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NO. 461

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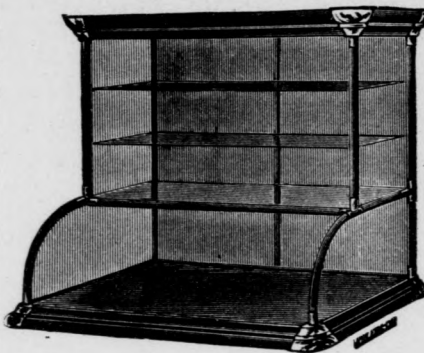
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LEMON & WHEELER COMPANY,

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Wholesale Grocers

GRAND RAPIDS.

more and more uncomfortable all the time, "but don't you think it's just possible that this—this gentleman may not have known about the white doves?"

"Charley, why are you so hoarse?" cried out the fair unknown, in an unconscious paraphrase of Little Red Ridinghood. "Have you been and caught another cold?"

"N-no; not that I am aware of," said Mr. Pynsent, pondering how he should contrive to explain to her at this stage of affairs that he was the wrong Charley.

"Then it's the echo from the rocks," said the damsel. "It makes your voice sound as gruff as a bear. Is that the 12 o'clock whistle? Oh, then, I must hurry and help Bell with the peaches and cream for desert. And I can't come down to talk with you, after all. But there's a tea-rosebud, Charley, dear. If I'd left it on the bushes, Bell would only have gathered it to pamper the new minister with. Asters and johnny-jumpers are good enough for him."

And the next minute a half-blown Mareschal-Niel bud, golden-centered and odorous with subtle perfume, drifted down upon the leaves of the "Shakespeare," and the sunshiny little head, with its fluttering blue coif, was gone.

The Reverend Mr. Pynsent rose and looked around with a bewildered air.

"Upon my word," said he, "one might almost believe one's self to be in an enchanted glen. Was that golden head really a dream? And am I actually such an ogre? Is the widow Wilton positively about to serve up to me a dish made of the little penitent's white doves? By the sacred stork of Egypt, I'll not taste a mouthful of it! And who is 'Charley,' anyhow? And how about this imperial 'Beil,' who is going to marry me, *nolens volens*? It strikes me I am about to venture into unknown dangers. However," resolutely closing the "Shakespeare" and slipping it into his vest pocket, "I have commenced the campaign and I am going to carry it through, even though it should prove a Waterloo!"

"Dinner is ready, Mr. Pynsent, if you please," said Miss Bell Wilton, a tall, Juno-like damsel, of some three or four and twenty summers.

And the Reverend Charles Courtney Pynsent, who had been sitting, in rather uncomfortable state, in the "best parlor" with the widow Wilton, followed his hostesses into the little dining-room. There, in a white dress with a blue sash knotted loosely around her slim waist, stood a lovely young girl of sixteen, with golden tresses gathered into a knot, and a tuft of geranium leaves in her bosom. Mr. Pynsent felt himself color up to his temples—it was the very face that had smiled down from the top of the precipice, encircled in its framework of forest foliage.

At the same moment, a dark-haired, pleasant young man came in with a linen duster over his arm, a valise in his hand, and a healthy sunburn on his cheek.

"Charley!" cried the girls, in concert.

"Cousin Charles," added the widow, extending a cordial hand of greeting, "pray, let me introduce you to the Reverend Mr. Pynsent."

"Glad to meet you, sir," nodded Charley. "Yes, I thought it would be a surprise, Aunt Phillis. I'm just home from Boston. Spent two days there at the great Musical Convention. Only reached Brattleboro' half an hour ago.

Thought, if I made good time from the station, I might be in season to dine with you. Why, Paulie, child, what are you staring at?"

For Paulina Wilton had grown first pale and then pink.

"Charley," cried she, with one hand pressed convulsively against her pearly throat, "wasn't it you at the Forest Pool this morning?"

"My dear child," said Charley, "I tell you I was on an express train until twenty minutes ago!"

"It was I," said the Reverend Mr. Pynsent, composedly. "My name is Charles, too; and when I heard it called, I answered. And I am much obliged to you, Miss Paulina, for this rosebud," with a calm, downward glance at the half-opened "Mareschal Niel" in his buttonhole.

Paulina looked at him for a moment, with half-startled eyes. He could but smile reassuringly.

"You are not vexed with me?" said she, solemnly.

"Not in the least," he answered.

"Then I forgive you the tragedy of the white doves," said she.

And they shook hands upon it.

It is needless to add that Bell Wilton didn't marry the new minister, after all. And Mrs. Wilton says, rather pensively:

"To think that little Paulie should be the one to be a minister's wife, after all! Paulie, that never could learn her catechism nor sit still upon the Sabbath-day."

AMY RANDOLPH.

They All Do It.

From the Dry Goods Retailer.

"Here, you get out of this! Don't let me catch you in this store again!"

A little feminine shriek followed this rough salutation.

The writer turned and beheld a beautiful and fashionably dressed young lady in the clothes of a floorwalker. He had torn open a little bundle which she had just received from the package desk, and forced her money into her hand, and with considerable roughness was hurrying her to the door. The face of the young woman was a picture. She looked like an angry queen. Her eyes were half aflame and half drowned in tears. Her magnificent teeth showed through the reddest kind of lips, and her clear complexion was like marble touched with the fine scarlet of flowers.

I was tempted to interfere, but the tales of kleptomania and other strange things which happen in our great bazaars, and, knowing the man, besides, to be a gentlemanly floorwalker—for this drama was taking place in one of the most fashionable stores in the city—I withheld my hand.

"Do I know that lady?" said the floor walker with a laugh. "I should say I do! She is a very grand lady, indeed. My dear sir, she is one of the tricks of the trade."

"That bewitching lady in Paris-made gown and imported bonnet is a salesgirl in the store of our enterprising neighbor on the next block. She gets \$11 a week. She came down here disguised as a customer, bought a dozen handkerchiefs as a blind, and proceeded to price a number of goods in which our enterprising neighbor suspects we are underselling him. This is so as to give him a tip how to mark his goods. In short, she is a spy, and, as we are not permitted to hang spies in this warfare of trade, all we can do is to escort them to the picket lines and let them go. Now that this young lady has been discovered, her occupation in this line of usefulness is gone; but our neighbor will have another rigged up in less than no time."

"Eternal vigilance is the price of underselling."

"But do all the big stores keep these spies, as you call them?" I asked.

"Well," said the ungallant floor walker, with a sly wink and smile, "they all of them do but ourselves."

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Resin and Mineral Wool, Asbes-
tos Fire-proof Sheathing, Etc.

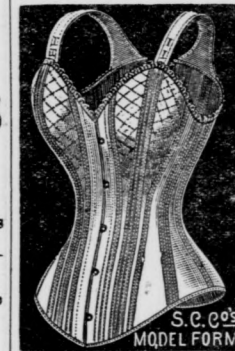
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BUSINESS LAW.

Summarized Decisions from Courts of Last Resort.

FRAUDULENT CONVEYANCE—CONTRACTORS.

Where a firm of contractors who had undertaken to grade certain sections of a railroad, being unable for want of means to carry out their contract, conveyed to appellant all their property for equitable distribution among their creditors, appellant undertaking to complete the work and turn over the profits to the grantors' creditors after reimbursing herself for expenses incurred, the Kentucky Court of Appeals held that the creditors of the grantors had no right to complain of the conveyance.

VEGETABLES—DELIVERY—FROST.

In the case of Anderson vs. May the Supreme Court of Minnesota held that upon a contract to raise, sell and deliver a specified quantity of beans of various kinds, no particular land upon which they were to be raised being specified, the fact that unexpected early frosts so far destroyed the party's crop that the vendor could not deliver the whole quantity specified did not excuse his non-performance of the contract.

CERTIFICATE OF DEPOSIT—LIABILITY.

The Supreme Court of Utah held, in the recent case of Long vs. Citizens' Bank, that a bank is not liable, even to an innocent holder for value, on a certificate of deposit issued before its organization or incorporation, and signed, as cashier, by the person who afterwards became such, there being nothing to show that the bank ever received any consideration therefor, and that the promoters and subsequent officers of the bank, other than the cashier, cannot be held liable on the certificate in the absence of allegations and proof that by fraud or negligence they aided in giving it currency.

CIVIL RIGHTS DECISION.

Judge Black, of the Missouri Supreme Court, rendered a decision in the case of Younger et al. vs. Judah, holding that the Fourteenth Amendment to the Constitution was not violated by the refusal of a manager of a theater to a colored man and a colored woman to occupy seats in the parquet of the theater. The judge said in his opinion: "The colored man has and is entitled to have all the rights of a citizen, but it cannot be said that equality of rights means identity in all respects. Here the defendant did not exclude or attempt to exclude colored persons from his theater. He provided accommodations for them, but in doing so required them to purchase tickets and take seats in the balcony, and this rule adopted by him accords with custom and usage prevailing in this State. Such custom has the force and effect of law until some competent legislative power shall establish some other different rule. The defendant's rule was no more than a reasonable regulation which he had a right to make and enforce."

INSURANCE—INSOLVENCY—CONDITION.

The question whether a condition against sale in a policy of insurance was broken was before the Supreme Judicial Court of Massachusetts in the case of Brown vs. Cotton & Woollen Manufacturers' Mutual Insurance Company of New England. It appears from the opinion that the sale relied on was a conveyance by the plaintiff four days before the fire to the trustee in insolvency of her husband's estate by a deed which purported to be for valuable consideration, but for which the plaintiff testified that she received nothing. The plaintiff proved against her husband's estate, and her claim was allowed, but she received nothing upon it. The Court said: "It is argued that her position as a creditor preserved for her an insurable interest in the factory after the transfer, and that the conveyance was not a sale. In the opinion of a majority of the Court the conveyance was a breach of condition. * * * We are of opinion, in the first place, that it makes no difference whether the consideration of the conveyance is of substantial value or is merely the technical consideration which is said to be imported by the execution

of a deed. If the plaintiff's conveyance was in other respects a breach of the condition, the fact that she received nothing for it will not save it. * * * But it is said that the plaintiff did not alienate her whole interest because she retained an insurable interest after the transfer as one of the creditors for whom her grantee held the property in trust. We will assume that it is true that a creditor has an insurable interest in the estate of his debtor when conveyed to an assignee in insolvency. * * * But we think that an interest of that kind would not be a continuation of the former interest of the plaintiff. By her conveyance the plaintiff parted with the whole legal title, and as her grantee already owned her husband's equity, she extinguished her mortgage. In whatever words we express the fact, she put an end to her preferred right to satisfy her debt out of this land before other creditors could touch it. Her right afterwards was not created by or reserved or excepted out of her conveyance. It arose from the independent circumstance that her grantee was an assignee in insolvency, and that the land became part of the fund held by him as such. It was a right in common with other creditors to share in the fund and in the land only in so far as it was part of the fund. We are of opinion that the condition against sale was broken."

Girard and His Workmen.

Stephen Girard had many excellent business traits. He was not a general giver; vagrants found little quarter in his house. But Girard was distinguished for his considerate conduct toward employes. If a man conformed to his whims, he would be his friend, and stand by him through all reverses. One day, a young man, just commencing business, wished to obtain of Girard a bill of goods on credit. "Have you brought a cart to take these goods with you?" "No," was the reply. "I prefer to save the expense; so I shall carry the goods on my back." "You will succeed," said the banker, "if you don't drink. While you are sober and carry home your own goods, you can have all the credit you want." One day a man came to him and wanted employment. "What do you want to do?" "I will do anything that will give me an honest living." "I will give you a dollar a day," said Girard. "You take that pile of stones that you see in the end of that lot, and carry them to the other side and pile them up in the same manner that they are now." The job was completed, and the man took his money and went home. In the morning he came for work. "Take that pile of stones," said the merchant, "and put them back where you found them; pile them up, and do it well." At night the man came for his money. The next morning, he had to remove the stones again; and so he worked day after day for a week. On Saturday night Girard complimented him on his industry, his attention to business, and the uncomplaining manner in which he went about his work. "I like you," said the banker; "there is no nonsense about you; you do what you are told to do. Many men would have objected to doing the work over and over again. You shall have work as long as I have anything for anybody to do."

The Changes of Two Decades.

Twenty years ago the buyer went to the seller, now the seller goes to the buyer. This is not to be taken literally, of course, as if the seller was required to hawk his wares from door to door, but the whole tendency of modern business methods is that the man who has something to sell seeks out the buyer, a complete reversal of former conditions, when he who was in want of something sought out the seller. The tradesman who now-a-days contents himself with a dignified seclusion petrifies into a statue. The live man advertises, circularizes, thrusts his personality in a hundred ways on the notice of the public, presents his wares so that they speak for him, considers the taste of buyers, creates wants and desires and studies the convenience of customers.

Use Tradesman's Superior Coupons.

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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.

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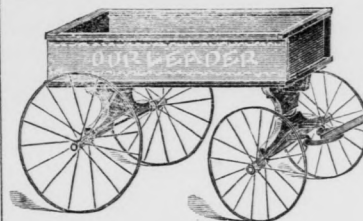
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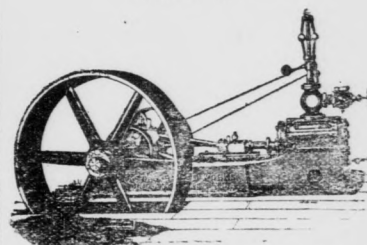
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Felt Boots and Alaska Socks.

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AMONG THE TRADE.

AROUND THE STATE.

Ironwood—Stone & Eaton succeed W. Stone in the meat business.

Detroit—Thos. Davey succeeds Edwin Davey in the meat business.

Ewen—J. H. Scott succeeds Scott & Mack in the hardware business.

Benton Harbor—Herr Bros. succeed E. H. Foster in the grocery business.

Flint—Wood & Atwood, hardware dealers, are going out of business.

Mt. Pleasant—W. W. Cox succeeds Cox & Peake in the drug business.

Fremont—Wm. Boone will shortly resume the retail furniture business.

Bessemer—M. A. Mittenenthal, clothing dealer, has removed to Goshen, Ind.

Matchwood—The F. J. Hargrave Co., general dealer, has moved to Ewen.

Three Rivers—O. T. Avery succeeds C. H. Creighton in the meat business.

Cheboygan—L. J. McLeod & Co. succeed Frank E. Caswell in the clothing business.

Vassar—F. L. Wittenbrook, proprietor of the 99 cent store, is removing to Norwalk, Ohio.

Muskegon—Andrew Wierengo has fitted up a handsome office in his wholesale grocery house.

Cass City—James McArthur succeeds James McArthur & Co. in the dry goods and grocery business.

Ishpeming—Andrew Conradson succeeds Hansen & Conradson in the grocery and furnishing goods business.

Laingsburg—Whitney & Bailey have nearly completed their cold storage building. It is of brick, three stories high.

Jackson—Cowley & Davis succeed T. Cowley & Co. in the boot and shoe business. They also succeed H. J. Davis & Co. in the same business.

Manistee—The new Canfield & Wheeler combination salt and oil well is down about 1,200 feet, and going China-ward at the rate of 10 feet daily.

Vermontville—Fred Benedict, one of Vermontville's enterprising young business men, has gone to Chicago to look over a good offer he has had to go into the grocery business.

Detroit—Webb, Standish & Co., wholesale meat dealers, have filed articles of association. The capital stock is \$50,000. R. S. & A. Webb and Charles D. Standish are the stockholders.

MANUFACTURING MATTERS.

Pinconning—Estey & Calkins succeed Estey, Calkins & Co. in the sawmill and lumber business.

West Branch—French & Co. have cut out all the stock on hand and shut down their sawmill for the present.

Au Sable—The H. M. Loud & Sons Lumber Co. is supplying 1,500 Norway poles for the Fort street railway line, of Detroit.

Cheboygan—The Cheboygon Lumber Co. has contracted to saw 2,000,000 feet of logs for Salling, Hanson & Co., of Grayling.

Escanaba—The Metropolitan Lumber Co. recently effected the sale through Saginaw parties, of 18,000,000 feet of lumber to go east.

West Branch—Bartholomew Bros. have purchased a small saw and shingle mill at Deep River and are removing it to a point near this place.

Cadillac—Elbert J. Haynes and Chas. E. Haynes succeed the old-established

planing mill firm of James Haynes & Sons under the style of Haynes Bros.

Mt. Pleasant—T. J. Barber has rented the building formerly occupied by J. R. Gavin and will start a harness factory August 1, employing about a dozen men.

Saginaw—Contracts have been signed for the transfer from St. Louis to Saginaw, of the Palmerton Wooden Ware Co., a concern which manufactures pails, tubs, etc., consuming large quantities of pine and basswood timber. It will employ 150 hands.

Gaylord—George Fiege, who built a saw and hoop mill at this place last winter, is manufacturing hard and soft lumber and 35,000 hoops daily. He reports the hoop market a little slow, as he is just working up a trade and has not fairly got into the harness. His elm hoop logs cost him \$6 to \$6.50 at the mill, which makes elm timber good property for the settlers in this vicinity.

Might Have Been a Mammoth Monopoly.

In this modern day of trusts, monopolies, syndicates and combinations, it is not generally known that about forty years ago a scheme was planned which, had it gone through, would have created one of the biggest monopolies the country ever knew, even surpassing, in extent and wealth, the Western Union Telegraph Company or the Standard Oil Company. The scheme was nothing less than to secure the control of all the timber land in Western Michigan, from Grand River North to the Straits of Mackinaw, and it would have been accomplished if the capitalists who were invited to accept ground floor positions had had the nerve to put up the money necessary.

Hon. Thomas D. Gilbert, of this city, and his brother, the late Francis B. Gilbert, planned the deal. It was in 1850, soon after the close of the Mexican war. The soldiers received land warrants from the government in recognition of their services, and the country was flooded with them. The warrants called for 160 acres of government land each, and were so plentiful that any number of them could have been picked up at prices running as low as \$100. The scheme was to buy up all the land warrants obtainable, and on them locate pine lands tributary to the rivers flowing into Lake Michigan—the Grand, Muskegon, Manistee, White and the streams further North to the Straits. It was estimated that \$2,000,000 or \$3,000,000 at the most would be sufficient to carry the project through, and place in the hands of the corporation or syndicate organized for the purpose, the virtual control of the entire timber resources of Western Michigan. If such a plan were to be proposed to-day, it can easily be imagined how quickly the necessary funds would be forthcoming. But in 1850 it was different. Ten or twelve years before that there had been a wild speculation in Western lands and town sites, and the Eastern capitalists had lost heavily.

The Gilberts did not have the necessary funds to swing the deal themselves, and they invited Eastern capitalists to join them in the immense project. They presented facts and figures, showing the lumber resources of the territory which could be picked up at less than \$1 an acre. They told of the immense pine forests offered, to put in all the money they themselves could raise and guaranteed that the capitalists would receive at

least 10 per cent. interest a year on their investment, but they applied for money in vain. The Eastern capitalists were too cautious and allowed the golden opportunity to slip by, and it was the only opportunity that was ever offered. A few years later the money could easily have been obtained, but it was then too late. The government had given the Grand Rapids & Indiana Railroad a grant of 1,000,000 acres of land to aid in the construction of the road, 500,000 to aid the "Soo" canal, and another large grant to the Flint & Pere Marquette Railroad, besides giving the State immense tracts of swamp lands to aid internal improvements. With these grants valuable pine and hardwood lands were located, and about that time the mill owners and operators, the Blodgetts, Hackleys, Torrents and Wards awoke to the necessity of buying early and often. The Mexican land grants were picked up by many purchasers instead of by one gigantic corporation, and the land found many owners instead of one.

Thos. D. Gilbert, the originator of the scheme forty years ago, is still an honored resident of this city, and he remembers his early plan to gain great wealth, but rejoices as a patriotic citizen that it did not work. It would have made him and those whom he invited to come in immensely wealthy, but it would have retarded by many years the growth and development of Western Michigan. Had his scheme gone through, instead of hundreds of operators building mills and starting towns in this part of the State, all the land and timber would have been owned and controlled by a single corporation and this corporation would have practically controlled the lumber market of the country. Instead of a hundred fortunes being made in pine, there would have been but one, that of the corporation, and this corporation would have exercised a despotic sway over prices and output. The result of the combine can more easily be imagined than described, and, as it failed, it will have to be imagined anyway.

The Hardware Market.

Wages—As a large number of the leading bar and sheet iron makers have signed the wage scale for the coming year, we do not look for any scarcity of goods.

Bar Iron—In many cases, owing to the closing down of a number of mills, higher prices are prevailing for well-assorted orders. This firming of prices cannot be maintained when business is resumed.

Wire Nails—At this writing no wire nail mills are in operation, having temporarily closed down for repairs. The result is a scarcity of nails and higher prices are being asked by those who have stocks in hand. This shortage will not last long, as all the mills will soon be in operation, when nails will again be plenty.

Cut Nails—No change to note.

Window Glass—The market still remains stationary. The demand during the past week has not been heavy.

Screws—While no change has been made in the published discount, the prices established by the manufacturers are being shaded. Liberal buyers can obtain from 5 to 10 per cent. better discounts by asking for them.

Shot—Still firm at the last advance and there is some talk of another advance.

Pig Lead—Is not firm, but very little is moving.

Lead Pipe—The recent advance is firmly held. Jobbers are getting 5¼ to 5½c per pound in full coils.

Copper—No change to note, although prices are not very firm.

Apple Pearlers—The time is soon coming when these goods will begin to move. The prospects of a very small crop of apples will, no doubt, tend to decrease sales on them.

Stoves—New catalogues are beginning to be sent out by the different makers and, while nearly all are getting out some new patterns, the prices will range about the same as last year.

Agricultural Tools—Such as cradles, scythes, snaths and forks are all in such great demand, owing to the immense crops, that it is very hard to find a full assortment anywhere. The manufacturers of all these lines are working over time to keep up with orders and still find it impossible. We do not anticipate this shortage will make any advance in the goods, as the dealers seem determined to hold the prices down during the season as they began.

Shelf Hardware—As usual this time of the year, trade is quiet and shelf goods are moving but little, except in builders' hardware, and the demand for that keeps pretty regular.

The Grocery Market.

Sugar—The market is strong and the demand is heavy. Why the refiners do not advance prices is a matter of conjecture among the wholesale trade.

Canned Goods—Corn continues strong and scarce. Blackberries and pie peaches are both a little stronger and higher.

Cheese—The market is fully ½c higher than a week ago and the tendency is still upward.

Green Peas—Advanced 30c per bu.

Jelly—The manufacturers have advanced their prices about 10 per cent.

Pickles—Fully 50c per bbl. higher than a week ago, as packers have succeeded in completely concentrating stocks. The acreage this season is much below the average, giving ground for the belief that pickles will continue high until the crop of 1893 is in the market.

Prunes—Californias are about ½c higher.

Scaled Herring—Lower.

Yeast Foam—The price will be reduced on the 20th from \$1.08 to \$1 per box.

Oranges—Unchanged.

Lemons—Without particular change. Bananas—In good demand and fair supply. The quality is generally good.

Nuts—A sharp advance has taken place in New York, amounting to 2¼c on Brazils, 1¼c on Almonds and 4¼c on Walnuts. The market is excited, owing to the heavy demand.

Country Callers.

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

A. Cohen, White Cloud.
F. L. Convis, Bancroft.
A. C. Barkley, Crosby.
Snell & Whitney, Bradley.
Jas. McConnell, Jennings.

Southern Peaches in Market.

Large and handsome yellow Crawford peaches from Georgia are now in market, commanding \$3.50 per crate of six baskets.

GRAND RAPIDS GOSSIP.

A. M. Stover has closed out his grocery stock at 168 Fourth street and retired from business.

C. C. Terwilliger has opened a grocery store at Ensley. The Ball-Barnhart-Putman Co. furnished the stock.

A. Engberts has removed his grocery stock from Zeeland to Grand Rapids, locating at the corner of Hall street and Terrace avenue.

Thos. Keating has sold a half interest in his grocery stock at 239 East Bridge street to Wm. Killeen. The new firm will be known as Keating & Killeen.

The assignee of the Fidelity Savings, Loan and Security Association, which was compelled to go into liquidation as the result of the speculations its Secretary, announces himself ready to make a distribution of the funds in his hands and Judge Adsit has set the time for final hearing for August 1 at 2 o'clock. The assignee puts in a claim for \$550 for personal services, figured at the rate of \$10 per day, besides \$150 expended for legal services and \$57 for traveling expenses. The claim appears to THE TRADESMAN to be a most unreasonable one, considering the amount of property at stake and the time apparently required to wind up the business, and any of the creditors who feel disposed to object to the allowance of so large a sum would do well to be present in court, either personally or by representative, on the date above mentioned.

Gripsack Brigade.

William Connor the versatile clothing salesman, will keep open house to his friends at Sweet's Hotel July 28 and 29.

H. S. Powell, who has represented the I. M. Clark Grocery Co. in the Upper Peninsula for several years, has severed his connection with that house.

O. Levy, who has represented Gorton & Praet on the road for the past year, has taken the position of house salesman in the store of his father, Morris Levy.

E. O. Phillips has returned from the Upper Peninsula and Northern Wisconsin and Minnesota, where he spent six weeks in the interest of W. F. & W. M. Wurzburg.

L. C. Langdon, traveling salesman for Drew, Selby & Co., was married at Patoka, Ind., July 14, the bride being Miss Ora Watson of that place. Mr. and Mrs. Langdon will reside in Kalamazoo.

R. B. Orr, who has represented the Thompson & Taylor Spice Co. in this territory for the past six months, has ceased traveling for that house and announces his intention of taking up his residence in Tennessee.

Cornelius Crawford suffered so severely from the rheumatism last week that he abandoned his road work for a time and hied himself away to Mt. Clemens, where he is taking baths and knocking out Old Rheum in double quick time. His route is being covered in the meantime by J. H. Hagy.

J. C. Watson entered the employ of Chas. S. Yale & Bro.—the predecessors of the present house of Daniel Lynch—fourteen years ago and has not taken a vacation for a full decade. He has sworn off on working forever, however, and is spending the present week with his family here, taking in the parks and resorts in this vicinity.

Geo. T. Smith, Western Michigan re-

presentative for P. Lorillard & Co., has gone to Collingwood, Ont., to spend a couple of weeks with his mother. He has fully recovered from his recent railway accident, although the back of his head is still somewhat sore. He had two accident insurance policies—one in the Star and the other in the Preferred. The latter company has not yet been heard from, but the former sent a check for \$75 the same day the proofs of claim were received.

Jas. N. Bradford writes THE TRADESMAN as follows: "I have endeavored to do my best to execute the commission issued me by the Great Grand Pedro of the United Sons of Pedro and Poker; but find, while canvassing the Northern country, that the members inclined to join such an organization are very reluctant to embrace the opportunity I offered them for so doing. After asking me to deal the cards, they say my inability to stack the cards and deal from the bottom, without being detected with ease, totally unfits me for the prominent trust imposed in me; furthermore, they say that they want an expert and a man of large experience to instruct them in the mysteries of 5 cent ante and think no one less than Dave Haugh or Charlie Brooks will fill the bill."

Purely Personal.

Edward Frick is confined to his bed by reason of one of Job's comforters.

O. A. Ball returned from White Birch Point Sunday and returns again to-day.

F. L. Convis, dealer in groceries and notions at Bancroft, was in town several days last week, the guest of Ezra O. Phillips.

C. E. Udell, the extensive cheese jobber of St. Louis, was in town a couple of days last week, the guest of his brother, C. S. Udell.

Frank A. Stone has purchased acreage on West street, between Fourth and Seventh streets, and has platted same into sixty-one lots as the "F. A. Stone Addition."

Wm. H. Van Leeuwen, the Cherry street druggist, has purchased the Elliott E. Judd homestead at 397 Fountain street and will fit the same up for his own residence. The lot is 73x365 feet in dimensions. The purchase price was \$5,900.

John Lynch, once a lumberman of Muskegon, now a resident of Grand Rapids, is about going to California, where he has an interest in the Kings River Lumber Co., with P. A. Ducey, of Detroit. The operations of the company are in Tulare county. Mr. Lynch will devote his entire attention to the business. The company has been long established, and operates in redwood, sugar pine and yellow pine. The stumpage owned by the company is estimated at 2,000,000,000 feet. Connected with the plant is a log flume 50 miles long, and costing \$200,000.

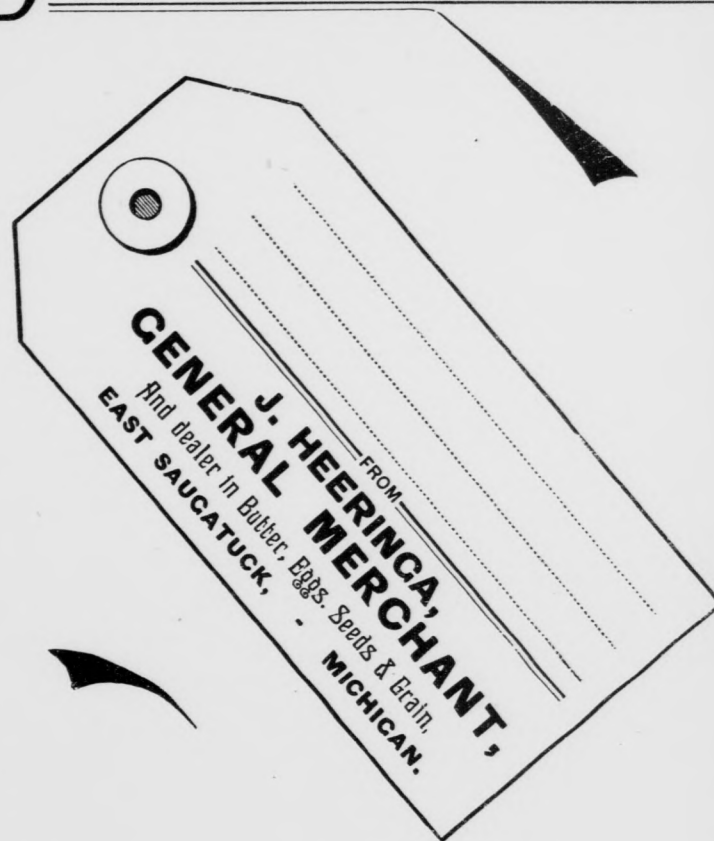
Change in Firm Name.

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. F. 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 YOU USE TAGS?



We quote the following prices on No. 4 Tags, delivered to any Express Office or Jobbing House in the City:

PRICES:

One Thousand,	- - -	\$1.50
Two Thousand,	- - -	2.50
Five Thousand,	- - -	4.50

We carry all other sizes of Tags and can fill orders on short notice.

THE TRADESMAN COMPANY

GRAND RAPIDS, MICH.

"Not How Cheap, but How Good."

"Blue Label" Ketchup

SOLD ONLY IN BOTTLES,

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

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

PREPARED AND GUARANTEED BY

CURTICE BROTHERS CO.,

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

BALL-BARNHART-PUTMAN CO.,

Distributing Agents.



THE EASY-GOING STORE.

Proprietors Who Are Good Fellows but Do Not Achieve Success.

From the Dry Goods Economist.

Did you ever think of it—the easy-going store? Well, it's a fact; there are easy-going stores, and they are in the majority, too, in every city, town and village in the Union.

The proprietor is always a good fellow, and his wife is just as nice as can be, and if he has children, why, of course, they take after their father and mother; so the whole combination is of the most desirable order.

He never puts on airs; he is purely and thoroughly American, his employees are his equals. For him to assume a manner of distance, reserve or dictatorship, even in his own store, would be, to his mind, an outrage against the native, inborn principle of American freedom and citizenship—equality and the rights of man. So he is always on good terms with all his help. So life goes along smoothly and pleasantly in the "easy-going store"—to the employees.

But the business is not increasing; in fact, sometimes you can catch a look in Mr. Easy's eye indicating that there is a sore spot somewhere; possibly in the money department, a leakage or a tying up, or, well—something that we can't just get at; but then, he is a fine fellow and we must not damage his business by incautiously saying to a friend, "Easy looks worried; do you think things are going against him?"

Such a suggestion, repeated from friend to friend, would soon be so changed that it would be a common rumor that poor Easy's finances were in a bad condition; then the best houses in trade would begin to draw in their lines of credit, and soon Easy would be in bankruptcy, or fighting out a long, hopeless, slow fight against misfortune; so we must be careful what we say.

Good nature is all right, but unlicensed good nature does not pay; it produces the "easy-going store." When you go into an easy-going store, really, you are not expected to buy. The proprietor and his clerks would feel absolutely hurt if you insinuated that they were trying to force a sale upon you. No, they want you to feel quite at home in their store. Come in as often as you can and look round and price the goods. Some day you will see just what you want, and then they will be glad to sell, when you have found the article you want to buy. They are so used to people not buying that it is no surprise to them when you walk out, and they open the door and pleasantly say to you, "Call again."

It is not at all uncommon in Mr. Easy's store for some of the men to go to his little office and refer some question to him that has been under discussion at the counter; anything, from baseball to politics, or from religious to serious business matters, such as whether "antique" should be spelled with a "k" or not.

Mr. Easy often sits at the counter and indulges in pleasant, sociable chats with his young men, his idea being that they will thus see that he is a good fellow and, of course, do all they can for him in pushing business; and that if he enjoys the good will of his clerks, business will show better results.

Mrs. Smith comes in and Mr. Jones waits upon her with the utmost attention, patience and good will; talks church, Sunday school and the latest social gossip of the town, but fails to sell her anything. Mr. Easy does not ask Mr. Jones what Mrs. Smith wanted—that would be questioning Mr. Jones' salesmanship; he goes into his little office and looks again at his "bills payable" and at his "bank account," and wonders what he must do to turn some of his stock into money, even only a little, and he sits and thinks.

Mrs. Easy and the children are passing, and they come in, and for an hour or so pleasant little Mrs. Easy makes a nice visit among the young lady saleswomen; an air of brightness and cheerfulness is diffused over the whole place, and the happy (?) Mr. Easy goes home to dinner for about two hours or so; but that night, when figuring up his sales, he looks again at the "bills payable" and at the footing of his "bank account" and

wishes he could find some way of reducing stock or selling out, so that he might try again in some other town better (?) adapted for business.

Poor Easy! With all his good nature, he is secretly carrying a burden of worrying distress, and the way is growing dark before him.

What do we find in Mr. Easy's store? Well, we find that his help are all good, nice, polite fellows; perfectly candid, well-bred and gentlemanly, plainly believing, as Mr. Easy does, that "window dressing," "department dressing" and ticket writing are all accomplishments requiring special natural gifts. So we find goods hung up on lines and against the wall and in the windows in a manner that is a cross between what would be expected from a washwoman and a young lady with embryonic and chaotic ideas of home decoration. There is nothing in these displays attractive to us or anyone else.

As to ticket writing, possibly someone in the store has an incipient leaning toward what is called drawing. He produces tender little things that favorably impress some young lady friends, who come in and admire them very much and wonder how he can do such nice things. Still, we find Mr. Easy wondering why that stock does not reduce itself and why that harrassing condition persists in existing between his "bills payable" and his "bank account."

While he is rubbing the wrinkles into his brow in his little office we find his men sitting idly round the store. The stock shown to Mrs. Smith is still lying about, just as Mr. Jones left it—mussed, tangled, and looking fearfully like a mess of stuff from a second-hand junk store. There is a tradition somewhere in the air that confusion indicates business, so confusion goes on, growing rapidly, until no man knows the stock and no man feels responsible for it. Mr. Easy is the buyer and owner, so it is all right, and that is why we find in the "easy-going store" so much stock going to waste by bad management. The amount of stuff that is jammed up, spoiled and absolutely ruined in an "easy-going store" is appalling to anyone with the slightest idea of what proper handling of stock means.

No doubt Mrs. Smith came in to buy, and may have seen just what she wanted, but she wanted it nice and neat and fresh; possibly she wanted a new dress, and would not buy a thing that would need hours at home to fuss and bother over to make it look new.

We saw a Mr. Easy one day putting new counters in his store. They had glass fronts, and we asked him, "Why do you have glass fronts?" He replied, "To show nice novelties." Now, in a large city such a thing might do well; but in a provincial town—why, in a month every novelty in his store, so exposed, would be old. We can easily fancy Mrs. Smith saying, "Yes, Mr. Easy, it is very nice; but, you know, it is not new. Everybody in town has already seen it. If my daughter wore it to the party everybody would say, 'Oh, look at Miss Smith with that old novelty from Easy's!' No, it won't do; I want you to write to New York and get me something new."

An old saying has it that "The good-natured man is the beggar's brother." It is worth Mr. Easy's attention to think about. He need not be a fool, nor an ass, nor a hog; all he wants to do is to realize that he opens his store in the morning and keeps it open all day purely for business; that he hires his help purely for business, and that he must have attention to business in business hours.

Let him select his best man and spend an evening with him in his little office; show him the record of last year's sales for the month corresponding to the approaching month; impress upon him the absolute fact that that record must be beaten; show him that the store has degenerated until it has now become a cross between home life and an infant debating society or social club, and that a change must be made.

Then, let Mr. Easy take a vacation, not to New York for more goods, but to the towns similar to his own that have smart, clean, aggressive, progressive stores; let him study their methods, their manners and their styles; it is the education that he requires.

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	6
Argyle	6
Atlantic A A	6
Atlantic A	6
" H	6
" P	6
" LL	6
Amory	6
Archery Bunting	4
Beaver Dam A A	5
Blackstone O	32
Black Crow	6
Black Rock	6
Boat, AL	6
Capital A	6
Cavanat V	5
Chapman cheese cl	3
Clifton C R	5
Comet	6
Dwight Star	6
Dwight CCC	6
BLEACHED COTTONS.	
A B C	8
Amazon	8
Amsburg	7
Art Cambric	10
Blackstone A A	7
Beats All	4
Boston	12
Cabot	7
Cabot, %	6
Charter Oak	5
Conway W	7
Cleveland	7
Dwight Anchor	8
" shorts	8
Edwards	6
Empire	7
Farwell	7
Fruit of the Loom	8
Fitchville	7
First Prize	7
Fruit of the Loom %	7
Fairmount	4
Full Value	6
HALF BLEACHED COTTONS.	
Cabot	7
Farwell	8
UNBLEACHED CANTON FLANNEL.	
Tremont N	5
Hamilton N	6
" L	8
Middlesex	8
" X	9
" No. 25	9
BLEACHED CANTON FLANNEL.	
Hamilton N	7
Middlesex P T	8
" A T	9
" X A	9
" X F	10
CARPET WARP.	
Peerless, white	17
" colored	19
Integrity	18
DRESS GOODS.	
Hamilton	8
"	9
"	10
G G Cashmere	20
Nameless	18
CORSETS.	
Coraline	50
Schilling's	9
Davis Walsts	9
Grand Rapids	4
CORSET JEANS.	
Armory	6
Androscoggin	6
Biddeford	6
Brunswick	6
PRINTS.	
Allen turkey reds	5
" robes	5
" pink & purple	6
" buffs	6
" pink checks	5
" staples	5
" shirtings	5
American fancy	5
American Indigo	5
American shirtings	5
Argentine Grays	6
Anchor Shirtings	4
Arnold	6
Arnold Merino	6
" long cloth B	10
" C	8
" century cloth	10
" gold seal	10
" green seal TR	10
" yellow seal	10
" serge	11
" Turkey red	10
Ballou solid black	5
" colors	5
Bengal blue, green, red and orange	5
Berlin solids	5
" oil blue	6
" green	6
" Foulards	5
" red	5
" %	9
" 44	10
" 3-4 XXXX	12
Coecheo fancy	6
" madders	6
" XX twills	6
" solids	5
TICKINGS.	
Amoskeag A C A	12
Hamilton N	7
" D	8
" Awning	11
Farmer	8
First Prize	11
Lenox Mills	18
COTTON DRILL.	
Atlanta, D	6
Boat	6
Clifton, K	6
SATINES.	
Simpson	20
" seal	18
" 16	16
Coecheo	10
COTTON DRILL.	
Atlanta, D	6
Boat	6
Clifton, K	6
SATINES.	
Simpson	20
" seal	18
" 16	16
Coecheo	10

DEMINS.	
Amoskeag	12
" brown	13
Andover	11
Beaver Creek A A	10
" BB	9
" CC	9
Boston Mfg Co. br.	7
" blue	8
" d & twist	10
Columbian XXX br.	10
" XXX bl.	19
GINGHAMS.	
Amoskeag	7
" Persian dress	8
" Canton	8
" AFC	10
" Teale	10
" Angola	10
" Persian	8
Arlington staple	6
Arasapha fancy	4
Bates Warwick dress	8
" staples	6
Centennial	10
Criterion	10
Cumberland staple	5
Cumberland	5
Esex	4
Elfin	7
Everett classics	4
Exposition	7
Glenarie	6
Glenarven	6
Glenwood	7
Hampton	6
Johnson Jhalon cl	10
" Indigo blue	9
" zephyrs	16
GRAIN BAGS.	
Amoskeag	16
Stark	19
American	15
THREADS.	
Clark's Mile End	45
Coats, J. & P.	45
Holyoke	22
Barbour's	88
Marshall's	88
KNITTING COTTON.	
No. 6	33
" 8	34
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
CAMBRICS.	
Slater	4
White Star	4
Kid Glove	4
Newmarket	4
RED FLANNEL.	
Fireman	32
Creedmore	27
Talbot XXX	30
Nameless	27
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R	22
Windsor	18
6 oz Western	20
Union B	22
DOMEST FLANNEL.	
Nameless	8
" 8 @ 9	9
" 8 @ 10	12
CANVASS AND PADDING.	
Slate	9
9 1/2	9
10 1/2	10
11 1/2	11
12 1/2	12
DUCKS.	
Severon, 8 oz	10
Mayland, 8 oz	10
Greenwood, 7 1/2 oz	9
Greenwood, 8 oz	11
Boston, 8 oz	10
WADDINGS.	
White, doz	25
Colored, doz	20
SILKES.	
Slater, Iron Cross	8
" Red Cross	9
" Best	10
" Best A A	12
L	7
G	8
SEWING SILK.	
Corticeil, doz	75
twist, doz	37
50 yd, doz	37
HOOKS AND EYES—PER GROSS.	
No 1 Bk & White	10
" 2	12
" 3	12
PINS.	
No 2—20, M C	50
" 3—18, S C	45
COTTON TAPE.	
No 2 White & Bk	12
" 4	15
" 6	18
SAFETY PINS.	
No 2	28
No 3	36
NEEDLES—PER M.	
A. James	1
Crowley's	1
Marshall's	1
TABLE OIL CLOTH.	
5-4	2 25
" 2 10	3 10
COTTON TWINES.	
Cotton Sail Twine	28
Crown	12
Domestic	12
Anchor	15
Bristol	13
Cherry Valley	15
1 X L	18
PLAID ONSABURGS.	
Alabama	6
Alamance	6
Augusta	7
Ar sapha	6
Georgia	6
Granite	5
Haw River	5
Haw J	5
Mount Pleasant	6
Onelda	5
Prymont	5
Randelman	6
Riverside	5
Sibley A	6
Toledo	6

Damages to Hardware Stock.

The average retail hardware store in small towns is seldom adapted to its purpose. It should be well lighted, dry, and its fittings should be as simple as possible, giving dry, warm air free access to every corner and crevice.

Dampness and dirt are but too common in this class of stores, and it is hard to estimate the losses which result yearly from this cause. The rusting of iron and steel; the verdigris and deadened polish on brass and copper goods; the pinholes in tinware, and the dulling of the fine polish of gun stocks, tool handles, and carpenters' levels, are nearly all due to this cause. It is comparatively seldom that articles are actually ruined outright, although in some cases the loss in this way is considerable, but the main loss is in the general depreciation of stock, neglected by customers who pick out newer and more attractive articles, until the dealer sooner or later finds that he has a large amount of goods which must be sold at cost or sacrificed at a considerable loss.

No store goods suffer so much from damp as hardware, because being much colder than the atmosphere, they attract all the moisture held in suspension by the air. If the cellar is damp and sends its vapors up through the cracks in the floors, or through the cellar way, be sure that it will do its work on your bright steel, tin and copper goods.

Good ventilation, and in damp weather good diffused heat, with frequent examination and cleaning of goods, is necessary to keep a hardware stock in first-class condition. When heavy and farm machinery is sold all bearings and polished surfaces should be protected, except, perhaps, those kept on show, where they would be likely to damage the clothing of customers. Guns, rifles and pistols should be frequently examined and should never be loaned or used if intended for sale. Small calibre rifles and pistols are very delicate and easily ruined by careless use. Indeed, it is almost impossible to find a second-hand 22 calibre rifle or pistol which is not "lead" beyond cure. Almost every hardware store which sells firearms has in stock weapons which have been unsalable for years because of neglect or the loss of polish and finish lost in a day's use, and often as the result of the too-accommodating spirit of the proprietor.

Appropos of firearms, the dealer in these goods and the necessary ammunition, should always be on the watch against the stupidity and carelessness of customers. He should never allow one to "try" a cartridge in rifle or pistol; the dealer should do that himself, and be sure to remove it afterwards. He should not allow smoking where loose powder is kept or used to load cartridges; nor should he countenance on any pretext the careless handling of any weapon.

More than one salesman has been killed by such carelessness and folly, or even had the store turned into a shambles by a desperate suicide, whose purpose might have been foiled had the general rule been observed, that "no weapon should be loaned on the premises except by the dealer."

In many cases it would also seem that dealers ought to refuse to sell pistols, dirks and the like to minors, unless with the consent of their parents. When the consent is given the dealer is justified, but any business done in neglect of this rule, is often in a business sense a great mistake. It is true that in these days caution in this respect is too often considered old-fashioned, but many a dealer has made a small profit, to regret the sad result of the trade all his life in pocket as well as spirit.

Wanted His Money's Worth.

Insurance Agent—I came to call your attention to the fact that your policy expires to-day, and beg you to renew it.

Economist—Very sorry, but this is the tenth year that I have been insured in your company, and nothing has happened, so I have made up my mind to try another company.

Use Tradesman Coupon Books.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's		60
Cook's		40
Jennings' genuine		25
Jennings' imitation		50&10
AXES.		
First Quality, S. B. Bronze		\$ 7 50
D. B. Bronze		12 00
S. B. S. Steel		8 50
D. B. Steel		13 50
BARROWS.		dis.
Railroad		\$ 14 00
Garden		net 30 00
BOLTS.		
Stove		50&10
Carriage new list		75&10
Plow		40&10
Sleigh shoe		70
BUCKETS.		
Well, plain		\$ 3 50
Well, swivel		4 00
BUTTS, CAST.		dis.
Cast Loose Pin, figured		70&
Wrought Narrow, bright fast joint		66&10
Wrought Loose Pin		60&10
Wrought Table		60&10
Wrought Inside Blind		60&10
Wrought Brass		75
Blind, Clark's		70&10
Blind, Parker's		70&10
Blind, Shepard's		70
BLOCKS.		
Ordinary Tackle, list April 17, '85		60
CRADLES.		dis.
Grain		50&02
CROW BARS.		per lb
Cast Steel		5
CAPS.		per m
Ely's 1-10		65
Hick's C. F.		60
G. D.		35
Musket		60
CARTRIDGES.		
Rim Fire		56
Central Fire		dis. 25
CHISELS.		dis.
Socket Firmer		70&10
Socket Framing		70&10
Socket Corner		70&10
Socket Slicks		70&10
Butchers' Tanged Firmer		40
COMBS.		dis.
Curry, Lawrence's		40
Hotchkiss		25
CHALK.		
White Crayons, per gross		120 12 1/2 dis. 10
COPPER.		
Planished, 14 oz cut to size		per pound 28
14x52, 14x56, 14x60		26
Cold Rolled, 14x56 and 14x60		23
Cold Rolled, 14x48		23
Bottoms		25
DRILLS.		dis.
Morse's Bit Stocks		50
Taper and straight Shank		50
Morse's Taper Shank		50
DRIPPING PANS.		
Small sizes, ser pound		07
Large sizes, per pound		6 1/2
ELBOWS.		
Com. 4 piece, 6 in.		dos. net 75
Corrugated		dis. 40
Adjustable		dis. 40&10
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26		30
Ives', 1, \$18; 2, \$24; 3, \$30		25
FILES—New List.		dis.
Dixson's		60&10
New American		80&10
Nicholson's		60&10
Heller's		50
Heller's Horse Rasps		50
GALVANIZED IRON.		
Nos. 16 to 20; 22 and 24; 25 and 26; 27		28
List 12 13 14 15 16 17		
Discount, 60		
GAUGES.		dis.
Stanley Rule and Level Co.'s		50

HAMMERS.

Maydole & Co.'s	dis.	25
Kip's	dis.	25
Yerkes & Plumb's	dis.	40&10
Mason's Solid Cast Steel	30c list	60
Blacksmith's Solid Cast Steel, Hand	30c list	40&10

RINGS.

Gate, Clark's, 1, 2, 3	dis.	60&10
State	per doz. net,	2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer		3 1/4
Screw Hook and Eye, 1/2	net	10
" " " 3/4	net	8 1/4
" " " 1	net	7 1/4
Strap and T	dis.	50

HANGERS.

Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti-friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
Gray enameled.....	40&10

HOUSE FURNISHING GOODS.

Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/2 & 10
WIRE GOODS.	
	dis.
Bright.....	70 & 10 & 10
Screw Eyes.....	70 & 10 & 10
Hook's.....	70 & 10 & 10
Gate Hooks and Eyes.....	70 & 10 & 10
T. W. W. W.	
	dis.

Stanley Rule and Level Co.'s	70
KNOPS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55

MATTOCKS.

Adze Eye	\$16.00, dis.	60
Hunt Eye	\$15.00, dis.	60
Hunt's	\$18.50, dis.	20&10
MAULS.		dis.
Sperry & Co.'s, Post, handled		50
MILLS.		dis.
Coffee, Parkers Co.'s		40
" P. S. & W. Mfg. Co.'s Malleables		40
" Landers, Perry & Clark's		40
" Enterprise		30

MOLASSES GATES.

Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25

NAILS.

Steel nails, base	1 80
Wire nails, base	1 85
Advance over base:	
60	Base
50	Base
40	05
30	10
20	15
16	15
12	15
10	20
8	25
7 & 6	40
4	60
3	1 00
2	1 50
1	1 60
Finish 10	85
" 8	75
" 6	1 15
Clinch 10	85
" 8	75
" 6	1 15
Barrell 1/2	1 75

PLANES.

Ohio Tool Co.'s, fancy	dis.	2 40
Scotch Bench		2 40
Sandusky Tool Co.'s, fancy		2 40
Bench, first quality		2 60
Stanley Rule and Level Co.'s, wood		4 10
PANS.		dis.
Fry, Acme		dis. 60-10
Common, polished		dis. 70
RIVETS.		dis.
Iron and Tinned		40
Copper Rivets and Burs		50-10

	RIVETS.	dis.
Iron and Tinned.....		
Copper Rivets and Burs.....		50—
PATENT PLANISHED IRON.		
"A" Wood's patent planished, Nos. 24 to 27	10	
"B" Wood's pat. planished, Nos. 25 to 27...	9	
Broken packs 1/2 c per pound extra.		

ROPES.

Sisal, 1/4 inch and larger	9 1/4
Manilla.....	13
SQUARES.	
Steel and Iron.....	75
Try and Bevels.....	60

SHEET IRON.

		Com. Smooth.	Com.
Nos. 10 to 14		\$4 05	\$2 95
Nos. 15 to 17		4 05	3 65
Nos. 18 to 21		4 05	3 65
Nos. 22 to 24		4 05	3 15
Nos. 25 to 26		4 25	3 25
Nos. 27		4 45	3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra			

SAND PAPER.

List acct. 19, '86	dis.	50
SASH CORD.		
Silver Lake, White A	list	50
" Drab A		55
" White B		50
" Drab B		55
" White C		35
Discount, 10		

SASH WEIGHTS.

Solid Eyes	per ton	\$25
SAWS.		dis.
" 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
" Champion and Electric Tooth X Cuts, per foot		30

TRAPS.

Steel, Game	dis.	60&10
Onelda Community, Newhouse's		35
Onelda Community, Hawley & Norton's		70
Mouse, choker	18c per doz	
Mouse, delusion	\$1.50 per doz.	
WIRE.		dis.
Bright Market		60
Annealed Market		70-10
Coppered Market		60
Tinned Market		62 1/2
Coppered Spring Steel		50
Barbed Fence, galvanized		3 00
" painted		2 55

HORSE NAILS.

Au Sable	dis.	40
Putnam	dis.	60
Northwestern	dis.	10&10
WRENCHES.		dis.
Baxter's Adjustable, nickle		30
Coe's Genuine		50
Coe's Patent Agricultural, wrought		75
Coe's Patent, malleable		75&10
MISCELLANEOUS.		dis.
Bird Cages		50
Pumps, Clister		75
Screws, New 1st		70&10
Castors, Bed a d Plate		50&10&10
Dampers, American		40
Forks, hoes, rakes and all steel goods		62&10

METALS.

Pig TIN.		
Pig Large		26c
Pig Bars		28c
ZINC.		
Duty: Sheet, 2 1/2 c per pound.		6 1/2
600 pound casks		7
Per pound		
SOLDER.		
1/2 & 1/4		16
Extra Wiping		15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		

ANTIMONY.

Cookson	per pound	
Hallett's		13
TIN—MELTIN GRADE.		
10x14 IC, Charcoal		\$ 7 50
14x20 IC, "		7 50
10x14 IX, "		9 25
14x20 IX, "		9 25
Each additional X on this grade, \$1.75.		
TIN—ALLWAY GRADE.		
10x14 IC, Charcoal		\$ 6 75
14x20 IC, "		6 75
10x14 IX, "		8 25
14x20 IX, "		9 25
Each additional X on this grade \$1.50.		

ROOFING PLATES.

14x20 IC, " Worcester		6 50
14x20 IX, " "		8 50
20x28 IC, " "		13 50
14x20 IC, " Allaway Grade		6 00
14x20 IX, " "		7 50
20x28 IC, " "		12 50
20x28 IX, " "		15 50
BOILER SIZE TIN PLATE.		
14x28 IX		\$14 00
14x31 IX		15
14x36 IX, for No. 8 Boilers, per pound		10
14x60 IX, " " 9 " "		

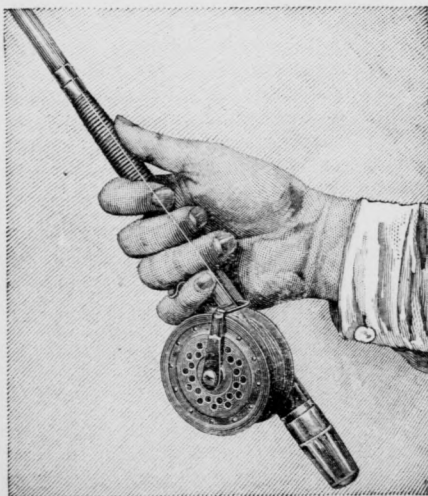
Fishing Tackle Headquarters.

We are carrying this season a larger assortment than ever of all goods that belong to an angler's outfit.

"The Little Finger Does It."

Tawman & Erbe
Automatic Reel.

FOSTER & STEVENS & CO.



Michigan Tradesman

Official Organ of Michigan Business Men's Association.

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E. A. STOWE, Editor.

WEDNESDAY, JULY 20, 1892.

THE SUMMER OUTING.

The season of the annual summer migration is now upon us. Some go for health, but the majority have pleasure as their chief object; and, without doubt, the greater part of them, whatever may be the object of their fitting, will come back improved in health. Some may possibly be benefited by the medicinal action of the special mineral waters they will drink, for some of the waters, far fewer than is commonly imagined, possess undoubted curative properties in some sorts of physical disorders. But we are inclined to believe that many more will find their recompense for the inconveniences and expense of a summer tour in the general circumstances of change.

Change of food, change of air, change of scene are vastly more conducive to our physical welfare than we often imagine. The circumstances of modern life are often of a nature to make existence monotonous. We have read a story of a man who never failed a single day in thirty years to repair to the same office, hang up his hat upon the same peg, seat himself at the same desk, and set himself for a given number of hours to the task of figuring up the same sort of accounts in the same sort of books, without a break in the sameness of his existence in all that time.

Truly no honest man should complain that he has steady employment at fair wages. Every honest and industrious man should congratulate himself on the enjoyment of such an advantage. But health is an absolutely necessary ingredient of being able either to appreciate the benefits of a regular and remunerative occupation or of being able to render fair and faithful service into the bargain. It is certainly true that the tendency of modern life is towards sameness and monotony. In an early day business and industries were not so closely classified as they are to-day. In the average mercantile establishment the same man was at the same time salesman and accountant. In a machine shop an apprentice learned every part of the business from the foundry to the finishing tools. To-day a man is a bookkeeper only; his life is spent in figuring over

accounts. In a machine shop a man may spend his life working with a particular tool and know very little about any other part of his business. Economy requires a division of labor and a classification of industries.

Some of the most successful and eminent merchants who have grown up in the great cities in the past quarter of a century were boys raised in country stores where they handled all sorts of merchandise, from gloves to grindstones, dry goods, groceries, hardware, drugs and fancy goods. They learned every other part of the business before they became specialists, just as the trained athlete, if he be not over-trained, develops all his muscles in harmony, instead of becoming lopsided by excessive use of some organs and neglect of others. This monotony of life is seen in every department and it is much the rule with those who merely play as with those who work. For what stagnations, for what one-sided development, for what morbid physical and mental habitudes is this monotony not responsible? There is no mechanism so exceedingly complex as is the human being—physically, intellectually and spiritually—and when a few faculties are excessively developed or unduly taxed while all others are left in abeyance, then there must be bodily and mental disorders.

It is because of all this that a change of scene, of air, of surroundings, mental, moral and physical, is so often beneficial to the health. It means simply getting out of the old groove for a little while. It is putting into play a new set of muscles or a new set of mental or spiritual faculties. It is often beneficial for people from the lowlands to go to the mountains, or from the hills to the sea coast. But there is no sure rule about this. A change of latitude or of longitude without regard to the topography or land level may have the desired effect. The chief consideration is to secure the intangible and obscure but easily realized influences of change which are able to correct the disordered chemical or physiological or spiritual functions of our nature. As soon as we begin to feel better we know the fact, even if we know not why. It is the right sort of change that each must determine for himself. But, ordinarily, it is easily got by those who are really not too seriously diseased, and when obtained each knows it for himself. Therefore, advice in the premises is but of little worth. Of course, it is possible to have too much of a good thing. The rolling stone gathers no moss. The vagabond is a miserable wretch. But a reasonable and proper change is good and desirable.

ARBITRATION OR ANARCHY.

Labor riots seem to be just now the regular order of things.

Emboldened by the success of the organization of the ironworkers in Pennsylvania in a pitched battle with an armed force, the organized miners in the far off State of Idaho have attacked the non-union men working in the Cour d'Alene mines and routed them and a company of local militia sent to maintain order. A score of men makes up the list of killed and wounded, while there has been great destruction of private property. The military resources of the State of Idaho, which contains only 84,000 total population, are necessarily very feeble, and already they have been exhausted,

while the country is virtually under the control of the mob of miners. The Governor, realizing his helplessness, has appealed to the Federal Government, and doubtless the State of Idaho, as was a few weeks ago the State of Wyoming, will in a short time be under the control of the forces of the United States Army.

Every violent and lawless demonstration by any class of citizens against the settled order, if it possess not force sufficient to dominate and control the powers of the Government, must come to grief. When popular violence cannot rise to the dignity and force of revolution, then it is a riot, and rioters, instead of being heroes, become mere criminals amenable to the law for the blood they shed and the property they appropriate to their own use or destroy.

No riot by laborers can ever accomplish any good. No movement by working men which adopts murder and arson as its means of progression can end otherwise than in failure, ignominy and general execration. Working men have every right of organization for the advancement of their interests, but they have no right to violate property interests or to disturb social order. Employers of labor have every right of regulating the details of their business, but they have no powers of compulsion over their work people beyond what is confirmed by the terms of a lawful contract under the guarantees of the constitution.

It is plain enough that any demonstrations of violence either on the side of employers or of employees can bring only evil consequences, and no matter how great the force that may be mustered on either side, all the disturbers of the public peace will be compelled in the end to succumb to the lawful authorities and be made to suffer for their crimes. The only remedy for differences between employers and employees is in some fair and reasonable system of settlement based on arbitration. A congressional committee has been appointed to investigate the matter and that committee, if it be wise, will suggest some system of legislation that will provide for compromise and arbitration. The most enlightened countries of Europe are already taking the lead in efforts to solve the problem of settling conflicts between capital and labor. The need for something of the sort is quite as urgent in this great republic. If peaceable means be not devised for adjusting such controversies, bloody conflicts will become constantly of more frequent occurrence and vastly more destructive and terrible in their consequences. It will be either arbitration or anarchy.

In the meantime strikers who carry their cause to the extent of rioting, arson and murder must be treated the same as any other criminals and men who sympathize with such manifestations should be placed in the category of traitors and poltroons.

REPORTS OF CHOLERA IN EUROPE.

The announcement that cholera had appeared in Western Asia in the ports of the Caspian Sea was serious enough to have aroused European nations to the strictest vigilance and the most strenuous sanitary measures to prevent its advance further west.

Very few weeks have elapsed since the disease was reported at Baku, the great petroleum port of the Caspian. Now we hear of it at Moscow and Paris. It is

difficult to believe that cholera has been permitted to find its way into the heart of Europe in so short a time. But if this news be true, it is only through the most inexplicable mismanagement. If cholera is in Western Europe now, the time will not be long before it will be imported to our shores. The reports alluded to should be carefully examined, and until ascertained to be true there is no good to be got from creating unnecessary alarm. Nevertheless, all proper precautions should be taken to keep out foreign infection. Cholera, while originally traced to the tropical valley of the Ganges in India, is by no means confined to warm regions nor does it require the heated season for its spread. St. Petersburg, Moscow, Edinburgh, Montreal and Quebec are localities which have suffered most deadly if not most frequent visitations of the disease. Cholera is now held to be one of those malignant diseases caused by a peculiar microbe or microphitic germ, distributed for the most part in drinking water. The dejections from cholera patients, finding their way to running streams, appear to furnish these germs and thus they may be transported by such streams to great distances. In this way the waters of rivers are poisoned and the disease can be communicated to the people living along their course or to the people who travel on them in boats through the use of the water for drinking.

Being due, in all likelihood, to some sort of filth poison, there can be, in view of the possible advance of cholera from Europe, no more urgent duty than to clean up every American city with the utmost diligence. The warning from across the water ought to excite every municipality to prompt and vigorous action.

In a careful crop report compiled by the New York Tribune it is shown that crop prospects have continued to improve rapidly, and while estimates of the ripening wheat range all the way from 520,000,000 to 580,000,000 bushels it is well to remember that the lowest estimate exceeds any crop except the last, and that with 50,000,000 bushels carried over the country would have at this lowest estimate a supply of 570,000,000 bushels, whereas the consumption with the unprecedented exports during the past year have reached only about 580,000,000 bushels. From present appearances it seems more likely that the yield will exceed the government estimate, which pointed to about 550,000,000 bushels, making the supply over 600,000,000 bushels for the coming year.

Not all rules or precedents work both ways. For instance, it is possible for a millionaire to imagine that he is suffering all the ills of poverty, and in this humor to starve and die from hunger; but no poverty stricken son of humanity can reverse this experience and, by imagination alone, satisfy the keen demands of hunger, clothe the chilled limbs with warm garments and enjoy the luxurious pleasures which the millionaire has in his imaginary way renounced. If he could, there would be neither poverty nor riches in this world, but one all-satisfying condition of universal content among those who were willing to be contented. No provision is made in this supposed case for the anarchist. He is beyond the reach of all suppositions and possibilities—a chaos that can only be acted on by the same Power that makes a world.

LANDLORD AND TENANT. PAPER VIII.

The tenant is liable to the landlord for any injury done to the premises by himself or his agent or servants; but his liability for waste does not depend upon negligence. The general ruling of the courts is that he is clearly bound to remove all damage to the leased premises, or to pay therefor. He is liable to third parties for all injuries caused by his negligence or breach of duty to make repairs, although the landlord is bound to make repairs; but he is not liable for injuries resulting from inevitable accidents, nor for injuries to which the complaining parties have materially contributed. He is only bound to exercise reasonable care, and his negligence must be established as a matter of fact, and it must appear that it caused the injury.

Tenants who occupy different parts of the same building without joint right are not liable for each other's negligence. It is the tenant's duty to remove ice from the doorsteps, and he only is responsible for injury resulting from such ice.

The term "nuisance" means, legally, "anything that unlawfully worketh hurt, inconvenience or damage," and the tenant, as well as the landlord, is responsible for the continuance of a nuisance upon the premises, although continued by subtenants; but, if the lessor has no control over its construction or use and has not sanctioned it, then the lessee only is responsible. The lessor will become liable for a nuisance created by the tenant if it is continued after the lessor may have a right of entry to abate it. The fact that the negligence of the tenant contributes to a nuisance which existed before the leasing will not relieve the lessor; and, before the tenant can be made liable in such a case, he must be notified to abate it, unless he has committed some act which is in itself a nuisance.

Filthy tenements crowded with filthy tenants may be condemned by a board of health of a city as a nuisance. In a Pennsylvania case it was held that a Chinese laundry in a basement so conducted as to injure the business of a tenant of the story above may be enjoined as a nuisance.

A tenant may recover damages for a nuisance affecting his rights, although he took the premises with knowledge of its existence, and the damages are not to be estimated by the amount of rent paid, but by the actual injury sustained. In a Missouri case, however, the court held that, after the death of the tenant, his wife can maintain no action, although his illness was caused by the nuisance.

The right to sue to enjoin or abate a nuisance rests with a tenant from year to year, and not with a tenant from month to month.

A landlord may recover the loss in rental value arising from a nuisance to his property; but the mere establishment of a coal yard near his house will not, of itself, entitle him to such recovery, nor will the erection of small, cheap tenements for orderly colored tenants be ground of complaint, although intended to injure an adjoining proprietor.

When any part of the leased premises is taken for public use, the tenant is entitled to compensation for damage, to the value of his term, and may be awarded the use, for the remainder of the term, of the amount paid for such part of the leased premises as is taken. He is en-

titled to receive the amount awarded for buildings which belong to him, and all necessary expense incurred in rebuilding, or in the removal of machinery, and damage sustained by loss in the use of the premises; but loss to the tenant of the good will of the business or of customers, or injury to personal property of the tenant, it has been held, cannot be so considered. It has also been held that loss of sales during the widening of a street cannot be proved if not shown to have been caused thereby. In making the award, advantages to the respective parties are to be deducted from the injury to each respectively, and interest may be allowed from the time the damages should have been paid.

The covenant for quiet enjoyment is not broken by a lawful exercise of the right of eminent domain during the term; but, of course, if the whole premises are taken for public use, the tenant's estate is determined and the lease is extinguished.

If the tenant abandons the leased premises without cause, he is still liable for rent. Any act of the lessor which interferes with the quiet enjoyment of the premises, or any breach of duty rendering them untenable, unless the right to abandon is waived by a continuance in possession, is sufficient cause; but if the tenant abandons without cause, and the landlord consents or accepts by resuming control of the premises, he will be freed from liability to pay rent. In case of an abandonment without cause, the landlord may either leave the premises vacant and recover rent, or he may take possession and determine the tenancy. He may re-let the premises for the benefit of the tenant, and he may repair and take care of the premises without releasing rent; but he cannot both take possession and treat the lease as subsisting. Acceptance of the key by the landlord without a waiver of the claim for rent does not prove consent to the abandonment, and the mere moving off the premises, or ceasing to use them, as has been held in this State, does not prove an abandonment, or justify an entry by the landlord.

The tenant, after the expiration of his term, has a right of ingress and egress to remove his personal property, and he is entitled to a reasonable length of time for that purpose; and it has been held that, where there is no unreasonable delay on the part of the tenant, he may enter with reasonable force to take away his personal effects, or he may maintain replevin for personal property left on the premises of which the landlord takes possession. The landlord makes himself liable as a trespasser if he interferes with his tenant at will while acting promptly in removing his personal effects, and the tenant also incurs liability as a trespasser if he resort to violence in removing his goods and chattels.

Incoming tenants can claim no rights against former tenants which the landlord could not lawfully urge; but it has been held that an incoming tenant has a right to fill an ice house before his term commences.

An outgoing tenant has a right to remove plants which he had himself set out, and the tenant of a nursery may remove trees and shrubs therefrom.

Our Supreme Court has held that, where there is an agreement to pay rent in advance, a breach thereof does not, of itself, determine the tenancy, and that a

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forfeiture cannot be enforced until the lapse of a period allowed for a discount of rent payable in advance; and the same Court has held that the tenant has the whole of the day upon which the rent is made payable to pay his rent.

When rent for a fixed term is to be paid at a certain rate per month, with right of re-entry for nonpayment, it is payable monthly and not at the end of the term. Rent does not accrue to the landlord as a debt until the time for payment arrives; and, when the day of payment falls on Sunday, there is no default until midnight of the next day. Where the statute gives the landlord a lien for rent on the tenant's property, the rent becomes due whenever the tenant attempts to remove the property.

As before stated, a lease may be dated back so as to cover a term, part of which has already expired, but such naming of a past day does not make the tenant liable to pay rent from such day. When additional rent is to be paid in consideration of certain improvements to be made, it will operate as a condition precedent, and the additional rent will not be payable until the improvements have been completed.

When the lease is silent as to where the rent is payable, it is payable on the leased premises, but, where some place is named in the lease, it is the duty of the tenant to find it, if possible.

A tender of rent payable in specific articles upon the day fixed for payment extinguishes the obligation without regard to the subsequent value of the property, and after the tender the articles are held by the tenant at the risk of the landlord.

The acceptance of negotiable paper for rent is not a payment thereof unless intended and accepted as such. If the landlord directs payment by mail, he must assume the risk and bear the loss, if any, and, where the tenant pays taxes, he may deduct it from the rent.

Having reached my limit, I am compelled to close this paper and with it this part of my work. My next paper, under the head of "Summary Proceedings," will close the series.

E. A. OWEN.

One Seller of Veils.

"There is a girl presiding over the veil counter in a certain big store," says an exchange, "who is probably the innocent cause of more woman making guys of themselves than any other person in the city. She is a plump little thing, with the dark hair, dusky eyes, olive skin and brilliant coloring of a Spaniard."

"When she throws some blue gauze over her face one marvels at one's stupidity in never trying blue one's self."

"When she twists a white embroidered veil around her head, one resolves to have a veil like that, no matter what it costs."

"When she flings a bit of black net, mantilla fashion, over her jet tresses and peeps out with gleaming teeth and laughing eyes, a woman simply has to buy that black net, although she knows that her eyes are green and that her complexion is like a mud fence."

"This is why the women stand six deep around this particular counter at all hours and buy veils which make them look hideous. They get the girl to try on the veil they desire and then buy it, fondly deluding themselves into the belief that they will look just like her in it—a delusion quickly dispelled by their mirrors when they get home."

One canning company in Salem, Ore., has canned 50,000 pounds of strawberries this season. The value of the fruit is about \$2,000. Half a dozen other canneries at different points have been preserving nearly the same amount each.

The Collection of Debts.

Written for THE TRADESMAN.

From the memorable transaction in the Garden of Eden, where a dishonest financier made a contract which he never intended to fulfill, up to the present day, when false pretenses and bad debts largely make up the record of commercial business, the question of how best to keep the debt and credit columns well balanced has puzzled the wisest and most enterprising of men. Whether the commerce of the world was carried on by a system of barter and trade, or by exchanges made in the coin of the realm, there has always been a debtor class hanging like a dead weight on the heels of commercial enterprise. A part were unfortunate but honest; a part honest but shiftless; another dishonest enough to steal, but preferring a safer way of petit larceny. A still larger portion has been made up of those who unite selfish instincts with a low moral tone. Neither debts nor duns disturb their consciences. They have a sublime indifference to the consequences of broken promises, and a peculiar faculty of invention that brings fresh excuses to serve their purposes as fast as the old ones are worn threadbare and cease to procure further confidence.

I might go on and describe as many more types of debtors, each having some distinguishing features easily recognized in the mind of any dealer who will take a retrospect of his mercantile experience. They are the dark shadows, haunting recollections that else would be pleasant; they are threatening clouds casting gloomy tints over what should be bright hopes of the future; they are the unavoidable concomitants of business life—thorns in the flesh that discipline the soul for good or ill—evils that will be a part of trade experience as long as human nature falls short of being angelic.

There is no use of complaining or wishing things were different. The spirit of our institutions, instead of decreasing the number of chronic and exasperating debtors, encourages them by legal exemptions and judicial interpretations of statutes against the creditor, until one becomes satisfied that a repeal of all laws for the collection of debts would be a boon to everyone who exchanges articles of value for human promises.

As far as the retail dealer of to-day is concerned, he receives no practical benefit from the machinery of the law in the collection of debts, as honest men will do as they agree without such compulsion, and dishonest ones can always find ways enough to make the seeming power of statutes futile or too expensive for frequent use; nor can agencies often be relied upon for efficient service, for they are mostly confidence games gotten up by men who use one business man as a hunter does a decoy duck, to draw another into the meshes of a scheme that usually collapses after the initiatory dues have been collected from the too confiding subscribers.

The retail dealer, therefore, might as well make up his mind to face the situation with all the courage and judgment which he has obtained from experience, and do business with each customer according to the credit he individually earns. Eternal vigilance, however, will be the price of a clean balance sheet that will show less than 2 per cent. loss on gross sales, unless it may be in some favored locality. When wearied with fruitless attempts to collect ac-



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counts long overdue, the only genuine comfort with which he can poultice his wounded feelings is to contemplate the very select company of the true and tried among his customers, whose honor is untarnished and whose credit has stood the test of time unimpaired. The satisfaction one feels in reflecting that a remnant is still left whose actions reconcile one to renewed faith in humanity will go far to smooth the asperities of a business life.

To such the dealer can, and ought to, extend the most liberal inducements. He may justly concede to all honorable and prompt customers reduced prices, according to the amount of purchases, without being unfair to those who are transient buyers and pay ruling rates. It would be unjust to concede to the latter favors solely for the purpose of attracting future custom. Every reasonable concession to a regular customer whose trade is enough to justify it is preferable to increased sales at full rates to a class whose credit is unsound. Good policy dictates this course, for they will feel that their custom is appreciated, and they will mentally institute comparisons in favor of the one who makes just distinctions between good and bad credits. Every man's sense of justice tells him when he is well used, and self-interest is a motive worthy to be appealed to, if done within reasonable limits. All this may seem to have no direct reference to the collection of debts, but yet it is pertinent to the subject of present discussion, for, if "A penny saved is a penny earned," surely a book account avoided is a definite amount saved to the far-seeing, enterprising merchant. While no business can be carried on, in these days, on a strictly cash basis, the man who shortens his pages of book accounts by a wise system of discrimination in giving credits is on the safe side. To pursue such a course is far better than to make large and reckless sales, although one may be never so sharp and successful as a collector.

The pleasanter the relations between buyer and seller, the more profit there is for each party. The less dunning one does, the easier it is to maintain the *entente cordiale*, which is as necessary in commercial as in social affairs. Business should never be conducted on the principle of "Every man for himself and may the Devil take the hindmost."

The ordinary worries of commercial experience are enough, without adding to them by a careless habit of indiscriminate credit, and the various irritating dunning methods that are the necessary sequel. Since margins of profit are, today, close on all classes of goods, the lines of credit should be correspondingly shortened. If one cannot succeed in doing a safe business under these conditions, it is better to fail, if one must, with goods unsold than to be obliged to report most of the assets as book accounts hopelessly bad.

Should one choose, occasionally, to leave the ninety and nine who are true and faithful and seek the 1 per cent. of fugitive debtors in the hope of saving something, he may do so, not so much for profit as for athletic exercise. And, should he once in a while be tendered a full payment, he may thank his stars, and may very properly attach to the usual form of receipt a promise never to trust the debtor again so long as grass grows or water runs.

I will close this article with a collecting incident witnessed many years ago in California, which shows one of the methods then in vogue. One day, in the spring of '53, I started from Doty's Flat, in Placer county, for Sacramento, securing a passage with a freighter who was returning empty to the city. After a two hours' ride we overtook a number of six-mule teams going also to the city. Their drivers were much excited over an accident which was described in eager staccato terms and with many profane embellishments. It appeared that a German with a two-horse team had driven around them, and, in getting back to the road, had roughly collided with the lead mules, bruising and laming one of them and breaking parts of the harness. While they were repairing damages we drove on, the man I was with promising to watch for the culprit and report when they should meet at the North Fork House at noon. Just after dinner, as the whole company were discussing their cigars and also the episode of the morning, the object of their resentment came quietly along the road. At once there was a dramatic scene enacted that will never fade from the recollection of the spectators. The one whose team had been injured stepped to the door and halted the German, while two willing comrades held the heads of his horses. He was asked the reason for his action of the morning, but, terrified by what must have seemed to him a Vehmische tribunal in terrible guise, he could only stammer out his most humble apologies. On being told that he had done damage to the amount of \$50, and that it must be paid on the spot in cash or taken out of his hide with a horsewhip at the rate of \$2.50 per blow, he became demoralized with fear, imploring them to pity a poor man who had not enough to support his wife and children. But this did not influence the man who had been angry for hours over the injury done to his favorite team, and he insisted on the German making a choice either to pay for such injury in coin or in personal suffering. Hardly had he time to do more than make a sign in response before the heavy whip of the enraged teamster began to collect his claim, not in hard cash, but in the fiat money of revenge. The air for thirty seconds resounded with the swish of the whip and the heart-moving cries of the victim. Then the horses were released, and the poor wounded fellow drove on, followed by the comments of a heartless crowd.

However much of truth there may be contained in the saying, "It is more blessed to give than to receive," I am sure that neither giving nor receiving ever blessed either party to this transaction. But one of the witnesses, at least, learned a lesson from this peculiar method of collecting that has since tempered his judgment towards many unfortunate as well as dishonest debtors.

S. P. WHITMARSH.

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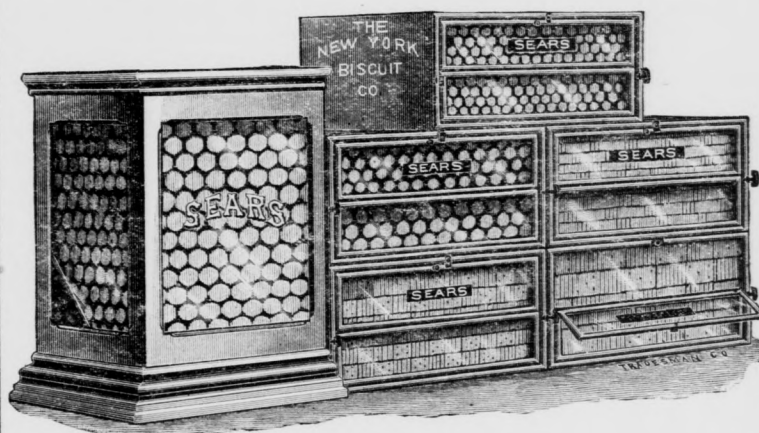


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GRAND RAPIDS.

Rambling Thoughts From a Pessimistic Standpoint.

Written for THE TRADESMAN.

Away back in the 50's, when I was a boy on the old farm in Canada, my only daily companions all through the long summer months were dear, faithful, and long-suffering old Buck and Bright. Shall I ever forget them? Well, I guess not. Buck—how unclassical and primitive that sounds to me now!—was as black and as devoid of horns as the ace of spades, and he sported an abbreviated tail. Poor Buck has long since departed this life, and, with all due respect for his memory, I cannot refrain from laughing when I think of the frantic efforts of that tail in fly time. He was kind and obedient and when he saw me in the attitude of holding high his end of the yoke in one hand and swinging his bow with the other, and heard the command, "Come under, Buck," he never refused to obey. Bright wore brindle stripes and one sawed-off horn; and one of his eyes (the one next to Buck) was no good and the other was sky-colored.

As before stated, they were my daily companions and, while plodding backward and forward over the old fields, we frequently halted under the friendly branches of an oak or a wild cherry to rest. During these rests I would sit on the old wooden plowbeam and watch the myriads of noisy crows on their way to campmeeting; and the other two fellows—that is, Buck and Bright—would heave and "loll" and get ready for a fresh start.

Did you ever watch the crows? I used to remark to Buck that I thought the crows exhibited the least sense and wasted the most noise of anything I ever saw; but I had never seen very much at that time. If Buck had even hinted to me at that time that men were just like crows, I would have gone with him into another form of existence and would never have become a man. My only source of information up to that time had been the little Sunday school library and the catechism, and I supposed that men—not some men, but all men—were individually independent, intelligent beings possessing reasoning powers which justly constituted them the crowning work of creation. Created in the image of the Great Architect of the universe and given the earth and the fruitfulness thereof as a heritage, and placed in dominion over every created thing therein, I supposed that, as a natural result of the divine plan, all men exercised their God-given attributes. In other words, I supposed that men utilized their own brains individually in regulating their own actions, and that they formed their own opinions and drew their own conclusions according to the dicta of their own judgments.

Yes, men are just like crows—blind multitudinous followers of the blind. For every old crow that seemed to possess a marked degree of individuality and evince the least symptoms of a desire to investigate for himself and a capacity for mapping out his own course, there were 999 who followed in the wake and cried "Caw, caw," simply because those in advance of them cried "Caw, caw." I used to think that even the boss crow did not know as much as he imagined he did, for sometimes he would strike out for the pine grove under the impression that he had caught a sniff of a dainty morsel of corruption, and immediately the whole crow tribe would take up the cry and fol-

low, filling the air with such a confusion of rasping sounds that Buck would roll his off eye heavenward and wonder what it was all about. In a few minutes back they would come, showing that the boss crow had made a miscalculation; but the common herd followed just the same—mere echoes of their leader.

Yes, men are like crows. Keep your ear close to the ground, and before the present political campaign comes to an end, you will hear something that sounds very much like "Caw, caw,—caw, caw, caw." It is my intention to give these rambling thoughts a commercial application, and the reader may make his own application politically, socially, and religiously.

"Caw, caw," in crow parlance, means a whole volume of old commercial saws and aphorisms when translated into plain English. These business precepts are originated by prominent and successful business men, and are at once adopted by the masses and incorporated into the code of business ethics. They become the gospel of trade, and to question their soundness is an evidence of mental aberration.

In a recent number of a leading trade journal, a writer takes up considerable space in defining the qualifications necessary on the part of a business man to ensure success. First and above all, he stated, was a firm and steadfast determination to win success, or die in the attempt. This is the gospel we preach in this our day of grace, and yet we wonder why it is that self-destruction is so prevalent in the land we boast of. The "success," and the "get there" in this modern get-there-or-die doctrine means the accumulation of wealth and nothing more. Get rich and win a glorious success, or fail to get rich and make a miserable failure. No wonder that suicides are so common and accommodation in our asylums so limited. Of all the motives which prompt men to action and spur them on to dare and to do, none is more powerful than the love of approbation—to gain the respect and admiration of others. A motive of this kind may be strongly tinged with selfishness, but that only adds to its strength. We are told that the world is growing better every day, yet I cannot help but think that possibly there was a time when honor, brotherly love and business integrity were more sought after, and commanded a larger degree of respect and admiration than the mere acquisition of money. Be this as it may, the only standard of earthly success recognized in this country to-day is based on the Almighty Dollar. Reach it by any means; miss it and die in the attempt.

Any standard of a successful earthly existence that is not within the reach of every man is false, cruel, unjust, subversive of human happiness and destructive of true manhood. This false standard licenses oppression, encourages piracy and places a premium on robbery. It destroys every noble and generous impulse, puts a blight upon patriotism and breeds contention, hatred and crime.

E. A. OWEN.

A tradesman on Flatbush avenue, Brooklyn, has a big sign stretched across the front of his store bearing in large black letters the legend, "Dealer in Green Goods." He sells vegetables and general garden truck, but if the sign doesn't bring him many rural customers, eager for unhallowed speculation, there is no virtue in appealing to their inclinations.



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.

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THOUGHTS WISE AND EDGEWISE.

Written for THE TRADESMAN.

Many a man thinks he has real religious doubts when they are only chimeras.

* * *

The man who makes motions in and around a court of record is not necessarily a lawyer.

* * *

Of many men it may be said that, instead of going boldly into the battle of life, they send substitutes.

* * *

A man cannot be wholly selfish who allows his wife the last word.

* * *

A clear conscience is said to be a sure cure for insomnia, but it is too expensive a remedy for the encephalic economists of the present age.

* * *

Some radical reformers begrudge the Almighty His monopoly of the air they breathe at no expense, just because it is a monopoly.

* * *

It is strange that the suicides who are every day inventing some new way to "shuffle off this mortal coil" do not think of putting up at a many storied hotel with patent elevator attachments, securing quick conflagration.

* * *

A sad-eyed young man whose practice at the court of love had obtained only adverse verdicts bitterly remarked that female education was sadly defective, "for," said he, "the mothers of to-day teach their daughters only the gospel of negation."

* * *

If capital punishment is the best deterrent of crime, those murderers who commit suicide deserve the thanks of society, for they accomplish what all the executive and judicial powers but partially achieve at an immense cost to the public, while this is done at no cost save the coroner's expenses.

* * *

The nearer a state comes to the ultra-humanitarian standard set up by professors of penology, the more it costs the people for protection. Innocent life is safer when judicial red tape is not used to blind the eyes of Justice.

* * *

If a sentence to State prison for a term limited conditionally is an indeterminate sentence, and, therefore, invalid, according to the opinion of our Supreme Court, what assurance have we that the same Court, if confronted with a case, will not decide that a life sentence is also indeterminate and void, since life may be but a span or a generation of years?

* * *

The fire escapes, so called, attached to grand hotels are rightly named, for the fire escapes in spite of all efforts to check it; but the guests only escape "as by fire," if lucky enough to escape at all.

* * *

A late writer observes that "Wasted force is the great trouble of to-day." This is true so far as it applies to the excessive coughing in church indulged in by those who have but little strength to spare.

* * *

A Western country dealer has hit on a new scheme to stimulate trade. He had a large list of customers long in arrears for small amounts who had not visited his store for many months, because, as they said, they were "ashamed to face a creditor till that little bill was paid." To each one of them he sent a receipt in

full with a polite request to call and examine his new stock of goods. It is too early to state results. If it works well, the patent on the scheme will be worth a million.

* * *

There are two kinds of highway robbery: The first is the old way with the revolver, which generally takes all one has at the time; the other is when you are accosted by an acquaintance and asked for a loan of 50 cents or \$1 to tide over an emergency. This takes but a trifle, 'tis true, but, like lost opportunity, is gone forever. There is, however, this compensation — it sets one man (too mean to do anything else) dodging for the rest of his natural life, trying to keep out of the range of your vision.

* * *

Bashful John Simple, on being introduced to Miss Clara Hargreave, unconsciously paid that lady a compliment that no society man could have excelled. In reply to her remark that she fancied they had met before, he said: "I cannot remember the occasion. If I had ever been in Heaven, I would know it must have been there."

* * *

There was once a boy who resolved that he would have a fixed purpose in life and strive for it until it should be attained. So he studied hard at school, and, when he became a man, he read up and studied still. He sought far and wide for all the practical knowledge his growing mind could master, filing it away in his mental storehouse for the necessities of the future. At the age of forty-seven he reached the summit of his ambition—he became postmaster in his native town and truly honored the office by faithful attention to every duty.

* * *

Some people may smile at the humble ambition of one who set his mark in life at what would be called a low standard; but, when the plans now in process of incubation by expert statesmen and those who are something else, including a host of petitioners from every part of the land, to modify the postal system in the interest of what is called reform, shall become fully developed, a humble postmaster-ship will be less of a sinecure than a place in the cabinet. The man who then writes P. M. after his name will find that it means more than *post meridian*. He will have to get up early in the morning and keep his wits about him all day. If civil service rules govern the selection, he will have to be a living encyclopedia, and, perhaps, a Briareus, before obtaining a local appointment. He will have to understand banking, to superintend his part of the complicated deposit system; he must be a telegraph operator, receiving and sending cheap messages; an expert in using the phonograph; an electric scientist, to make and report signal service observations; a statistician, to make out records to be filed in the census bureau; a sleuthhound and detective, to mark the clews of crime and immorality that may lurk in the mail bags; an express agent and money broker; an expert in all styles of book-keeping, so that the office standing may be seen at a glance by an inspector who can stop over only one train, besides acting as superintendent of carriers organized for a double daily delivery of mail at every dwelling on every crossroad in his district. In short, he will be a man of all work, a genius of the first water, and, when fully developed up to the demands of the system, he will be the wonder of his day and age.

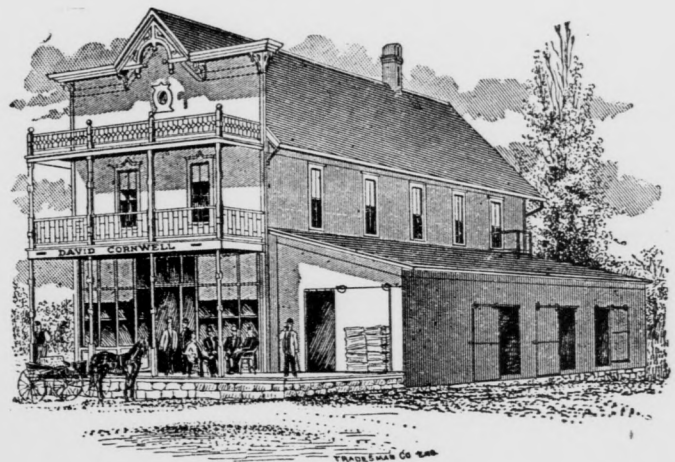
July 8, 1892. S. P. WHITMARSH.

Do You Want a Cut of



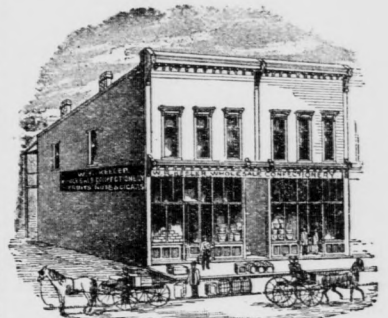
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WE CARRY A STOCK OF CURE TALLOW FOR MILL USE.

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

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

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

Grand Rapids Pharmaceutical Society.
President, W. R. Jewett, Secretary, Frank H. 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.

One Hundred and Twenty-Six Pass a Successful Examination.

At the July meeting of the Michigan State Board of Pharmacy, 145 candidates were examined. Of these, 68 received certificates as Registered Pharmacists, and 58 as Assistants. The next meeting of the Board will be held for the examination of applicants living in the Upper Peninsula at Marquette, Aug. 31. Following is a list of the successful candidates at the recent examination:

Registered Pharmacists—R. B. Armstrong, Petoskey; G. A. Backmeyer, Clayton; James Bates, Flushing; F. M. Billings, Marshall; Ray Burlingame, Dowagiac; W. B. Cady, Ypsilanti; J. G. Campbell, Windsor, Ont.; W. Church, Flint; L. H. Cole, Fenton; T. W. Cooper, Harbor Springs; T. J. Carley, Ann Arbor; W. J. Dalbey, Mt. Clemens; Geo. Dale, Wyoming, Ont.; J. B. Dale, Toronto, Ont.; C. A. Dutton, Ingersoll, Ont.; W. R. Faber, Ann Arbor; F. S. Geppert, F. Giddey, W. B. Gordon, Robert Halls and James J. Hayes, Detroit; C. M. Hensel, Lithopolis, O.; A. J. Hertz, Ada, O.; Charles Hill, H. H. Hoffman, Detroit; D. Johnson, Marion; F. G. Johnston, Marshall; F. Carlsen, Grand Rapids; F. H. Kelly, Detroit; I. N. Kinney, St. Louis; George H. Landis, Woodland; E. Leibhauser, Nashville; W. Lungenhausen, Mt. Clemens; Charles T. McIntyre, Woodland; W. McKee, Kalamazoo; J. S. McLarty, Toronto; John Maxwell, Ann Arbor; G. R. May, Stockbridge; C. Menold, Bangor; C. W. Merkle, Charlotte; W. H. Mortimer, John A. Murray, J. Paddock, Detroit; E. A. Pickard, Thomasville, Ont.; T. E. Robinson, Charlotte; J. A. Schaick, Mt. Clemens; E. Shabert, Alvado, O.; T. Schmalzried, Geo. M. Schultz and L. Seltzer, Detroit; Wm. G. Sieg, Ionia; J. Sielong, Ada, O.; A. Sipprell and M. Smith, Detroit; Wm. P. Stafford, Cadillac; L. Tan, Lowell; F. A. Tiller, Detroit; C. A. Topping, Fenton; J. A. Van Loon, Detroit; John Vermema, Menominee; E. Z. Ware, Grand Rapids; G. J. Warner, Birmingham; J. A. Webster, Detroit; Bert Wellman, Armada; J. J. Wells, Athens; John Werner, St. Thomas, Ont.; A. J. Wilkinson, Windsor, Ont.; Van J. Witt, Lake City.

Assistant Pharmacists—F. E. Beard, Charlotte; B. Bearss, Yale; W. Beck, Charlotte; T. W. Bonifield, Neptune, O.; N. S. Bristol, St. Johns; W. E. Bromley, Detroit; W. T. Charbonneau, Chatham, Ont.; W. H. Cooley, Clio; F. W. Dersch, Adrian; J. H. Dunn, W. H. Eaton and F. Faber, Detroit; L. C. Forger, W. Bay City; B. Franks and L. T. Freytag, Detroit; G. G. Gardiner, North Star; R. Hamlin, N. Healey, N. L. Hubbard, E. Hunt, Detroit; C. Jewell, Pontiac; S. Judson, Clayton; C. D. Kendall, Port Huron; B. E. King, St. Johns; J. H. Klien, Chelsea; E. Kranth, S. A. McDermitt, Detroit; H. A. Main, Tekonsha; M. A. Millar, Garna; L. Morrison, Williams; W. L. Newton, Richmond; E. E. Palmer, Pottersville; G. E. Prenton, Detroit; W. Perkins, Alma; R. Prickney, Ypsilanti; A. M. Reid, Detroit; E. H. Richards, Saranac; W. Riddle, Detroit; J. Rothacher, F. Rothacher, Detroit; C. Rowley, Marshall; John Rutherford, Jonesville; E. Sargent, Saranac; P. J.

Sauer, Detroit; F. Schmitz, Pontiac; E. Schwint, Ada, O.; G. Sherrard, Yale; R. Shaw, Port Huron; S. Smith, Cass City; W. A. Smith, Windsor; J. Staley, Yale; F. J. Stephenson, Brooklyn; Claude E. Whipple, Detroit; Fred Winn, Elk Rapids; C. B. Zuan, Eastport; H. Zirn, Saginaw; F. Gleason, Greenville; Fred A. Richter, Saginaw.

Inventions That Paid.

The popular "return ball" yielded the patentee an income of \$50,000 a year. The "Dancing Jim Crow" toy was worth \$75,000 a year to its inventor; the Spring window shade, the stylographic pen, the marking pen and rubber stamps, each \$100,000 a year. The common needle threader was worth \$10,000 a year to the man who first thought of it. The rubber tip on lead pencils, the gummed newspaper wrapper, the machine for making type, made rich men of their originators.

Silverton sold his patent for copper tips to children's shoes for \$67,000. Waterman's process for tempering wire netted him \$83,000. Plimpton, the inventor of roller skates, made over \$1,000,000. Burden realized a profit of \$90,000 for his invention in horseshoes. Hoe's printing press made for him in fourteen years \$248,000.

Singer, living in a loft over a stable on the Bowery in New York, with no money and little to eat, was next met in Paris luxuriously enjoying an income of \$1,400 a day. Arkwright, the inventor of the cotton spinning machine, whose father shaved men for a penny in London, acquired a fortune which yielded an income of \$2,000,000 a year, and left at his death nearly \$50,000,000.

Good and Bad Advertisements.

From Fame.

"When a happy hit is made in the way of catch lines it is worked to death all over the country, and invariably has a number of imitators who endeavor to attract attention by playing on the same string; but at best these are only echoes, and sometimes they are worse than that."

"Do you wear pants?" had its day, and is a thing of the past. Its popularity and advertising value has probably led to the latest 'bungle' in an advertisement of the same class. I will not quote the author's name, although he unblushingly parades it in connection with an announcement like this: 'I have dropped my pants to \$4.50.'

"Here is a rather neat way of describing a two-dollar pair of shoes. It comes from Greenport, Long Island, where Krancher doubtless does a good business: 'Krancher has shoes at \$1 a foot. Established 1856. All kinds of footwear for man, woman and child.'"

The Drug Market.

There are few changes to note this week:

Gum opium is steady.
Morphia is unchanged.
Quinine is firm at last week's price.
Jalap root is higher again and tending upward, on account of small stocks.
Balm of Gilead buds are lower.
Nitrate silver is weak and declining in price.
Tonka bean stocks are concentrated and tending higher.
Cocaine is lower.
Orange peel is higher.

B. M. A. Organized at Harrietta.

HARRIETTA, July 13—The merchants of this place held a meeting last evening and organized a Business Men's Association, with ten members. Every business man but one joined in the movement. The officers elected are as follows:

President—John C. Benbow.
Vice-President—S. J. Doty.
Secretary—John Garrett.
Treasurer—Harry Driben.
We look for excellent results from this action of the business men.
JOHN GARRETT, Sec'y.

Owosso—J. H. Thorn succeeds J. J. Knapp in the commission business.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.
GEO. W. GAY, Vice-President.
WM. H. ANDERSON, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

PAMPHLETS

CUTS for BOOM EDITIONS

For the best work, at reasonable prices, address

THE TRADESMAN COMPANY.



All children enjoy a drink of

Hires' Root Beer.

So does every other member of the family. A 25 cent package makes 5 gallons of this delicious drink. Don't be deceived if a dealer, for the sake of larger profit, tells you some other kind is "just as good"—it is false. No imitation is as good as the genuine Hires'.

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.

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,

Jobber of **Cigars**

10 So. Ionia St., Grand Rapids.

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

Wholesale Price Current.

Advanced—Jalap root.		Declined—Balm Gilead bud.	
ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolcum German.	60 05	" F.	50
Boracic	20 30	Aloes	60
Carbolcum	22 30	" and myrrh	50
Citricum	50 52	Arnica	50
Hydrochlor	30 5	Asafoetida	50
Nitrocum	10 12	Atrope Belladonna	60
Oxalicum	10 12	Benzoin	60
Phosphorium dil.	10 12	" Co.	50
Salicylicum	1 30 21 70	Sanguinaria	50
Sulphuricum	1 14 21 50	Barosma	50
Tannicum	1 40 21 60	Cantharides	75
Tartaricum	30 32	Capiscum	50
AMMONIA.		Ca damon	75
Aqua, 16 deg	3 4 5	Caster Co.	1 50
" 20 deg	5 4 7	Catechu	50
Carbonas	13 14	Cinchona	50
Chloridum	13 14	" Co.	50
ANILINE.		Columba	50
Black	2 00 22 25	Conium	50
Brown	80 21 00	Cubeba	50
Red	45 50	Digitalis	50
Yellow	2 50 23 00	Ergot	50
BACCAR.		Gentian	60
Cubebae (po 65)	60 70	" Co.	60
Juniperus	80 10	Gualca	50
Xanthoxylum	25 30	" ammon	60
BALSAMUM.		Zingiber	50
Copaiba	40 45	Hyoscyamus	50
Peru	21 30	Iodine	75
Terabin, Canada	35 40	" Colorless.	75
Tolutan	35 50	Ferri Chloridum	35
CORTEX.		Kino	50
Abies, Canadian	18	Lobelia	50
Cassia	11	Myrrh	50
Cinchona Flava	30	Nux Vomica	50
Eucyonus atropurp.	30	Opil	50
Myrica Cerifera, po.	20	" Camphorated	50
Prunus Virgin.	12	" Deodor.	2 00
Quillaja, grd.	10	Aurant Cortex	50
Sassafras	12	Quassia	50
Ulmus Po (Ground 12)	10	Rhatany	50
EXTRACTUM.		Rhei	50
Glycyrrhiza Glabra	24 25	Cassia Acutifol.	50
" po.	33 35	" Co.	50
Haematox, 15 lb. box.	11 12	Serpentaria	60
" 1s.	13 14	Stromonium	50
" 1/2s.	14 15	Tolutan	50
" 1/4s.	16 17	Valerian	60
FERRUM.		Veratrum Veride	50
Carbonate Precip.	15	MISCELLANEOUS.	
Citrate and Quinia	23 50	Ether, Spts Nit, 3 F.	20 28
Citrate Soluble	80	" 4 F.	30 32
Ferrocyanidum Sol.	80	" ground, (po.	30 4
Solut Chloride	15	Annatto	55 60
Sulphate, com'l.	14 2	Antimoni, po.	42 5
" pure	7	" et Potass T.	55 60
FLOBA.		Antipyrin	21 40
Arnica	26 28	Antifebrin	25
Anthemisi	30 35	Argent Nitras, ounce	61
Matricaria	25 30	Arsenicum	50 7
FOLIA.		Balm Gilead Bud.	35 49
Barosma	16 100	Bismuth S. N. O.	2 10 2 20
Cassia Acutifol, Tin-	25 28	Calcium Chlor, 1s, 1/2s	9
nivelly	35 50	11; 1/2s, 12)	9
Salvia officinalis, 1/2s	12 15	Cantharides Russian,	21 00
Ura Ursi	80 10	Capici Fructus, af.	20
GUMMI.		" po.	20
Acacia, 1st picked	75	" B po.	20
" 2d	50	Caryophyllus, (po. 14)	10 12
" 3d	40	Carmin, No. 40	23 75
" sifted sorts.	50	Cera Alba, S. & F.	50 55
" po.	60 80	Cinnamon, (po. 30)	35 40
Aloe, Barb. (po. 60)	50 60	Coccus	50
" Cape, (po. 20)	12	Cassia Fructus	22
Socotri, (po. 60)	50	Centeria	10
Catechu, 1s, 1/2s, 1/4s,	1	Cetaceum	60
16)	1	Chloroform	60 63
Ammoniae	55 60	" squibbs.	21 25
Asafoetida, (po. 35)	34 35	Chloral Hyd Crst.	1 20 21 40
Benzoinum	50 55	Cinchon, S. N. O.	15 20
Camphora	50 55	Cinchondine, P. & W	20 30
Euphorbium po	35 40	" German 3	12
Galbanum	35 40	Corks, list, dis. per	80
Gamboge, po.	70 75	cent	20
Guaiacum, (po. 30)	25	Creosotum	20
Kino, (po. 35)	30	Creta, (bbl. 75)	2
Mastic	80	" prep.	50 5
Myrrh, (po. 45)	40	" precip.	90 11
Opil, (po. 2 50)	1 60 21 65	" Rubra	8
Shellac	25 35	Crocus	33 35
" bleached	30 35	Cueia	24
Tragacanth	30 35	Cupri Sulph.	5 6
HERBA—In ounce packages.		Dextrine	10 12
Absinthium	25	Ether Sulph.	68 70
Rupatorium	30	Emery, all numbers.	70
Lobelia	25	" po.	6
Majorana	25	Ergota, (po. 65)	60 65
Mentha Piperita	25	Flake White	13 15
" Vir	30	Gala	28
Rue	30	Gambor	7
Tanacetum, V.	22	Gelatin Cooper	70
Thymus, V.	25	" French	40 60
MAGNESIA.		Glassware flint, 75 and 10,	
Calcined, Pat.	55 60	box 70	
Carbonate, Pat.	20 22	Glue, Brown	20 15
Carbonate, K. & M.	20 25	" White	13 25
Carbonate, Jennings	35 36	Glycerina	15 40
OLEUM.		Grana Paradisi	22
Absinthium	3 50 2 4 00	Humulus	25 55
Amygdalae, Dulc.	45 75	Hydraag Chlor Mite.	85
Amygdalae, Amarae	80 25 25	" Ox Rubrum	90
Anisi	1 65 2 1 75	" Ammoniat.	21 00
Aurant Cortex	3 00 2 3 25	" Unguentum.	45 55
Bergamit	3 00 2 3 25	Hydrargyrum	65
Cajiputi	60 65	Ibthyobolia, Am.	1 25 21 50
Caryophylli	65 75	Indigo	75 21 00
Cedar	35 65	Iodine, Resubi.	3 75 23 85
Chenopodii	21 60	Iodoform	24 70
Cinnamon	1 10 2 1 15	Lupulin	45 50
Citronella	45	Lycopodium	50 55
Conium Mac.	35 65	Macis	75 80
Copaiba	90 2 1 00	Liquor Arsen et Hy-	
		drag Iod.	27
		Liquor Potass Arsinitis	10 12
		Magnesia, Sulph (bbl	14)
		14)	20 3
		Manna, S. F.	30 23

Morphia, S. P. & W.	1 70 2 1 95	Seidlitz Mixture	24	Lindseed, boiled	46	49
S. N. Y. Q. &	1 60 2 1 85	Sinapis	18	Neat's Foot, winter	50	60
Moschus Canton	2 40	" op.	30	strained	50	60
Myristica, No. 1	65 70	Snuff, Maccaboy, De	35	Spirits Turpentine	36	40
Nux Vomica, (po. 20)	2 10	Voes	35	PAINTS.		bbl. lb.
Os. Sepia	20 22	Snuff, Scotch, De, Voes	35	Red Venetian	1 1/2	2 3/4
Pepsin Saac, H. & P. D.	20 22	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars.	1 1/2	2 3/4
Co	20 22	Soda et Potass Tart.	27 30	" Ber.	1 1/2	2 3/4
Picis Liq, N. C., 1/4 gal	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 3/4
doz	2 00	Soda, Bi-Carb.	5	" strictly pure	2 1/2	2 3/4
Picis Liq, quarts	2 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 16	
" pints	2 00	Soda, Sulphas.	2 2	ican	13 16	
Pil Hydrarg, (po. 80)	2 50	Spts. Ether Co.	50 55	Vermilion, English	65 70	
Piper Nigra, (po. 22)	2 1	" Myrcia Dom.	2 25	Green, Peninsular	70 75	
Piper Alba, (po. 25)	2 3	" Myrcia Imp.	2 30	Lead, red	7 7 1/4	
Plumbi Acet.	14 15	" Vini Rect. bbl.	2 25 2 35	" white	7 7 1/4	
Pulvis Ipecac et opil.	1 10 2 10	Less 5c gal., cash ten days.	2 130	Whiting, white Span.	70	
" S. German	19 20	Strychnia Crystal	2 130	Whiting, Gilders	96	
Pyrethrum, boxes H	2 1	Sulphur, Subl.	2 1/2 4	White, Paris American	1 0	
& P. D. Co., doz	2 1 25	" Roll	2 1/2 3 1/4	Whiting, Paris Eng.	1 0	
Pyrethrum, pv.	30 35	Tamarinds	80 10	Whiting, white Span.	70	
Quassia	80 10	Terebenth Venice	2 30	Pioneer Prepared Paint	30 2 1 4	
Quinia, S. P. & W.	25 34	Theobromae	40 45	Swiss Villa Prepared	1 00 2 1 20	
" S. German	19 20	Vanilla	9 00 15 00	Paints	1 00 2 1 20	
Rubia Tinctorum	12 14	Zinc Sulph.	70 8	VARNISHES.		
Saccharum Lactis pv.	2 30	OILS.		No. 1 Turp Coach	1 10 2 1 20	
Salacin	1 50 2 1 60	Whale, winter	Bbl. Gal	Extra Turp.	100 2 1 70	
Sanguis Draconis	40 50	Lard, extra	55 60	Coach Body	2 75 2 3 00	
Sapo, W.	12 14	Lard, No. 1	45 50	No. 1 Turp Furn	1 00 2 1 10	
" M.	10 12	Linseed, pure raw	43 46	Extra Turk Damar	1 55 2 1 60	
" G.	15			Japan Dryer, No. 1	70 2 1 60	
				Turp.	70 2 1 75	

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES,
GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.






All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

Grocery Price Current.

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

AXLE GREASE.		Apricots.		CLOTHES PINS.	
Aurora.....	55 6 00	Live oak.....	2 25	5 gross boxes.....	40
Diamond.....	50 5 50	Santa Cruz.....	2 00	COCOA SHELLS.	
Frazier's.....	80 9 00	Lusk's.....	2 50	35 lb bags.....	23
Mica.....	75 8 00	Overland.....	1 90	Less quantity.....	23 1/2
Paragon.....	55 6 00	Blackberries.....	95	Pound packages.....	6 1/2
BAKING POWDER.		Cherries.		COFFEE.	
Acme.....	45	Red.....	1 20	GREEN.	
1/4 lb. cans, 3 doz.....	45	Pitted Hamburg.....	1 75	Rio.....	16
1/4 lb. " 2 ".....	85	White.....	1 20	Good.....	17
1 lb. " 1 ".....	1 00	Erle.....	1 20	Prime.....	18
Bulk.....	10	Damsons, Egg Plums and Green.....	1 20	Golden.....	20
Artic.		Gages.		Peaberry.....	20
1/4 lb. cans.....	60	Erle.....	21 25	Santos.	
1 lb. ".....	1 20	California.....	1 70	Fair.....	16
5 lb. ".....	9 60	Gooseberries.		Good.....	17
Cook's Favorite.		Common.....	1 10	Prime.....	18
100 1/4 lb cans.....	12 00	Peaches.		Peaberry.....	20
(101 pieces colored glass).....	12 00	Pie.....	1 25	Mexican and Guatemala.	
100 1/4 lb cans.....	12 00	Maxwell.....	1 65	Fair.....	20
(101 pieces of crystal glass).....	12 00	Shepard's.....	1 65	Good.....	21
100 1/4 lb cans.....	12 00	California.....	2 00	Fancy.....	23
(100 hdl cups and saucers).....	9 60	Monitor.....	1 15	Maracalbo.	
2 doz 1 lb cans (tanked pitcher with each can).....	9 60	Oxford.....	1 15	Prime.....	19
Dr. Price's.		Pears.		Milled.....	20
		Domestic.....	1 25	Java.	
Dime cans.....		Riverside.....	2 10	Interior.....	25
4-oz.....	1 33	Pineapples.		Private Growth.....	27
6-oz.....	1 90	Common.....	1 30	Mandehling.....	28
8-oz.....	2 47	Johnson's sliced.....	2 50	Mocha.	
12-oz.....	3 75	" grated.....	2 75	Imitation.....	23
16-oz.....	4 75	Quinces.		Arabian.....	26
2 1/2-lb.....	11 40	Common.....	1 10	ROASTED.	
4-lb.....	18 25	Raspberries.		To ascertain cost of roasted	
5-lb.....	21 60	Red.....	1 30	coffee, add 1/4c. per lb. for roasting	
10-lb.....	41 80	Black Hamburg.....	1 50	and 15c. per cent. for shrinkage.	
Red Star, 1/4 lb cans.....		Erle black.....	1 40	PACKAGE.	
" 1 lb ".....	1 50	Strawberries.		Arbuckle's Arlosa.....	
Telfer's, 1/4 lb. cans, doz.....	45	Lawrence.....	1	McLaughlin's XXXX.....	
" 1 lb. ".....	85	Hamburg.....	25	German.....	
" 1 lb. ".....	1 50	Erle.....	5	Bunola.....	
Victor.		Terrapin.....	1 50	Lion, 60 or 100 lb. case.....	
6 oz cans, 4 doz.....	80	Whortleberries.			
2 doz.....	2 00	Common.....	1 20	Cabinets containing	
BATH BRICK.		F & W.....	1 25	120 1 lb. packages	
2 dozen in case.....	90	Blueberries.....	1 20	sold at case price, with additional charge of 90 cents for c&inet.	
English.....	90	MEATS.		EXTRACT.	
Bristol.....	80	Corned beef, Libby's.....	1 80	Valley City.....	75
Domestic.....	70	Roast beef, Armour's.....	1 75	Felix.....	1 15
BLUING.		Potted ham, 1/4 lb.....	1 50	Hummel's, foil.....	1 50
8-oz.....	4 00	" tongue, 1/4 lb.....	1 10	tin.....	2 50
" pints, round.....	10 50	" chicken, 1/4 lb.....	95	CHICORY.	
" No. 2, sifting box.....	2 75	VEGETABLES.		Bulk.....	8
" No. 3.....	4 00	Beans.....	1 25	Red.....	6
" No. 5.....	00	Hamburg stringless.....	1 25	CLOTHES LINES.	
" 1 oz ball.....	4 50	" French style.....	2 25	Cotton, 40 ft.....	1 25
BROOMS.		" Lima.....	1 40	" 50 ft.....	1 40
No. 2 Hurl.....	2 00	Lima, green.....	80	" 60 ft.....	1 60
No. 1.....	2 25	soaked.....	80	" 70 ft.....	1 75
No. 2 Carpet.....	2 50	Lewis Boston Baked.....	1 35	" 80 ft.....	1 80
No. 1.....	2 75	Bay State Baked.....	1 35	Jute.....	60 ft.....
Parlor Gem.....	3 00	World's Fair.....	1 35	" 72 ft.....	1 00
Common Whisk.....	1 00	Corn.		COUPON BOOKS.	
Fancy.....	1 20	Hamburg.....	1 30		
Warehouse.....	3 50	Livingston Eden.....	1 30		
BRUSHES.		Purity.....	1 50	"Trade Man."	
Stove, No. 1.....	1 25	Honey Dew.....	1 50	\$1, per hundred.....	2 00
" 10.....	1 50	Morning Glory.....	1 30	\$2, ".....	2 50
" 15.....	1 75	Peas		\$3, ".....	3 00
Rice Root Scrub, 2 row.....	85	Hamburg marrofat.....	1 35	\$5, ".....	3 00
Rice Root Scrub, 3 row.....	1 25	" early June.....	1 40	\$10, ".....	3 00
Palmetto, goose.....	1 50	" Champion Eng.....	1 50	\$20, ".....	5 00
CANDLES.		Hamburg petit pois.....	1 75	"Superior."	
Hotel, 40 lb. boxes.....	10	" fancy sifted.....	1 30	\$1, per hundred.....	2 50
Star, 40 ".....	9	Soaked.....	65	\$2, ".....	3 00
Paraffine.....	11	Harris standard.....	75	\$3, ".....	3 00
Wickless.....	24	Van Camp's Marrofat.....	1 10	\$5, ".....	3 50
CANNED GOODS.		Archer's Early Blossom.....	1 35	\$10, ".....	4 00
FISH.		French.....	1 80	\$20, ".....	6 00
Clams.....	1 15	Mushrooms.....	16 1/2	CHOCOLATE-BAKER'S.	
Clam Chowder.....	2 00	Pumpkin.....	95	German Sweet.....	22
Cove Oysters.....	85	Squash.....	1 20	Premium.....	35
Standard, 1 lb.....	85	Succotash.....	1 40	Pure.....	38
" 2 lb.....	1 65	Hamburg.....	1 40	Breakfast Cocoa.....	40
Lobsters.		Soaked.....	80	CHEESE.	
Star, 1 lb.....	2 40	Honey Dew.....	1 60	Amboy.....	21 0
" 2 lb.....	3 30	Tomatoes.		Acme.....	21 0
Picnic, 1 lb.....	2 00	Excelsior.....	1 00	Riverside.....	21 0
" 2 lb.....	2 90	Ecipse.....	1 00	Gold Medal.....	21 0
Mackerel.		Hamburg.....	1 30	Skim.....	5 6
Standard, 1 lb.....	1 30	Gallon.....	2 60	Edam.....	21 0
" 2 lb.....	2 25	CHOCOLATE-BAKER'S.		Limburger.....	21 0
Mustard, 2 lb.....	2 25	German Sweet.....	22	Pineapple.....	21 0
Tomato Sauce, 2 lb.....	2 25	Premium.....	35	Roquefort.....	21 0
Soused, 2 lb.....	2 25	Pure.....	38	Sap Sago.....	22 0
Salmon.		Breakfast Cocoa.....	40	Schweitzer, imported.....	22 0
Columbia River, flat.....	1 85	CHEESE.		domestic.....	21 5
" tails.....	1 75	Amboy.....	21 0	CATSUP.	
Alaska, 1 lb.....	1 50	Acme.....	21 0	Blue Label Brand.....	2 75
" 2 lb.....	2 10	Riverside.....	21 0	Half pint, 25 bottles.....	2 75
Sardines.		Gold Medal.....	21 0	Pint.....	4 50
American.....	4 1/2	Skim.....	5 6	Quart, 1 doz bottles.....	3 50
Imported.....	10 1/2	Edam.....	21 0	COUPON BOOKS.	
Mustard.....	15 1/2	Limburger.....	21 0		
Boneless.....	7 0	Pineapple.....	21 0	"Universal."	
Trout.		Roquefort.....	21 0	\$1, per hundred.....	3 00
Brook, 3 lb.....	2 50	Sap Sago.....	22 0	\$2, ".....	3 50
FRUITS.		Schweitzer, imported.....	22 0	\$5, ".....	4 00
Apples.		domestic.....	21 5	\$10, ".....	5 00
3 lb. standard.....	90	CATSUP.		\$20, ".....	7 00
York State, gallons.....	3 60	Blue Label Brand.....	2 75	Above prices on coupon books	
Hamburg.....	2 50	Half pint, 25 bottles.....	2 75	are subject to the following	

COUPON PASS BOOKS.
(Can be made to represent any denomination from \$10 down.)

20 books.....	\$1 00
50 ".....	3 00
100 ".....	6 00
250 ".....	10 25
500 ".....	16 00
1000 ".....	17 50

CONDENSED MILK.
4 doz. in case.

Eagle.....	7 40
Crown.....	6 25
Genuine Swiss.....	8 00
American Swiss.....	7 00

CRACKERS.
Butter.

Seymour XXX.....	6
Family XXX, cartoon.....	6 1/2
Salted XXX, cartoon.....	6 1/2
Salted XXX, cartoon.....	6 1/2
Kenosha.....	7 1/2
Boston.....	8
Butter biscuit.....	6 1/2

Soda.

Soda, XXX.....	6
Soda, City.....	7 1/2
Soda, Duchess.....	8 1/2
Crystal Wafer.....	10
Reception Flakes.....	10
Oyster.....	6
S. Oyster XXX.....	6
City Oyster XXX.....	6
Farina Oyster.....	6

DRIED FRUITS.

Domestic.

Sundried, sliced in bbls.....	5
" quartered.....	5
Evaporated, 50 lb. boxes.....	7
California in bags.....	9 1/2
Evaporated in boxes.....	14
BLACKBERRIES.....	4 1/2
NECTARINES.....	7 1/2
70 lb. boxes.....	9 1/2

PEACHES.

Peeled in boxes.....	12
Cal. evap.....	12 1/2
" in bags.....	8 1/2

PITTED CHERRIES.

Barrels.....	10
50 lb. boxes.....	11
25 ".....	12

PRUNELLES.

30 lb. boxes.....	11
In barrels.....	21 1/2
50 lb. boxes.....	22
25 lb. ".....	23

Foreign.

Patras, in barrels.....	2 3/4
" in 1/4-bbls.....	2 3/4
" in less quantity.....	2 4

PEEL.

Citron, Lephorn, 25 lb. boxes.....	20
Lemon.....	25
Orange.....	25

RAISINS.

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

Foreign.

Ondura, 25 lb. boxes.....	2 8
Sultana, 30 ".....	11 1/2
Valencia, 30 ".....	5 1/2

PRUNES.

Bosnia.....	2
California, 100-120.....	8 1/2
California, 90x100 25 lb. dxs.....	9
" 80x90.....	9 1/2
" 7x80.....	10 1/2
" 60x70.....	10 1/2
Turkey.....	11 1/2
Silver.....	11 1/2

ENVELOPES.

XX rag, white.....	1 75
No. 1, 6 1/2.....	1 60
No. 2, 6 1/2.....	1 60
No. 1, 8.....	1 65
No. 2, 8.....	1 50

XX wood, white.

No. 1, 6 1/2.....	1 35
No. 2, 6 1/2.....	1 25
Manilla, white.....	1 00
6 ".....	95
Coin.....	1 00
Mill No. 4.....	1 00

FARINACEOUS GOODS.

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

Peas.

Green, bu.....	1 70
Split per lb.....	3 00
Sago.....	4
German.....	5
East India.....	5
Wheat.....	5
Cracked.....	5

FISH-Salt.

Bloaters.....	1 10
Yarmouth.....	1 10
Cod.....	12
Whole, Grand Bank.....	6 1/2
Boneless, brills.....	6 1/2
Boneless, strips.....	5 1/2
Halibut.....	12
Smoked.....	12
Herring.....	12
Scaled.....	11 00
Holland, bbls.....	85
Round shore, 1/4 bbl.....	2 00
" 1/2 bbl.....	1 10

Mackerel.

No. 1, 40 lbs.....	4 25
No. 1, kits, 10 lbs.....	1 25
No. 2, 40 lbs.....	3 50
No. 2, 10 lbs.....	1 05
Family, 1/4 bbls, 100 lbs.....	5 00
kits, 10 lbs.....	65

Sardines.

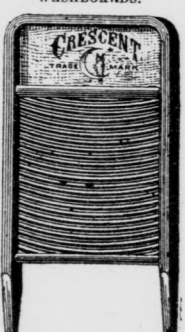
Russian, kegs.....	45
Trout.....	6 50
No. 1, 1/4 bbls, 100 lbs.....	90
No. 1, kits, 10 lbs.....	90
Whitefish.....	7 50
No. 1, 1/4 bbls, 100 lbs.....	95
Family, 1/4 bbls, 100 lbs.....	3 00
kits 10 lbs.....	40

FLAVORING EXTRACTS.

Jennings' D C.....	1 25
2 oz folding box.....	1 25
3 oz ".....	1 50
4 oz ".....	1 50
6 oz ".....	2 00
8 oz ".....	3 00

GUN POWDER.

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

SALERATUS. Packed 60 lbs. in box. Church's..... \$3 30 DeLand's..... 3 15 Dwight's..... 3 30 Taylor's..... 3 00		CHOICEST. Dust..... 10 @12 BASKET FIRED. Fair..... 18 @20 Choice..... 25 @25 Choice..... 25 @25 Extra choice, wire leaf..... 40 @40 GUNPOWDER. Common to fair..... 25 @25 Extra fine to finest..... 50 @55 Choice fancy..... 75 @85 oolong..... 26 @26 Common to fair..... 23 @30 IMPERIAL. Common to fair..... 23 @26 Superior to fine..... 30 @35 YOUNG HYSON. Common to fair..... 18 @26 Superior to fine..... 30 @40 ENGLISH BREAKFAST. Fair..... 18 @22 Choice..... 24 @28 Best..... 40 @50		WASHBOARDS.  Single Wilson..... \$2 00 Saginaw..... 1 75 Rival..... 1 40 Daisy..... 1 00 Langtry..... 1 10 Defiance..... 1 75 Double. Wilson..... 2 50 Saginaw..... 2 35 Rival..... 1 80 Defiance..... 2 00 Crescent..... 2 60 Red Star..... 2 75 Shamrock..... 2 50 Ivy Leaf..... 2 25 VINEGAR. 40 gr..... 7 50 gr..... 8 \$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..... Fleischman, per doz cakes..... " per lb.....		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 40 " barrels..... 4 50 Patent " sacks..... 5 40 " barrels..... 5 50 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..... 20 00 20 50 Coarse meal..... 19 50 20 00 CORN. Car lots..... 54 Less than car lots..... 56 OATS. Car lots..... 39 Less than car lots..... 41 HAY. No. 1 Timothy, car lots..... 13 50 No. 1 " ton lots..... 15 00 OILS. The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids: Eocene..... 9 Water White, old test..... @ 8 1/2 W. W. Headlight, 156°..... 7 1/2 Water White..... @ 7 Naptha..... @ 7 Store Gasoline..... @ 7 1/2 Cylinder..... @ 7 1/2 Engine..... @ 13 Black, 25 to 30 deg..... @ 7 1/2 FRESH MEATS. Swift & Company quote as fol- lows: Beef, carcass..... 6 1/2 @ 7 1/2 " hind quarters..... 7 1/2 @ 8 1/2 " fore "..... 4 @ 4 1/2 " loins, No. 3..... 9 @ 10 " ribs..... 8 1/2 @ 9 1/2 " rounds..... @ 6 Bologna..... @ 4 1/2 Pork loins..... @ 10 " shoulders..... @ 7 1/2 Sausage, blood or head..... @ 4 1/2 " liver..... @ 4 1/2 " Frankfort..... @ 7 Mutton..... @ 8 Veal..... @ 6 1/2		HIDES, PELTS and FURS Perkins & Hess pay as fol- lows, prices nominal: HIDES. Green..... 2 1/2 @ 3 1/2 Part Cured..... @ 4 Full "..... @ 4 1/2 Dry..... 5 @ 5 Kips, green..... 2 1/2 @ 3 1/2 " cured..... @ 4 1/2 Calfskins, green..... 4 @ 5 1/2 " cured..... @ 6 Deacon skins..... 10 @ 30 No. 2 hides 1/2 off. PELTS Shearings..... 10 @ 25 Lambs..... 20 @ 50 Washed..... 20 @ 23 Unwashed..... 10 @ 20 MISCELLANEOUS. Tallow..... 3 1/2 @ 3 1/2 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..... 12 @ 13 Fowls..... 8 @ 9 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..... 21 Soft crabs, per doz..... 90 Shrimp, per gal..... 1 25 Cod..... 10 @ 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..... 13 1/2 Rockfalls..... 1 1/2 Rag sugar..... 2 Hardware..... 2 1/2 Bakers..... 2 1/2 Dry Goods..... 5 @ 6 Jute Manila..... @ 5 1/2 Red Express No. 1..... 5 1/2 " No. 2..... 4 1/2 TWINES. 48 Cotton..... 10 Cotton, No. 1..... 17 " 2..... 16 Sea Island, assorted..... 30 No. 5 Hemp..... 15 No. 6 "..... 15 WOODENWARE. Tubs, No. 1..... 7 00 " No. 2..... 6 00 " No. 3..... 5 00 Pails, No. 1, two-hoop..... 1 35 " No. 1, three-hoop..... 1 60 Clothespins, 5 gr. boxes..... 40 Bowls, 11 inch..... 80 " 13 "..... 1 00 " 15 "..... 1 60 " 17 "..... 2 25 " 19 "..... 2 75 " 21 "..... 3 00 Baskets, market..... 35 " shipping bushel..... 1 25 " full hoop..... 1 35 " willow cl'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..... 4 05 Tubs, 1/2 doz..... 4 55
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HILLSIDE JAVA!

FOR YOUR 38 OR 40c GRADE.



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

ROYAL DUCHESS JAVA & MOCHA

For your 35c grade.

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

SAN MARTO BLEND

For your 30c grade.

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

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

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

THE J. M. BOUR CO.,

We Affirm That Good
Goods Make Business.

Importers, Roasters and Jobbers of Fine Coffees,

And Poor Goods Mar
Business.

TOLEDO, O., also Detroit & New York.

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

CENTRAL LAKE.

Interesting Commercial and Personal News.

CENTRAL LAKE, July 11—The Chicago & West Michigan Railway is in full operation through this place and runs trains as far north as Petoskey. We are having first-class service—eight trains per day—six passenger and two freights. The extension was not open for the freight traffic until July 5th, though passenger trains ran the 26th of June, and there was considerable freight waiting to be taken to this and neighboring erstwhile railroadless towns. Central Lake merchants received their share with the rest.

* * *

And this recalls the weary years that the writer has spent, more than twenty miles from the nearest railway station and nine miles from a lake port. How we used to swelter under the hot summer's sun, trailing groceries and other commodities through the scorching sands between here and Elk Rapids! And how we nearly froze to death in the fierce storms of winter! Perhaps, after many years have rolled away, we will look back to the good old times when leaky butter was legal tender in this realm, and when Walter Sissons made periodical trips to Eastport with a yoke of spotted steers to bring over loads of flour to his father's store. Perhaps we may look back to those times and feel that we were better off then than in the time to come; but when that time comes, if it ever does, we shall probably be very bald, very old and very foolish.

* * *

Charles E. Ramsey, formerly of Kalkaska and Grand Rapids, is building a store at this place and gradually squaring himself for business. He has not yet divulged the exact character of the merchandise which he will handle; but we are tolerably sure that it will be groceries to a great extent, and that he will have a good stock and handle it well. He has been appointed American Express Agent here, and carries off the honors of the position in first-class shape.

* * *

A. T. Hoxie, of Traverse City, appointed a day for the purpose, came here early in the morning, and bought 4,000 pounds of wool from the farmers in this neighborhood. There are many thousand pounds yet within the reach of this station, held by people who for one reason or another did not bring it on that day, and many thousand pounds more have gone to Chicago commission merchants. The wool growing industry is yet in its infancy in Northern Michigan, and there are those who say that sheep will not thrive here. We venture to predict, however, that not many years hence the counties along Grand Traverse Bay will have a national reputation for the extent and excellence of their woolen industry.

* * *

With the superior advantages that we have for the production of brick, it seems strange that there are so few plants in this region for the manufacture of this article. We have great hills of excellent clay, with an abundance of wood and water, and no dearth of sand. Only a few miles from here is located a brick yard where is produced so superior an article that the proprietor cannot supply the demand for his best grades. The growing scarcity of timber is being felt all over the United States, and it cannot but result in the increased consumption of other materials available for building purposes. In the few instances where small brick manufacturers in this part of the country have failed of producing a satisfactory article, it has been the result of inexperience or carelessness in manipulating the materials at hand, or of poor shipping facilities.

* * *

Last winter the farmers of the Grand Traverse region paid out for hay more hard cash than they received last fall for potatoes. Hundreds of tons were shipped in and sold in this immediate vicinity. Next season, if the signs hold right, there will be a different order of things. The Northern Michigan farmer looks out over his fields with a feeling that he has been blessed with an abundance. There

are no poor crops. The rains which have driven to despair the husbandmen of the Sunny South, and made the gods to weep, have been just what our people have been looking for, for, these many years. It has rained very steadily here at times, but they have been mild and pleasant showers which have been milk to the soil and given life to the growing plants. Our grass crop is abundant, and the pleasant weather of late is giving the farmers opportunity to save it in good condition. Potatoes never looked better and we hope to have enough to feed half the people of the United States. If the crop brings the price it should, money will be plenty in Northern Michigan another year.

* * *

It becomes more apparent every year that the cash system is gaining favor with the retail trade. The old song of "Mark it down," with its variations of "Chalk it down," "Charge it up," "Just keep track of it till I come in again" and "I'll pay for this after threshing," are not sung as frequently as in the past, and the singers themselves do not feel the same certainty that their song will be received with favor by the merchant. It is a pity that the cash business has been held in such fear and disfavor by merchants generally in past generations, for it leaves it to the present one to solve the problem and to pave the way for the future. It seems, however, that the present, with, perhaps, some aid from the one that is to follow, will get things in pretty good shape for the retailers of the time to come. The writer has been unable to find a single instance where the cash system has been thoroughly tried that the merchant has not declared in favor of the system, and knows of no merchant who has adhered strictly to the rule of "No credit" for the space of a year who has gone back to the old system. And among the customers themselves we find some of the warmest advocates of the cash plan of buying goods. They find, after the feeling wears off that the merchants think them dishonest, that they can buy goods cheaper of the cash man. They find that they are not so tempted to buy goods that they do not need. They find that they have no trouble in settling old store bills—when there are none to settle—and they find themselves, as well as their merchant, better off at the end of the year. The cash system is one that is worth trying, and we conscientiously recommend it to the prayerful consideration of many a careworn, discouraged, tired-out merchant of the old school. If you don't sell quite so many goods at first, you will, at least, have something to show for what you do, and if goods do not go, you still have them where you can put your hand on them if necessary, and not scattered over the length and breadth of an uncertain community.

* * *

Our Detroit shoe man was here this week. It had been in his province to make a collection in one of the towns further south, and he related his experience somewhat as follows:

"I found my man seated on a box in front of his place of business.
"Good morning," said I.
"Umph."
"Nice morning."
"Umph."
"I represent Shoestring & Cartoon, of Detroit."
"Glad to see you. Let's have something to drink."
"No, thanks, don't think I care for anything."
"Well, let's have a cigar. Suppose you smoke?"
"Well, don't care if I do."
"So we went over to a grocery and helped him to get away with his beer, and we lighted our cigars, and talked a few minutes. Finally he said:
"Come over to the store," which we did.
"I looked around for a minute, and it seemed pretty bare:
"What'll it invoice?" he asked.
"For a guess I should say about \$135."
"You hit it pretty close. It goes just \$141. There is a mortgage of \$250 on it, and there are judgments against it of \$500 or \$600 more. I'm an honest man,

Mr. Upper, and when I can earn the money, I'll pay your firm every cent I owe them. I'm always glad to see any of your people, and when they come around I always buy them a drink or a cigar, whichever they prefer; but that's all there is in it now."

"I thanked him for his candor, told him that I admired his nerve, and silently stole away, leaving behind me all that was mortal of our \$325 creditor.

GEO. L. THURSTON.

Use Tradesman Coupon Books.

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.....	1 75
No. 0 Sun.....	1 88
No. 1 ".....	2 70
No. 2 ".....	2 70
First quality.....	
No. 0 Sun, crimp top.....	2 25
No. 1 ".....	2 40
No. 2 ".....	3 40

XXX Flint.	
No. 0 Sun, crimp top.....	2 60
No. 1 ".....	2 80
No. 2 ".....	3 80
Pearl top.....	
No. 1 Sun, wrapped and labeled.....	3 70
No. 2 ".....	4 70
No. 2 Hinge, ".....	4 88
La Bastille.....	
No. 1 Sun, plain bulb, per doz.....	1 25
No. 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 Crock, 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
" 2 ".....	78

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 unpecked and hold city handpicked at \$1.65@1.75 per bu.
Beets—New, 25c per doz. bunches.
Butter—The market is fairly well maintained, all offerings of choice finding ready takers at 12@13c, while jobbers hold at 14@15c.
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 high, 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—About 10c of market.
Musk Melons—Osage, \$1.6 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.
Peas—Marfat are in large supply, commanding 40@50c per bu.
Potatoes—New stock is in good demand at \$1 per bushel or \$2.75 per bbl.
Raspberries—Black are in ample supply at 7@8c per qt. Red are not very plentiful, commanding 10@12c per qt.
Radishes—10c per dozen bunches.
Tomatoes—Mississippi stock is in fair demand at \$1.25 per 4 basket crate.
Watermelons—Higher and scarcer, owing to the drought in Georgia.
Whortleberries—In ample supply and fairly good demand. Dealers pay \$2.50 per bushel and hold at \$3 per bu.
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..... 15 00
Clear, fat back..... 14 50
Boston clear, short cut..... 15 00
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	Rendered.	Granger, Family, Com.
Tierces.....	8	7 3/4	6 5/4
50 lb. Tins.....	8 1/4	8	6 1/4
20 lb. Pails.....	8 1/2	8 1/4	6 1/4
10 lb. ".....	8 3/4	8 1/2	6 1/4
5 lb. ".....	8 7/8	8 5/8	6 1/4
3 lb. ".....	9	8 3/4	7

BEEF IN BARRELS.	
Extra Mess, warranted 300 lbs.....	6 50
Extra Mess, Chicago packing.....	6 50
Boneless, rump butts.....	9 50

SMOKED MEATS—Canned or Plain.	
Hams, average 30 lbs.....	12 1/4
" 16 lbs.....	13
" 12 to 14 lbs.....	13
" picnic.....	9 1/4
" best boneless.....	8 1/4
Shoulders.....	8 1/4
Breakfast Bacon, boneless.....	10 1/4
Dried beef, ham prices.....	9 1/4
Long Curls, heavy.....	
Briskets, medium.....	
" light.....	

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:			
STICK CANDY.			
	Full Weight.	Bbls.	Pails.
Standard, per lb.....	6	7	
" H. H.....	6	7	
" Twist.....	6	7	
Boston Cream.....	20 lb. cases	8 1/4	
Cut Loaf.....	7	8	
Extra H. H.....	cases 7	8	

MIXED CANDY.			
	Full Weight.	Bbls.	Pails.
Standard.....	6	7	
Leader.....	6	7	
Royal.....	6 1/4	7 1/4	
Nobby.....	7	8	
English Rock.....	7	8	
Conserves.....	7	8	
Broken Taffy.....	baskets	8	
Peanut Squares.....	8	9	
French Creams.....	10	10	
Valley Creams.....	13	13	
Midget, 30 lb. baskets.....	8		
Modern, 30 lb. ".....	8		

FANCY—In bulk			
	Full Weight.	Pails.	
Lozenges, plain.....	10		
" printed.....	11		
Chocolate Drops.....	11 1/2		
Chocolate Monumentals.....	13		
Gum Drops.....	5 1/2		
Moss Drops.....	8		
Sour Drops.....	8 1/4		
Imperial.....	10		

FANCY—In 5 lb. boxes. Per Box			
Lemon Drops.....	55		
Sour Drops.....	55		
Peppermint Drops.....	60		
Chocolate Drops.....	65		
H. M. Chocolate Drops.....	90		
Gum Drops.....	40@50		
Licorice Drops.....	1 00		
A. B. Licorice Drops.....	1 80		
Lozenges, plain.....	60		
" printed.....	65		
Imperial.....	60		
Mottos.....	70		
Cream Bar.....	55		
Molasses Bar.....	55		
Hand Made Creams.....	85@95		
Plain Creams.....	80@90		
Decorated Creams.....	1 00		
String Rock.....	65		
Burnt Almonds.....	1 00		
Wintergreen Berries.....	60		

CARAMELS.			
No. 1, wrapped, 2 lb. boxes.....	34		
No. 1, " 3 ".....	51		
No. 2, " 3 ".....	28		
No. 3, " 3 ".....	42		
Stand up, 5 lb. boxes.....	90		

BANANAS.			
Small.....	1 00@1 25		
Medium.....	1 50@1 7		
Large.....	2 00@2 7		

ORANGES.			
Californias, 9c.....	@		
" 12c.....	4 50		
" 15c.....	5 00		
Messinas, choice 200.....	@		
" 160.....			

LEMONS.			
Messina, choice, 360.....	@5 00		
" fancy, 360.....	@5 50		
" choice 300.....	@5 00		
" fancy 380.....	5 50@5 75		

OTHER FOREIGN FRUITS.			
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. ".....	@ 5 1/2		
" Persian, 50-lb. box.....	4 1/2@5		

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

ON THE GOOSE CHASE.

A Drummer's Painful and Expensive Visit to East Liverpool, Ohio.

James A. Braden in N. Y. Daily Recorder.

The little town of East Liverpool, Ohio, was, up to within a very few years, a decidedly bad place, almost its sole industry being the manufacture of pottery, and a majority of the men employed in the works were possessed of a degree of recklessness that might have done credit to a Texas cowboy as he is generally supposed to be. In a word, they were a pretty rough lot. It was a bright September afternoon that a natty young "knight of the road" struck that village. He represented a Philadelphia cigar house, but his experience was not unlimited, and he had not yet gained to any great extent that characteristic which traveling salesmen are usually credited with possessing, which the immortal Dickens has named "prternatural sagacity." Nevertheless, he was anxious to succeed and expressed a desire that evening to go out with "the boys." No sooner was his wish made known than he was invited to go with the gang to a clam bake to be held "a mile or two up the Goose Chase."

The Goose Chase proved to be a narrow, rough country road, skirted on either side by scrubby bushes and tall weeds that circled around and about a high hill, at the foot of which the town stood. As they plodded up the incline much sport was made of our hero's silk hat and patent leather shoes, but he took their jokes good-naturedly, and while the crowd smoked his prime cigars he regaled them with the very best yarns with which his mind was filled, and felt sure that he was "standing in," and as there were several "buyers" in the crowd, thoughts of the long bills of goods he'd sell on the morrow were constantly looming before his imagination.

They had proceeded a mile and a half from the town in this way, when suddenly the man in the lead, who carried a lantern, for the night was rather dark, gave vent to an unearthly yell, and dropped the light, extinguishing it. When our representative recovered from the fright this sudden action had given him, he saw in the road before him a monster gander flopping his wings and screaming hideously, and much greater was his alarm when a second later he realized that he was alone. Where his companions had gone he knew not.

For a second he pondered on what it all meant and what he should do, but a flash and shot ten feet to his right was of inestimable value in hastening his decision, and, turning, he fled precipitately down the grade. Shot followed shot, and as he flew along, his coat tails streaming out behind, his hair flying in the wind, for his tile lay in the road some distance back, sharp sticks held in unseen hands in the bushes at the roadside prodded him on. Never had he dreamed that he was possessed of such extraordinary speed, and a constant surprise was in store for him from this source, as at every new assault, such as an antiquated egg or decayed vegetable, his limbs moved the faster. So great a momentum had he attained that when he came to the foot of the hill where the road made a sharp curve he could not stop, but plunged headlong through the window of a store that stood at the corner.

Nearly paralyzed with fright and completely exhausted, he lay on the floor puffing and panting. A rough hand drew him to his feet, and a voice said: "Come along. You have made enough disturbance for one night." In vain the wretched fellow pleaded and tried to tell his story, but the "copper" only said: "Don't convict yourself," and dragged him along.

He was taken into a poorly furnished room in which was a rude sign that read "Mayor's Office," that told him where he was supposed to be, and a very sorry looking "Mayor," with pottery clay covering his clothes, seemed to be expecting him.

"Drunk and disorderly, your Honor," said the impersonated policeman.

"Any witnesses?" asked the chief official.

"A few, I guess," leered the cop, and almost immediately a half score of pot-

ters entered the room, and being duly sworn affirmed that they had seen the defendant drinking and intoxicated.

"Yer general appearance alone convicts yer, young feller; else, why is your close all torn? Jest shet up or it'll go all the harder on ye. The sentence of this here Court is ten dollars and costs; all together, thirty-eight dollars, and yer have jest a half-hour to leave this here town."

The unfortunate "knight of the road" came down with his last cent, but could only raise \$31. This, however, was accepted, and the "copper" led him out of court. Taking him to the depot he said: "Take my advice, young feller, and don't come back here, for the government is mighty strict here in this locality."

An hour later and the "Mayor's Office" was the scene of revelry. Forty men were drinking to the "health and long life of the Goose Chase."

The misused "knight" never returned for his samples, nor has he lately been seen in those parts. If he reads this it may be well to say that he would be perfectly safe now.

The Worth of Thoroughness.

From the Shoe and Leather Gazette.

Preparation is as essential to success in mercantile pursuits as in what are commonly called the professions. In the latter he who would achieve success must learn to be methodical; haphazard attendance upon lectures of desultory study will not avail much, however well-endowed the young aspirant for distinction may be with natural abilities. The man who is a student at college and studies in a slipshod manner, without plan or system vigorously adhered to, is always a failure. In the hot rush of the race for supremacy in commercial life, he will "stay" longest and win most prizes, who has been able to control his ambition, and to devote, in quiet, pains taking work from day to day some years in a well ordered store. The griefs, heart burnings and losses so often experienced by the tyro, are always traceable to the want of previous training. How many a young man of good habits, respected in his community, and by no means a fool, makes an utter failure when started in trade by some kind-hearted aunt or other relative, for the want of that special training in the minutiae of business, familiarity with which is always present in the case of the successful tradesman. Such a man may, it is true, have the services and advice of some experienced clerk or partner and make a great success, but in the majority of cases this is the exception.

One of the most glaring faults of our national character is, perhaps, our lack of thoroughness, our impatience at matters of detail, our over eagerness to "get thar," resulting in our "giving hostages to fortune," or, as the blunt Saxon proverb has it, "eating the calf in the cow's belly."

In commercial life, as well as in every other department of human activity, the prizes will fall to patient industry and courageous pertinacity, rather than to meteor-like brilliancy and evanescent energy. Esop's fable of the hare and tortoise is being well illustrated in the careers of almost every man with whom we come in contact from day to day.

A Hoodooed Establishment.

There is a drug store on Myrtle avenue, Brooklyn, which has the reputation of being hoodooed. It has certainly been the scene of a remarkable series of mischances of late. It was close to this store that Armstrong shot and killed his father-in-law, Herrick, some six years ago. Hermann Frank then kept the drug store. Shortly after Mr. Frank fell dead behind his counter. His successor, Mr. Rohoffs, likewise died suddenly in the store about two years afterward. A German druggist next took the business, and carried it on for a year, when he shot himself. August Engell held a mortgage on the stock, and concluded to carry on the business. A few days ago he fell across the counter dead.

Big Rapids—D. Hamilton has purchased the meat market formerly conducted by S. O. Littlefield.

Grand Rapids & Indiana.

Schedule in effect June 12, 1892.

TRAINS GOING NORTH.

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

Train arriving from south at 6:00 a m daily; all other trains daily except Sunday.

TRAINS GOING SOUTH.

For	Arrive from Leave going	North.	South.
For Cincinnati	6:20 a m	7:00 a m	6:00 p m
For Kalamazoo and Chicago	6:20 a m	10:05 a m	2:00 p m
For Fort Wayne and the East	11:50 a m	6:00 p m	11:20 p m
For Cincinnati	10:10 p m	11:50 a m	
From Saginaw	10:10 p m		
From Saginaw	10:40 p m		

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

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.

7:00 a m train.—Parlor chair car Grand Rapids to Chicago.

10:05 a m train.—Wagner Parlor Car Grand Rapids to Chicago.

6:00 p m train.—Wagner Sleeping Car Grand Rapids to Chicago.

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	7:05 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.			
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 10:30 p. m.

VIA D. L. & M.

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

Ar. Toledo at 12:55 p. m. and 10:30 p. m.

Return connections equally as good.

W. H. BENNETT, General Pass. Agent, Toledo, Ohio.

CHICAGO

JUNE 12, 1892.

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. GR'D RAPIDS.....9:00am 12:05pm *11:55pm

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 5:30pm

Ar Grand Rapids.....5:30pm

TO AND FROM BENTON HARBOR, ST JOSEPH AND INDIANAPOLIS.

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

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

TO AND FROM MUSKOGEE.

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

Ar. G. R.....10:50am 3:15pm 5:20pm

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,

JUNE 12, 1892

LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

Ar. DETROIT.....11:50am *5:15pm 10:40pm

RETURNING FROM DETROIT.

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

Ar. GR'D RAPIDS.....12:00m *5:15pm 10:10pm

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. Grand Rapids.....7:30am 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 7:20 a m; arrives in Grand Rapids 7:40 p. m. Seats 25 cents.

*Every day. Other trains week days only.

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

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

TIME TABLE

NOW IN EFFECT.

EASTWARD.

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

WESTWARD.

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

*Daily. +Daily except Sunday.

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

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

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

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

Build 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. & N. R. R., G. R. & I. R. R. and T. & S. M. Ry.

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

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists

GRAND RAPIDS

DISCOURAGEMENTS TO ENTERPRISE

If I had not lived as long as I have, and had so much experience of the inconsistencies of human nature, I should be astonished at the way in which men in high as well as in low positions, professing to seek the material prosperity of the country, take the most efficacious means for impairing if not destroying it. They complain that business is prostrated, that labor is unemployed and that enterprise is dead, and yet by the very remedies which they propose for the evil they prolong and increase it. Nothing is more essential to business prosperity than a confidence that existing conditions will remain unchanged. When men can see just what risks they are running they can take the necessary precautions against them, but when the dangers they have to encounter are unknown and uncertain they hesitate and act timidly. There are chances and changes in business under the most favorable circumstances, but familiarity with them robs them of their terrors. It is the novel and the untried that most powerfully affect the imagination and produce the most deterrent effect, and of these elements of mischief the most fruitful source is legislation. We can reckon upon the weather, the crops, and even upon the caprices of fashion, with a tolerable assurance of safety, but the hazards of legislative action baffle calculation. A lawyer who was very celebrated in my younger days, Mr. George Wood, used to say to those who consulted him: "I can tell you what the law is to-day, but I cannot tell you what the Supreme Court will decide, as that tribunal is partly composed of lawyers of little ability." Most of our legislators, unfortunately, are equally undeserving of respect as regards financial and business questions. Even those who are really well informed and competent are too much given to considering the unenlightened prejudices of their immediate constituents upon whom they depend for their places, and are too little regardful of the needs of the country as a whole. The recent passage by so wise a body as the United States Senate of the Free Silver bill would be accountable except upon the theory that the Senators voted not according to their convictions but according to what they believed to be the requirements of personal interest. As to the numerous wild measures introduced into the House of Representatives, they are notoriously presented and supported on political grounds, without reference to their consequences if they should be enacted into laws.

This, it is true, is only a roundabout way of saying that the people themselves are, at bottom, the cause of this meddling and tinkering legislation, and that the only permanent cure for it is popular instruction and enlightenment. Yet, when I see how long the world has gone on abandoning one error, after it has been proved to be an error by bitter experience, only to flounder into another error not yet exposed, I have no hope that in my time, at best, this slow and painful process of education will accomplish its final result. As children disregard the warnings of their parents and want to see for themselves the folly of each particular piece of foolishness, so every generation, I presume, will insist on trying over, under a new form, to be sure, experiments which have already been tried by its predecessors, and found to fail.

Tracing the origin of the mischief still further back, we find that it lies in the discontent of the great mass of mankind with their lot in life, and in their irritation against those who are apparently better situated. From the day on which Cain slew his brother Abel because Abel found more favor with the Almighty than he did, down to the present moment, prosperous and successful men have always had to incur the secret, if not the open, resentment of those less fortunate. Their success, from want of practical familiarity with its basis, is attributed to oppression or dishonesty, and even where it is plainly due to personal skill, enterprise and industry, it provokes a desire to limit it and check it as if it were detrimental to the nation at large. Thus, only a few weeks ago, the Omaha Convention solemnly declared that "The fruits of the toil of millions are boldly stolen to build up colossal fortunes for a few," that "The supply of currency is purposely abridged to fatten usurers, bankrupt enterprise and enslave industry," and it demanded the taking of measures to remedy "the grievous wrongs of the suffering poor." This is only a fresh expression of a sentiment which has long been at work producing measures like the Granger legislation in the Western States, and the acts of Congress against the aggregations of capital known as Trusts. The mere fact that any man or set of men have acquired large wealth and use it skillfully to gain more wealth is accepted as conclusive proof that such wealth is the fruit of injustice and its acquisition a crime.

The troubles at Homestead, Pa., have given occasion for the expression, from various quarters and in various forms, of this sentiment of hostility to accumulations of wealth. The conduct of the Carnegie Steel Company in seeking to regain the possession of its works from a body of men who were obstructing access to them has been widely condemned, and the determination of the unlawful occupants neither to work for their former employers upon the terms offered to them nor to permit others to take their places, has been as widely approved. Senator Palmer of Illinois went so far as to advance, in a formal speech, upon the Senate floor, the doctrine that large amounts of capital, once invested in manufacturing plant and made to furnish employment to numerous workmen, become in a manner public property and cease to belong to their owners in such a manner as to give them the right to manage them as they think best. The Senator asserted that when a man has once secured employment from a large manufacturing concern he has a right to insist on being employed for life, or during good behavior, like a public official, and is justified in resisting dismissal by force, if need be. In his opinion the discharged workmen of the Carnegie Steel Company were entirely right in occupying its works and in opposing the admission to them of new employees.

It is quite possible that Senator Palmer's views will yet have to be adopted and acted upon as the only effectual means of preventing in future the great contests between employes and employers which have so often heretofore paralyzed industry and resulted in great losses of both property and life. With the dominant public sentiment which I have mentioned favoring the earners of wages against the payers of wages,

it may well be that the management of manufacturing enterprises on a large scale by private citizens will ultimately become impossible, and that if they are to be established and maintained at all it must be under the protection and under the supervision of the Government. This is what the Socialists have been always demanding, and to the recent spread of their opinions, as shown in legislation against corporations and against trusts, I have frequently called attention.

No one can surely forecast the future, and I do not pretend to say how soon and how far the views of which Senator Palmer is the spokesman will become embodied in law. Nor do I say that their supremacy will cause the ruin of the country. But I have no doubt that the favor with which they are received, and the consequences to which they have already led are extremely discouraging to enterprises which would assist in developing the resources of the country and in promoting that business prosperity the decay of which is so greatly deplored. Capital already invested in such enterprises cannot, of course, leave the country, but with the prospect that future investments of it are to be controlled not by its owners but by those whose interests are adverse to theirs, we must expect them to cease to be made here. They will be made in other places where they will be free from such burdensome conditions.

MATTHEW MARSHALL.

T. J. Lucas, the Monroe street shoe dealer, offers handsome Japanese napkins for the use of picnics, parties, etc., without charge. He invites his patrons to call at 88 Monroe street and get them in any quantity desired.

WHY NOT DRINK

WILLIAMS' ROOT BEER

IT IS DELICIOUS EASILY AND CHEAPLY MADE AT HOME.

TAKE NO OTHER SPARKLING TRY IT.

BEST TEMPERANCE BEVERAGE KNOWN. HEALTHY.

A POINTER: Our Extract is not only just as good as others, but FAR BETTER. One trial will support this claim.

BUY THE PENINSULAR

Pants, Shirts, and Overalls

Once and You are our Customer for life.

STANTON, MOREY & CO., Mfrs.
DETROIT, MICH.

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

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 OR EXCHANGE—I WILL SELL or exchange my house and lot, located in the best city, of seven thousand, in the Upper Peninsula, for good property of equal value in a good live town of two to five thousand in Southern Michigan. The house is a substantial eleven room house, good cellar 18x40, water works, good barn 18x26, good sheds, poultry yard, etc. House and lot cost \$2,500, value at \$2,300, mortgage \$600 will exchange for a house and lot of equal value or less, or for a good grocery business; also, we have a good meat market and grocery we will exchange. Located on the best corner in the city; can reduce stock down to \$1,000 if necessary. Either or both the above we will exchange or sell for cash. Address No. 458, care Michigan Tradesman. 458

FOR SALE OR EXCHANGE FOR A STOCK of merchandise—A good hotel and furniture located at the thriving village of Homer, Calhoun county, Mich. Price, \$6,500. The Banner grist mill, located at Cadillac, Wexford county, Mich. This is a desirable property for someone wanting to run a grist mill and feed and hay business. Price, \$4,000. I also have several pieces of farm and timbered lands and some city and village lots that I will sell cheap, or will trade for a good mercantile stock, as I am overstocked on real estate. Albert E. Smith, Box 1123, Cadillac, Mich. 547

FOR SALE—CLEAN NEW STOCK OF DRY goods, notions, clothing, furnishing goods, shoes, groceries, cigars, tobaccos and confectionery, located in one of the best business towns in Michigan. Doing over \$2,000 per month spot cash business. Not a dollar of credit. Stock will invoice about \$6,000. Address No. 549, care Michigan Tradesman. 549

FOR SALE—CIGAR AND TOBACCO STORE, invoicing about \$1,000, in the best town in Michigan and the best location in the city. A fine opening for confectionery in connection. Can give good reason for selling. Will want two-thirds cash. Address Derby Cigar Factory Belding, Mich. 550

FOR SALE—SMALL STOCK OF GENERAL merchandise for sale cheap for cash. Address A. P. Albaugh, Middleton, Mich. 552

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

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

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

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

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

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

WANTED!

LUMBER

RED OAK, WHITE OAK,

BLACK ASH,

ROCK ELM, GREY ELM,

BASSWOOD.

A. E. WORDEN,

19 Wonderly Building,

GRAND RAPIDS, MICH.

MICHIGAN BARK & LUMBER CO.,



Successors to

N. B. Clark & Co.

18 and 19 Widdicomb Building.

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

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.

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,

RINDGE, KALMBACH & CO.,

12, 14, 16 PEARL ST.

Grand Rapids, Mich.

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

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



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

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.

VOIGT, HERPOLSHEIMER & CO., WHOLESALE

Dry Goods, Carpets and Cloaks

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

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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



A STORE DO YOU RUN ONE?

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

TRADESMAN COMPANY, GRAND RAPIDS, MICH.

H. LEONARD & SONS'

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

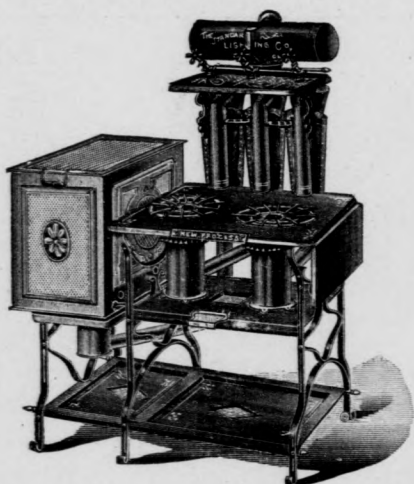
Catalogue No. 108.

GRAND RAPIDS, MICH

Free to Merchants.

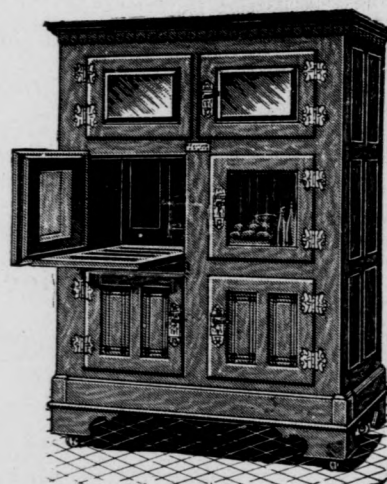
* THE * BIG FOUR! Our Winners for 1892

The Now Famous Gasoline Stove "New Process."



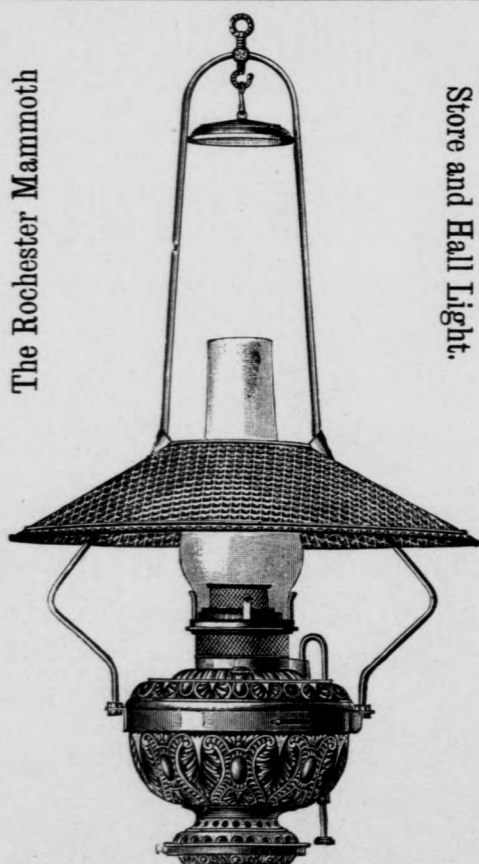
GREATEST SUCCESS OF THE AGE. Good stock of Nos. 3, 5 and 6 on hand,
so that all orders from Grand Rapids will be shipped on receipt.
Send for price list and terms.

Grocers' Glass Door Refrigerator.



You can increase your sales and preserve your goods by using one of our
own make glass door Refrigerator.

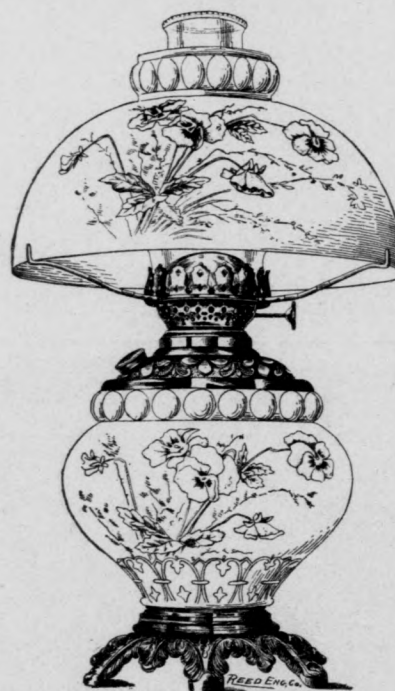
The Rochester Mammoth



Store and Hall Light.

Write to us for special rates for stores, halls, or churches, for all the mammoth lamps made—Rochester, Banner, Ansonia, Pittsburgh, Incandescent, B. & H. Mammoth.

We are the Leaders in Parlor and Banquet Lamps.



Send for our Lithographed sheets showing our Lamps illustrated in colors,
just as they appear. We can save you freight, time and money.