M. BRIGGS, Gen'l Agent, 85 Monroe St.
A. ALMQUIST, Ticket Agent, Union Depot.
GEO. W. MUNSON, Union Ticket Office, 67 Monroe St.
O. W. RUGGLES G. P. & T. Agent, Chicago.

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

EASTWARD.				
Trains Leave	*No. 14	+No. 16	+No. 18	*No. 82
Lv. Chicago	7 30pm			
Lv. Milwaukee	8 30pm			
G'd Rapids, Lv	6 50am	10 30am	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 0pm	6 45am
Bay City	11 30am	3 45pm	8 45pm	7 22am
Flint	10 05am	3 45pm	7 15pm	5 40am
Pt. Huron	11 55am	6 00pm	8 05pm	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 5p	m	1 50 a m	4 05pm
G'd Rapids, Lv	7 05am	1 00pm	5 10pm	10 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 Buffet car.
JOHN W. LOUD, Traffic Manager.
BEN FLETCHER, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

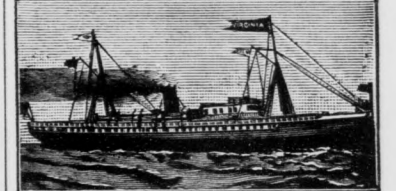
Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive.

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 1,300 tons burthen, with sleeping accommodations for 300 passengers.
These steamships have immense reserve power which enables them to make their regular schedules in the most unfavorable weather.

SCHEDULE:

LEAVE GRAND RAPIDS daily, except Sunday, at 5:10 p. m. via D, G H & M Ry, arrive in Grand Haven 6:15 p. m.
LEAVE GRAND HAVEN 8:30 p. m. daily except Saturday, via Goodrich Line, arrive in Chicago at 6:00 a. m.
NOTE—Saturday trips resumed on May 14.
RETURNING—Leave Chicago daily except Sunday at 7:30 p. m. via Goodrich Line and arrive in Grand Rapids at 6:45 a. m. daily.
NOTE—Sunday trips resumed May 15.

GRAND RAPIDS TO CHICAGO, ONLY \$3.90

And for the round trip, \$6.50 Stateroom Berth included
Through tickets can be had at the city office and depot of the D, G H & M Ry, Grand Rapids; also at all stations on the D, G H & M Ry, D, L & N R R, G R & I R R and T, S & M Ry.
JOHN SINGLETON,
Gen'l Pass. Agent, Chicago.

GINSENG ROOT.
We pay the highest price for it. Address
PECK BROS., Wholesale Druggists
GRAND RAPIDS

neither would any fee be asked for spreading it over the most expressive portion of my countenance. I, therefore, withdrew the objection and moved that I be allowed a bulk sum in rebate on the bill to cover expense of removing the debris of said artistic venture. The only notice he took of that was to say that, if I would come again the first of next week, he would show me a set of upper molars, incisors, etc., that would give me perfect satisfaction or no pay.

I told him that, as to satisfaction and pay, he could have both or either at any time he asked for it or them, and then debonairly waffled myself downstairs, leaving him to patter away at the facsimile of my upper front in plaster, and calculate the chances of a rise or fall in the price of crude rubber.

At my next call I found the senior partner in, who came to me holding in his hand the portion of anatomy promised me the week previous, and asked me to test its merits as a perfect fit. At the first trial it went to its place like a duck's foot in the mud. There was, however, a flaw in the plate that he was not willing to let remain in work sent out from his laboratory. Much to my regret, he said that the whole job would have to be done over again, including my part of passive endurance under a pressure of fifteen atmospheres. This made another hour of trial like the first, which passed in the same comparative length of time, leaving me alive but very weak, and hopeless for the future. An appointment was made for another day, to inspect the reconstructed plate with its artificial pearl settings.

When I next appeared on the scene, the new plate was found satisfactory, and for the first time in years I could look in the glass without wanting to punch the reflection.

But soon the scene shifted and I placed myself in position for the second act, namely, the dislocation of my lower jaw.

A sort of frame work in half circle shape was loaded with the usual mass and placed under my tongue with a downward pressure that lasted long enough to count a million. When the result was drawn out, a new question was sprung on me—one never anticipated. This was articulation, and a most important question it proved. I found, on applying the new teeth to a temporary wax set placed in the under jaw, that I was not originally constructed on correct mathematical principles. In moving the wax gum up against the finished teeth, there was an uncertain, wobbling motion, and it was difficult to shut them together twice in the same place. To show me how this should be done, the doctor exhibited the skull of a confederate soldier with jaw that articulated correctly, with no side or rotary motion. Perhaps this was because it had been used so constantly in only one direction, emitting the rebel yell. I did not at first succeed in duplicating the motion, probably for the reason that I was unable to put myself in his place, but at last a fair result was attained and the game proceeded.

A flaw in the lower impression was caused, as the operator said, on account of my having too much cheek, and it consequently fell down under the plaster, where it ought not to be. This required two or three extra trials before the difficulty was adjusted, and even then the product looked like a shoe cast by a wall-eyed mule in the last stages of exhaustion;

in fact, I found, when the last plate was put in position and pronounced properly articulated, that my lower jaw was totally out of plumb and level, and had been so for years. Whether it was done when a boy, sliding down hill, or later, when I made mouths at the teacher behind my spelling book, or many years afterwards, when I tried to answer, in the same outlandish jargon, a fellow who cursed me in Spanish, the fact remained that the thing I was doomed to wear the rest of my natural life was not "a thing of beauty," although it would have to be a *jawer* forever. I could not even, for this reason, throw the job back on the the dentist's hands, for he was not responsible for shape so long as he followed copy. He tried to cheer me up by saying that I would soon forget this little defect in troubles of greater importance (which, by the way, proved true prophecy). I, accordingly, put both plates in position and went home feeling like a new man who hadn't exactly gotten the hang of his individuality.

When, at last, in the privacy of home and free from the professional eye, I essayed to put in motion the fearful and wonderful object obtained at the sacrifice of so much labor and suffering, I took an easy lesson at first, selecting "hash" as the most accommodating material upon which an amateur could practice. Opening my mouth cautiously and with great difficulty, for there seemed to be not so much leeway as of old, I placed a small portion of the raw material inside and turned on the motion. There was a wobble, a squeak, then confusion—teeth plates, jaw, hash and all "in one wild red burial blent." Something must have failed to connect, for my mouth seemed filled with broken crockery set edgewise, my jaws were neither in apogee nor perigee, and a fearful suspicion took possession of me that my face was terribly dislocated.

As soon as the wreck could be cleared, I set about ascertaining the damage. I found no bones broken, nor any part of the new machinery disabled; but I came to the wise conclusion that one should not break in a set of store teeth as he would enter on the pleasures and perils of matrimony, i. e., all at once. If a man expects artificiality and nature to work in harmony, he must commence the process as one would break in a colt. It takes some time to establish an affinity of motive and reciprocity of motion, and much patience is required to overcome the awkwardness of both parties in their well-meant endeavor to meet each other's wishes. I decided, therefore, to leave out, for a time, the under plate, which seemed the most fractious, and centered all my efforts in the attempt to become absolute master of the upper set. This was the work of many weeks, during which time I was assisted by the voluntary suggestions of a few friends who had themselves passed the breakers and were then in smooth water. Then, by degrees, I introduced the under plate and gave lessons in reciprocal action. At times there was disagreement, but I persevered until in six months I was able to chew irreproachable beefsteak and the usual bill of fare, except eating corn off the cob. Of course, there were occasions when some convulsion of nature would bring on a panic, when the whole fabric would tumble out in a much demoralized condition. Again on special occasions, such as an excursion on the

water, when the boat, buffeted by winds and waves, rolled and tossed about, then there would come an irresistible desire upon one affected by the motion to clutch the outer rail and appeal to the watery element for relief. Situated as I was, I never ventured into such peril without leaving the artificial part of myself in the safe harbor of home.

Others, less cautious, offered their devotions—and with them articles of virtue whose value cannot be computed in dollars and cents, but which were in a moment of self-abnegation deposited in an institution from which neither principal nor intent can ever be recovered. No one need ever have more than one lesson of this kind, but many need that one, however often they may have been warned.

Blessed be the man who invented artificial teeth, and all honor to those who have improved them to the present stage of perfection. The first was more worthy than he who discovered America. In the year coming, when heroes are to be lauded in song and story, painting and sculpture, men will hear my *false-set-too* voice raised in singing peans to him who gave to mankind such an inestimable boon.

PETER C. MEEK.

Bad fire at Martin.

The store building and general stock of T. H. Shepherd & Bro., at Martin, were damaged and destroyed by fire on the evening of July 4. The particulars of the conflagration are those given by a member of the firm in a letter to THE TRADESMAN:

The first alarm given of the fire was about 10:30 o'clock Monday night by a little boy who was attending an entertainment across the street from the location of the fire. When first seen, it was impossible to determine the cause, as it was between the ceiling and the roof, thus making it very hard to reach with pails of water, and it was soon seen that the fire was beyond control and the people at once commenced taking out goods.

We have not finished our invoice yet, so do not know the exact amount of goods saved, but would estimate from \$3,000 to \$4,000 worth. There was over \$17,000 worth of goods in the store at the time of the fire. The insurance on the stock was \$8,400; on fixtures, \$600, on building, \$1,000.

We have moved what stock we have to a small empty store building, where we now expect to do what business we can until we can rebuild.

Peculiar Bank Check.

One of the most amusing bank checks ever uttered is in the possession of a bank cashier in Pittsburg. It was drawn on one of the ordinary check forms of the bank and read thus:

Pittsburg, June 25, 1892.

National Bank:

Pay to ——— twenty-three dollars if there is that much to my credit. I think there is sixteen dollars there, and I will make up the rest on Tuesday of next week. So please oblige me.

JOHN SMITH

The Baltimore Grocers' Co-operative Association is now said to comprise 600 grocers, who own one of the largest warehouses in the city, which is constantly stocked with staple and other goods in their line. This organization is the result of a refusal of the wholesale grocers of that city to decline selling goods at retail, and it is said to have proved of inestimable benefit to its members, all of whom buy for cash and are in every way better served than when dependent upon the individual wholesale trader. System and pluck were all that were necessary to achieve success.

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 EXCHANGE—SMALL STOCK OF GROCERIES, store fixtures and light horse, delivery wagon and buggy, for lumber or cash. A. M. Stover, 168 Fourth St., Grand Rapids, Mich. 546

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. 54

FOR SALE—SMALL STOCK OF DRUGS which will invoice \$700. \$500 cash, balance on time. \$2 sales, \$1 000. 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. 531

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

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

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. 442, care Michigan Tradesman. 542

MISCELLANEOUS.

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 PHYSI cian 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

WANTED—MANAGER IN EACH LOCALI ty; also agent to mail out our price lists. \$2 to \$10 a day. Steady work. Address, with stamp, Perry Crippen, Toledo, Ohio. 545

FOR SALE—BEST RESIDENCE LOT IN Grand Rapids, 70x175 feet, beautifully shaded with native oaks, situated in good residence locality, only 300 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.

Use Tradesman Coupon Books.

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,

MICHIGAN BARK & LUMBER CO.,



18 and 19 Widdicomb Building.

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

Successors to

N. B. Clark & 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.

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.

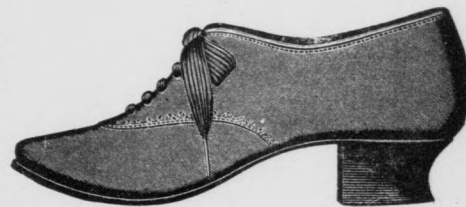
RINDGE, KALMBACH & CO.,

12, 14, 16 PEARL ST.

Grand Rapids, Mich.

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

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



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

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.



ASTORE 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.

For Parlor, Library, Dining Room and Kitchen.

OPENING OF LAMP SEASON FOR 1892-3.



To the Trade Greeting:

TO those merchants who have never handled Lamps and Lamp Goods, we would ask if you have ever seriously considered the great possibilities in connection with that slight addition to your stock; in the last two or three years more money has been expended by the general public, rich and poor alike, for Lamps, than was expended in any previous ten years in the history of the business. We not only invite you to add the desirable, safe and staple line of merchandise to your business, but we earnestly request you to look over our lines, as shown by full sized COLORED LITHOGRAPH SHEETS before making any orders, confident that we can save you TIME, MONEY and FREIGHT. Our lines are so large, and each one controlled by us alone, that our customers need fear no competition on the same goods, and our STYLES AND QUALITY are excelled by none on the American Continent. You can actually increase your profit by handling our beautiful assortment.

HOW WE PREPARE OUR LINE

Is a State Secret, but that all may be sure we can do all we claim, we must tell you that while you and everybody are enjoying yourselves at the Christmas and New Years Holidays, our buyer is visiting every factory, little and big in this great country, buying a burner here, another style there, a shade ring at one small factory, an iron foot to a lamp at another, a white shade at one place, sending it to another to be decorated to our exclusive designs; and thus we select our lines, keeping the factories at work when they are otherwise idle, SQUEEZING the last penny in the price, forcing them to come to our terms, but paying them SPOT CASH for their work; and thus we prepared ourselves for what is to be the BOOM YEAR—the most extraordinary Lamp Season of 1892-3.

Remember

This Important Fact!

That every household requires for their comfort from three to a dozen lamps of various styles and grades. They not only serve the purpose of affording light, but have as great an importance in the matter of art and home decoration, and many a parlor affords its mistress greater satisfaction from the graceful Banquet or Piano Lamps which form the most prominent feature.

HOW TO SELL LAMPS.

FIRST:

BUY A GOOD ASSORTMENT for your town, make a display of them, don't be discouraged because your neighbor has bought. Competition makes business. The more they are shown and talked about the more lamps will be bought.

SECOND:

FILL YOUR WINDOW with samples of all sorts, the smaller ones to the front, and light the whole lot of them. Have a few cards with "catchy" sentences, displayed and you will be astonished at the sensation you will have produced.

THIRD:

COURT THE LADIES. Remember that they buy most of the goods in these lines, and your unusual course will positively result in bringing them in unusual crowds to your store, enabling you to show all your other lines at the same time.

Send for Our Complete Set of Colored Lithographs with New Prices! Keep in the Swim!