

# Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 9.

GRAND RAPIDS, AUGUST 3, 1892.

NO. 463

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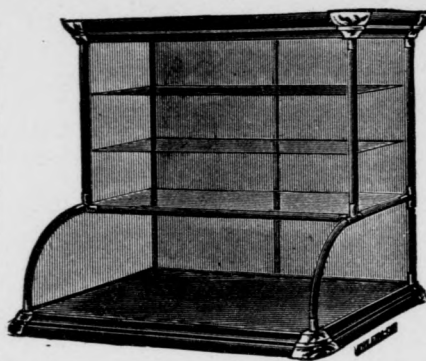
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# MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, AUGUST 3, 1892.

NO. 463

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65 MONROE ST.

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All Sizes and Prices.  
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### THE QUIDBURY MYSTERY.

Quidbury was a dull place before it had two newspapers in it. But when the *Cudgel of Progress* shied its castor into the ring, and the *Weekly Prodder* squared off responsively next door, things took a more lively turn.

Swasher, of the *Cudgel*, was a bluff, portly, bull-dogish looking man, whose grizzled wig bore evidence of the frosts of some fifty winters. He had a good head, phrenology said. Whether he wore green goggles for weak eyes or to hide strabismus was nobody's business but his own.

Prickle, of the *Prodder*, in person, was his rival's opposite. He was lean, lank and wiry; had light sorrel hair, worn close-cropped, and looked a trifle younger than the other.

Both came to Quidbury strangers, and about the same time. Prickle bought out the *Village Cackler*, whose proprietor, after a year's experience trying to please everybody, taking his pay in approved country produce, was ready to sell out cheap. Swasher brought his materials with him.

How two papers could thrive where one had starved was a problem cautious people shook their heads over. But such had not closely studied the great law of competition, the force which makes the world move. It was not until the *Cudgel* and the *Prodder* had espoused opposite sides of every question, moral, social and political, discussing them with an acrimonious fierceness unexampled in journalistic warfare, and people had begun to take and read the papers, much as they would have stopped to look on at a fight, that the fogies of Quidbury began to see how two newspapers might do better than one.

There is not much neutrality in human nature. There are few matters on which we are really indifferent, or on which we can witness a heated controversy without taking sides. I have known a couple of men do pugilistic battle over a theory in metaphysics, and another couple to come to blows over a canine combat when neither owned either of the curs.

Human nature, in Quidbury, was the average article. It only needed stirring up, and that it got. The two editors were very evenly matched. What they lacked in argument they made up by bespattering each other. They even went the length of kicking up one another's ancestral dust, Swasher averring that Prickle's great-grandfather's second cousin by marriage had been received into another, if not a better world, on the personal introduction of J. Ketch, Esq., and Prickle retorting that Swasher's half-aunt's uncle had been cropped as a horse-thief. The natural result followed. Quidbury was divided into two parties. A full census of the adult population might have been made from the rival subscription lists. Both publishers put money into their pockets. And more than one case of assault and battery occurred between those who had been fast friends before becoming readers of the *Cudgel* and the *Prodder*.

The wonder was how the promoters of so many broils themselves escaped collision. Threats and defiances enough were exchanged between them. When Swasher hinted, with delicate irony, at a certain affinity between his contemporary's cuticle and a horsewhip, promising ere long to give a public demonstration of the fact, he of the *Prodder* retorted that the pot-valiant swaggerer next door had better learn to spell "able" first. But, the next day, when Swasher paraded the streets, armed with a six-foot cart-whip, seeking his adversary high and low, the latter was nowhere to be seen; and the day after that, when Prickle took the war-path, brandishing a bludgeon like a weaver's beam, and valorously evoking his foe to the direful conflict, the erst heroic Swasher came not, but made default. It was a strange circumstance that two men, so eager to encounter, should so long continue next door neighbors and not only never meet, but never both be visible at once. Nevertheless, timid people predicted sanguinary consequences if the two ever did come together.

Affairs came to a crisis tragic enough at last. On the eve of a local election a sub-committeeman ran up to Swasher's sanctum to urge the issue of an extra exposing some newly discovered plot of the enemy.

Bursting into the room without knocking, the sub-committeeman was astonished at finding himself, not in the presence of the portly editor of the *Cudgel*, but in that of the gaunt proprietor of the *Prodder*, in his shirt-sleeves, washing his bloody hands in Swasher's basin, a copious crimson pool on the floor, adding to the horror of the scene.

"Murder!" shouted the sub-committeeman.

Men rushed in, wild with excitement. Prickle, overwhelmed, exhibited all the confusion of suddenly detected guilt. He stammered a few incoherent words, but essayed no explanation of the damning circumstances. An officer was called who hurried him off, barely in time to prevent the infliction of summary vengeance, of which ominous mutterings began to be heard.

## TWENTY THOUSAND

### RETAIL GROCERS

have used them from one to six years and they agree that as an all-around Grocer's Counter Scale the "PERFECTION" has no equal.  
For sale by

### HAWKINS & CO.,

GRAND RAPIDS, MICH.

And by Wholesale Grocers generally.

A deep mystery enshrouded the affair. Days passed, and no signs of the body could be found. Swasher had last been seen going into his office a few minutes before the sub-committeeman entered it. That he had never gone out alive was only too apparent.

I appeared for Prickle at his examination. The case against him was black enough. He was either unable or unwilling to give any explanation of the facts. In our private consultations he gave evasive answers. I did the best I could, making the most of the non-discovery of the body. But the circumstances were overwhelming. Prickle's unexplained presence in the private office of his enemy, the latter's disappearance, the condition of the prisoner's hands, the pool on the floor, a portion of which had been carefully analyzed by a rising young doctor, who pronounced it human blood, and discoursed so flippantly of fibrine and albumen and corpuscles that it was easy to see he knew what he was talking about—all combined to dissipate every remaining scruple touching the prisoner's guilt, and those who had hesitated before now felt constrained to join in the general verdict.

The magistrate was about to sign the final commitment, when the prisoner rose under great excitement.

"This is all infernal nonsense!" he exclaimed.

"Silence!" admonished his honor.

"I tell you Swasher's no more dead than I am," persisted the prisoner.

"Prove that, and it will save you a world of trouble," remarked the squire, dryly.

"Send me to his office, and I'll do it," said Prickle.

The proposal seemed reasonable. The accused was conducted, under a strong guard, to his late rival's sanctum.

"Allow me to enter alone," he said. "You can watch the doors and windows."

With some demurring, the request was granted.

Prickle went in and closed the door. In ten minutes it was opened, and the astonished spectators saw before them, not the gaunt form of the suspected murderer, but the substantial figure of his supposed victim, and, strangest of all, it was now Prickle that was invisible.

There was so little of the ghostly in Swasher's plump appearance, that the fright which might otherwise have been occasioned by his sudden turning up gave place to surprise and curiosity.

The account he gave, in answer to a torrent of questions, increased, rather than abated the general astonishment. Sitting in his office, he said Prickle had stolen in upon him, and, by a few mesmeric passes, had reduced him to a state of unconsciousness, out of which he had but just returned. Where he had been stowed away meanwhile, or what had become of Prickle, he knew no more than others.

Quidbury was nonplused. The Black Art, many were found to insinuate, might not be entirely a lost one, and strong hints were given out, in Swasher circles, of the existence of relations, more intimate than creditable, between the Prickle faction and the Father of Evil.

Swasher sold out the *Cudgel* shortly after for a handsome price, and laid an attachment on the *Prodder* office—one of whose proprietor's old notes he had

picked up somewhere—and sold out that, too, as the property of an absconding debtor.

Prickle was never seen in Quidbury after Swasher's reappearance; and the latter left soon after with a snug sum in his pocket.

Last summer, at a popular watering-place, turning about in answer to a tap on the shoulder, I found myself face to face with my mysterious client.

"Glad to see you," he said. "I owe you a fee, I believe."

I modestly assented, and Mr. Prickle made matters right, expressing his regret that circumstances had prevented his doing so sooner.

I could not forbear a question or two touching the occurrences above related.

"All easily explained," he said. "You see, that rascal, Swasher—excuse the force of habit—and myself were one and the same person. A little padding and Swasher's wig and goggles made all the difference. The two sanctums were separated by a board partition, part of which I could remove and replace at pleasure, and so be either Swasher or Prickle, as occasion might require. I had forgotten to lock the door the day that confounded sub-committeeman bolted in and played the mischief."

"But the blood?"

"Pshaw! I had upset a bottle of red ink and got some of it on my hands. What an ass of himself that fool of a doctor made, with his fibrine and albumen and corpuscles!" J. D. E. LARKE.

#### The Value of Attractiveness.

From the Northwest Trade.

Dealers should remember that their best customers are the most particular about everything relating to their food.

A true woman, well brought up, ambitious, neat and tasteful, delights in choice table linen, tasty napkins, translucent china, transparent glass, bright silverware, and, however poor she may be in this world's goods, everything she possesses belonging to the table and the kitchen must approach as near as possible to this high standard of perfect fitness.

Try to remember this and keep crumbs of cheese and crackers off the counters, dabs of butter and lard off the scales and ice chest; clean up that mess of sticky molasses and sawdust on the floor, and, while you are about it, give the floor a thorough washing and have it white as a ship's deck always is.

Empty that nearly exhausted barrel of salt fish, beef or pork; throw away the evil-smelling barrel, and put the goods with new fresh pickle into a decent receptacle, and you will be surprised to find that people will buy then who have neglected them for weeks.

Use a lot of those earthenware dishes for nuts, etc., instead of those clumsy half-filled wooden boxes; throw away those wilted cucumbers and those rot-pitted summer squashes; pick over that over-ripe fruit, and get the refuse out of sight as fast as you can.

If you would wash that show case and polish up the glass, perhaps people would admire the contents and purchase the same. You will doubtless feel impelled to arrange its contents, and that will end in suggesting a re-arrangement of stock.

Few dealers are absolutely wanting in cleanliness, but many are careless of little things and but few appreciate the value of taste. Let a dealer line his fruit trays with fresh green vine leaves once, so that the yellow apricots, velvety peaches or amber grapes show up against their glossy green, and he will feel that it pays and better understand what we mean.

Neat parcels, bright designs, attractive pictures sell a large portion of the goods in the market, and the high-toned restaurant with its perfect service often reconciles a man to dinner which he would be dissatisfied with at a cheap restaurant.

## The GENUINE THOMPSON'S Wild Cherry Phosphate

A Delicious Beverage Condensed, Possessing Wonderful Medicinal Properties.

**Tonic--Nervine--Diuretic Antiseptic--Refrigerant**

Cheaper and Easier made than Lemonade and much more palatable.

DIRECTIONS.

One teaspoonful in a tumbler of water. Sweeten to taste same as lemonade.

Ask Your Jobber for It.

**F. A. GREEN, Gen'l Agt.**

34 Canal St., Grand Rapids, Mich.

Send for circulars or call and sample it.

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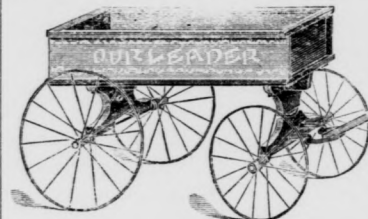
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Represented in Michigan by J. P. Visner, 167 North Ionia St., Grand Rapids, Mich., who will be pleased to quote bottom prices that first-class stock can be offered at by any producer or curer



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

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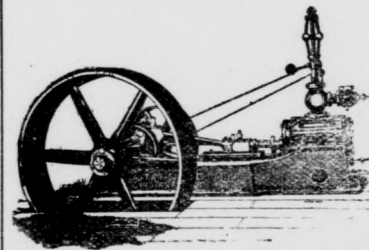
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Prices on application.

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Hammocks and Cotton Ducks

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**GRAND RAPIDS BRUSH CO.,**

Manufacturers of



**BRUSHES**

Grand Rapids, Mich.



Our goods are sold by all Michigan Jobbing Houses.

**MONOPOLIZING THE LABOR SUPPLY.**

In the dearth of other exciting topics the attention of financiers and capitalists has naturally continued to be occupied with the labor disturbances at Homestead and elsewhere. In common with all good citizens, their first desire is that order may be preserved and lawlessness repressed, while the attempted assassination of Mr. Frick has brought home to them a lively sense of the insecurity, not only of property, but of the lives of owners of property, if the popular hostility against rich men, of which I wrote a fortnight ago, be not restrained from breaking out into acts of violence. While, too, it is only just to the strikers at Homestead to acquit them of direct complicity in the attack on Mr. Frick, it is too plain that many among them are glad that it was made. The facts that in the same week a carpenter applying for work at Homestead has been brutally beaten and driven away, and that a small army of soldiers is needed to protect the newcomers at the mill from similar outrages, show the spirit that prevails there. In New York, non-union brick handlers have been clubbed to death by union men whose vacant places they took, the entire membership of the street pavers' union is under indictment for a series of murders planned at a regular meeting of the union, and one striker has been convicted of murdering, last year, a "black sheep" whom he could not otherwise persuade to refrain from work. These incidents, following many others of the same nature, recounted by the Pinkertons in their evidence before the Congressional investigating committee, deservedly alarm the owners of capital, and excite in them an unfriendly feeling, to say the least, against those concerned in them.

Looking at the subject from the point of view of a philosophical and dispassionate observer, the violence which so often accompanies strikes is seen to be after all superficial and unimportant in comparison with the underlying purpose it is used to aid in accomplishing. Attacks upon refractory employers and their property, and upon workmen who refuse to join in strikes, will eventually, I have no doubt, be suppressed, not only by the public authorities, but by the leaders of strikes themselves, who cannot fail, after a while, to learn that they injure their cause instead of helping it. They will discover, as they have in a measure discovered, already, that they need not resort to crime to coerce employers into granting their demands, but that there are means within their reach more effective and not prohibited by law. The strikes of the last few years have involved more than the question of wages and hours of labor. They form part of a concerted effort all over the country to combine into one organized whole the men who work for wages, and thus to deal with employers as a gigantic monopoly of the commodity most essential to them. In creating and maintaining this monopoly moral pressure upon the workmen who refuse to unite in it, and strictly legal obstructions to the business of employers who resist it, are destined to play a more and more important part as time goes on.

For example, the strike now in progress at Homestead was begun because some three hundred of the superior skilled workmen of the Carnegie Steel Company demanded higher wages than

the company was willing to pay. Besides refusing to work themselves, these three hundred men induced three thousand other men, whose wages were not in question, to refuse to work, also. The extended strike having, as yet, failed to accomplish its purpose, other bodies of workmen for the same employers have also been persuaded to strike work, and, in addition, at various distant points men not directly interested have agreed not to handle the product of the refractory employers with the purpose of making its sale impossible until the demands of the original strikers are conceded. In New York City, building operations are at this moment much hampered, and may soon be entirely suspended, because a single firm of employers has refused to discharge a man in their employment who has been expelled from the union to which he formerly belonged. As a rule, union men everywhere refuse to work alongside of non-union men, and thus many employers are compelled to restrict their selection of employes to members of unions. Since, too, a refusal to join in a strike, when duly ordered by the officers of a union to assist other strikes, entails severe penalties, ending, in case of protracted obstinacy, in expulsion from the union, an employer who engages in a controversy with one union must make up his mind to risk a contest with all of them. This is what the strikes now in progress are coming to. If they are not settled by some kind of compromise, and if the employers persist in attempting to carry on operations with non-union men, a trial of strength will come between these last and the union men, in which both sides will do their utmost, with the probability of an ultimate victory by the union men. Both here and at Homestead the strikers have begun to employ the boycott against materials produced by the employers with whom they are at war, and thus to render, so far as they can, the production of them profitless. Evidently, if the process can be carried to its full theoretical completion, every employing manufacturer using materials furnished by other manufacturers will be at the mercy, not only of his own hands, but also at that of the hands of those other manufacturers.

Up to this time many things have prevented the unions from perfecting the monopoly at which they aim. Their internal discipline is far from being so complete that they can always hold their members in enforced idleness long enough to make a strike successful. Too many workmen chafe at being prevented from earning the wages they need for the support of themselves and their families, and insist upon accepting work when work is offered to them. Besides this, in a great many occupations there are as many non-union men as there are union men, and the vacancies caused by a strike of union men are easily filled. This is especially true of vocations in which little training is required, as in car driving, coal handling, and even, as we have lately seen, street paving. On top of all is the vital defect of a lack of honest and intelligent leadership. The ordering and management of strikes require thorough information as to the needs of employers, sound judgment in formulating demands, and great personal influence in preventing conduct which, like that of the Homestead strikers, tends to alienate general sympathy.

From a want of these qualities in their leaders many strikes have heretofore failed, and more are destined to fail if the defect is not remedied. Strikes which are inopportune or unreasonable, or accompanied either with violence or with a wanton disregard of the comfort of the public, cannot in the nature of things succeed.

Nevertheless, trades unions being, as I have often said, grounded upon the necessity of combined action by workmen to the securing of the greatest possible compensation for their services, and of protection against ill treatment, will exist as long as does the relation of employer and employed. Nor can it be expected that their members will relax their efforts to compel all other workmen to join them, or at least so nearly all of them as to give them a practical monopoly of the labor market. How the employers of labor have been perfecting and consolidating combinations on their part, and how, day by day, the number of great employers diminishes, while that of their employes increases, is known to us all. That a corresponding perfection and extension of organization should take place among workmen is an unavoidable result.

The point, therefore, to which labor unions seem to be tending, and to which they will continually, in the future, come nearer and nearer, is a complete organization of all working men on one side, confronting a complete organization of employers on the other. In the measure in which this approaches accomplishment, disputes about wages and conditions of labor will come to resemble dealings between sovereign nations. The individual workman will be reduced to the position of the individual citizen of a nation, and like him have to submit to the will of the majority, no matter what may be his personal preferences. To a man of my independent notions the prospect of this state of things is not pleasing, but I cannot see any other alternative to the present reign of labor disturbances. MATTHEW MARSHALL.

There is more Catarrh in this section of the country than all other diseases put together, and until the last few years was supposed to be incurable. For a great many years doctors pronounced it a local disease, and prescribed local remedies and by constantly failing to cure with local treatment, pronounced it incurable. Science has proven Catarrh to be a constitutional disease, and therefore requires constitutional treatment. Hall's Catarrh Cure, manufactured by F. J. Cheney & Co., Toledo, Ohio, is the only constitutional cure on the market. It is taken internally in doses from 10 drops to a teaspoonful. It acts directly on the blood and mucous surfaces of the system. They offer one hundred dollars for any case it fails to cure. Send for circulars and testimonials. Address F. J. CHENEY & CO., Toledo, O. Sold by druggists, 75c.

**OUR NEW LINE OF**

**Tablets,  
Fall Specialties  
School Supplies  
Etc.,**

ARE NOW BEING SHOWN ON THE ROAD BY

MR. J. L. KYMER,  
OF OUR FIRM.  
MR. GEO. H. RAYNOR,  
MR. WALTER B. DUDLEY,  
MR. CHAS. E. WATSON,  
MR. PETER LUBACH.

**EATON, LYON & CO.**

**Geo. H. Reeder & Co.,**  
JOBBER'S OF  
**BOOTS & SHOES**  
Felt Boots and Alaska Socks.  
State Agents for



158 & 160 Fulton St., Grand Rapids

**Playing Cards**

**WE ARE HEADQUARTERS**

SEND FOR PRICE LIST.

**Daniel Lynch,**

19 S. Ionia St., Grand Rapids.

**MICHIGAN**

**Fire & Marine Insurance Co**

Organized 1881.

Fair Contracts,

Equitable Rates,

Prompt Settlements.

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

D. WHITNEY, JR., Pres.

EUGENE HARBECK, Sec'y.

**SCHLOSS, ADLER & CO.,**

MANUFACTURERS AND JOBBERS OF

**Pants, Shirts, Overalls**

—AND—

**Gents' Furnishing Goods.**

REMOVED TO

**23-25 Larned St., East  
DETROIT, MICH.**

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

## AMONG THE TRADE.

## AROUND THE STATE.

Richmond—A. E. Fuller has purchased the drug stock of H. E. Harrison.

Mendon—F. L. Burdick & Co. will remove their general stock to Sturgis.

Houghton—Ed. Sillers has purchased the notion stock of Mrs. A. Mitchell.

Bellaire—The drug firm of Spicher & Co. is succeeded by Spicher & Close.

Muskegon—David McLeod has removed his grocery stock to Rockford.

Colon—E. F. Sinclair is succeeded by Emery Blossom in the drug business.

Rockford—Lester & Co. have removed their dry goods stock to Byron Center.

Monroe—Andrew J. Wagner, of the firm of Wagner & Bro., jewelers, is dead.

Mancelona—T. A. Price is succeeded by Price & Hoffman in the meat business.

Tecumseh—James Potter, Sr., druggist, will close out his stock at this place.

Ishpeming—Anna E. (Mrs. C. O.) Malm has removed her drug stock to Calumet.

Port Huron—The grocery stock of John Buzzard has been advertised for sale.

Saginaw—Lena Blumenfeld's tailor shop has been closed under chattel mortgage.

Vassar—F. L. Wittenbrook has removed his novelty stock to Norwalk, Ohio.

Manistee—C. H. Hunt is succeeded by A. Anderson in the boot and shoe business.

Delton—C. M. Bradish has removed his clothing stock from Augusta to this place.

Manton—C. B. Bailey & Co., general dealers, have dissolved, J. W. Bailey succeeding.

Port Huron—W. J. K. Martin, of the firm of Martin Bros. & Co., general dealers, is dead.

Mancelona—Osborne & Chapin, formerly engaged in the restaurant business here, have moved to Bellaire.

Lacota—A. D. Pease has purchased the hardware and grocery stock of E. H. Thomas.

Greenville—Fred Remholmden has removed his restaurant and bakery business to Carson City.

Jackson—The boot and shoe firms of T. Cowley & Co. and H. J. Davis & Co. have been consolidated under the style of Cowley & Davis.

Adrian—Chas. G. Wiesinger has disposed of his drug stock in this city to Otto Fluegel, who has for some time been in the same business in Detroit.

Bendon—W. O. Smith & Co. are out with a card to their customers, announcing the closing of their books Aug. 1 and the inauguration of a strictly cash business.

Big Rapids—C. B. Fuqua has purchased the interest of W. H. Squire in the drug firm of C. B. Fuqua & Co. and will continue the business under his own name hereafter.

Nashville—H. G. Hale, the druggist, was recently taken with a stroke of paralysis while drawing soda from his fountain. He soon regained consciousness, however, and is now able to be about again.

Fremont—Ned A. Skinner and W. Ralph Wagers have formed a copartnership under the style of Skinner & Wagers for the purpose of engaging in the buying and shipping of produce. Mr. Skinner has served Darling & Smith for the past five years in the capacity of book-

keeper. Mr. Wagers has been head clerk in the general store of the Converse Manufacturing Co., Newaygo, for the past four years.

Detroit—The wholesale grocery firm of Sinclair, Elliott & Co. has ceased to exist, the interest of the late Samuel B. Sinclair—amounting to a little over \$39,000—having been withdrawn. A new limited partnership has been formed by Clifford Elliott and Wm. E. Saunders, as general partners, and David Whitney, Jr., as special partner, who contributes \$75,000. The new arrangement went into effect July 25 and continues three years. Mr. Saunders is a traveling man in the employ of the house and resides at Saginaw.

Milford—The case of Edward J. Bissell, receiver of the Milford State Bank, vs. Francis Heath, of Wixom, was decided in the Circuit Court on Thursday in favor of the plaintiff, the jury being instructed to render a verdict of \$2,000, the full amount of the defendant's liability as a stockholder. Heath will carry the case to the Supreme Court. This was a test case to decide whether the stockholders of the defunct Milford State Bank should be compelled to pay the full amount of their stock. It was watched with great interest by the stockholders and depositors, it being hotly contested for two days.

## MANUFACTURING MATTERS.

Detroit—The Daly Manufacturing Co. has decreased its capital stock from \$50,000 to \$20,000, all paid in.

Highland Station—The style of the Highland Vinegar & Pickle Co. has been changed to the Oakland Vinegar & Pickle Co.

Au Sable—H. M. Loud & Son will, in addition to their general lumbering business, begin producing tan bark. For the present fifty men will be employed on that work.

Saginaw—Nat Warner, of this city, who is operating in square timber, has finished operations for the season, having shipped several hundred thousand cubic feet to Toledo.

Alpena—F. W. Gilchrist and W. H. Potter have closed a contract with James Hamilton to cut 80,000,000 feet of logs on Georgian Bay district. The timber will be manufactured at Alpena.

Smith Creek—J. H. Baker has shut down his sawmill here, having cut all the stock. He is considering the removal of the mill to a point near Manistique, where he has an option on a body of timber.

Tawas City—It is reported that the East Tawas Improvement and Lumber Co. has decided to rebuild the Bearinger mill that was destroyed by fire a few weeks ago. The intention is to have the new mill ready for next season's operations.

Cheboygan—Penny & Frost have purchased of H. Pinkous & Son their entire stock of dry goods in the store on Third street. Pinkous & Son intend devoting their entire attention to the clothing business in their store in the Bennett block.

McBain—The Dewey Stave Co., which operates fifteen stave mills in various parts of Ohio, has begun the erection of a large plant at McBain. They are purchasing considerable quantities of hardwood lands near here and will put in an extensive woodworking factory in connection with the stave machinery.

Saginaw—George C. Brown, brother of John C. Brown, the lumberman who failed a short time ago, is authority for the statement that the latter will make a satisfactory settlement by paying all claims in full. He also says that his brother is about to enter into a contract for lumbering 500,000,000 feet in Alabama.

Manistee—The Manistee & Grand Rapids Railroad is now surveying a route through the eastern part of the city to reach the State Lumber Co.'s mill direct, as that mill has a large quantity of stumpage on the road, and, up to the present, it has had to have its logs dumped at the head of the lake and towed thence to the mills.

Big Rapids—The Mecosta County Lumber Co. has been organized with a capital stock of \$50,000 for the purpose of lumbering 100,000,000 feet of standing timber nine miles north of Mecosta. The D. L. & N. Railway will extend a branch line to the timber and the Gilbert sawmill will be removed from Mecosta to the seat of operations. The officers of the corporation are as follows: President, M. P. Gale; Vice-President, F. Barry; Secretary, W. C. Winchester; Treasurer, A. J. Daniels.

Manistee—The Freesoil Lumber Co. is a new corporation at this point, which succeeds the firm of Kitzinger & Reynolds, with mill at Freesoil. The corporation has a capital of \$40,000, all paid in, of which S. E. Kitzinger owns 3,976 shares, Otto Kitzinger 10, Gus Kitzinger 10 and Fred Reynolds 4. Otto Kitzinger is President, F. Reynolds, Vice-President and Gus Kitzinger Secretary and Treasurer. The company has a very good mill which cuts about 40,000 feet of lumber and 75,000 shingles daily, and has been making money since the purchase of the property of the receiver of the Rothschild estate three years ago.

Storms, cyclones, freshets and flames have visited many sections of our country, but we help each other, bind up the wounds, remove the ruins, rebuild, replant and go on with the sweeping tide of national progress.

## 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 \$2,200, 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—STOCK OF DRUGS AND FIXTURES, \$1,200 or less, in good location. Established trade. Will sell for part cash and balance on time to good party. Good opening for a physician. Satisfactory reasons for selling. Fred Brundage, Muskegon, Mich. 561

FOR SALE—SMALL MACHINE & FOUNDRY business, with or without tools. H. L. Chapman, White Pigeon, Mich. 558

FOR SALE OR EXCHANGE—GOOD HOTEL in the bustling city of Belding. Also desirable vacant building lots on easy terms. For particulars, address Lock Box 13, Belding, Mich. 563

THE SUBSCRIBER, HAVING PATENTED a valuable tool in the United States, Dominion of Canada and Great Britain, and not being able financially to manufacture and place it on the market, desires to dispose of several states, either cash or trade. This tool is used by every merchant. A fortune for someone. Write for particulars. Melville Loftin, Hildreth, Ill. 559

FOR SALE—"GOLD MINE," IN SHAPE OF a first-class drug stock, on easy terms. For particulars address J. L. K. Box 160, Grand Rapids, Mich. 560

EXCELLENT OPPORTUNITY FOR A BUSINESS man with \$5,000 to \$10,000 ready money to embark in the wholesale business in Grand Rapids and take the management of same. House well established. Investigation solicited from persons who mean business. No others need apply. No. 556, care Michigan Tradesman. 556

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—THE STOCK AND GOOD WILL of the best located hardware and implement business in the state, railroad junction; only exclusive hardware, stock \$6,000, can be reduced to \$5,000; double brick store and a big bonanza for someone. Principals meaning business address Manuaring & Bartlett, Imlay City, Mich. 555

FOR SALE—CORNER DRUG STORE IN THE city. Doing first-class business. Living rooms above. Good chance for a doctor or a Holland druggist. Proprietor about to leave the state. Will sell cheap. Address No. 554, care Michigan Tradesman. 554

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—NEW AND FINE CLOTHING and furnishing goods stock. Good cash trade. Rent moderate. In the fast growing city of Holland, Mich. A good investment for a man of some capital. Address Box 2167, Holland, Mich. 551

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

FOR SALE—CLEAN STOCK OF STAPLE dry goods, clothing, furnishing goods, millinery goods and boots and shoes in one of the best villages in Michigan. Stock will invoice \$3,000 to \$3,500. Liberal discount for cash. For particulars, address No. 530, care Michigan Tradesman. 531

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

## MISCELLANEOUS.

FOR SALE, CHEAP—STOCK OF FIXTURES for grocery. Nearly new. Address Box 14, Rockford, Mich. 557

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—DESIRABLE LOCATION FOR hardware store. Address, giving full particulars as to population of town and surrounding country and rent of building, No. 552, care Michigan Tradesman. 552

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.

**GRAND RAPIDS GOSSIP.**

John Thomas, meat dealer at 249 Carrier street, has closed out his stock and retired from business.

Walter H. Price, the Lyons general dealer, has turned his stock over to J. R. Dougherty & Co., the Lyons bankers, and Spring & Company, and the latter have assumed the disposition of same under the management of James P. Deegan.

Herold, Bertsch & Co. have leased the Morman & Wilmarth building, now in process of construction on Pearl street, and expect to occupy the same about Sept. 1 as a wholesale boot and shoe house. The block is 44x100 feet in dimensions and four stories high.

**Purely Personal.**

Fred B. Clark has returned from the Upper Peninsula, Duluth and Minneapolis, where he spent five weeks.

Ed. Frick has recovered from his recent illness and resumed his duties with the Olney & Judson Grocer Co.

Geo. M. Matthews, the Fifth street druggist, is spending a week or ten days with former friends at Bradford, Ont.

John M. Moore, formerly a member of the firm of Spooner & Moore, at Cedar Springs, but for the past two years engaged in general trade at Rapid City, So. Dak., has returned to Michigan and will take up his residence in this city.

L. A. Rogers, dealer in drugs and groceries at Glendale, was in town Saturday for the first time in three years. He was shown about the city by his associate from boyhood, Happy Hi Robertson.

Edward Telfer, formerly President of the Telfer Spice Co., but now a partner in the wholesale grocery house of W. J. Gould & Co., at Detroit, was in town a couple of days last week, calling on old friends and visiting his former business associates.

Herbert Blanchard has resigned his clerkship in the sporting goods department of Foster, Stevens & Co., to take a similar position in a house at Duluth. He is succeeded by Wm. Calkins, who has been engaged in the merchandise brokerage business here for a year or so.

H. N. Stanton, formerly manager of J. S. Crosby's lumber operations at Olga, who went to Lenoir, Tenn., several months ago to take the management of the Crosby Lumber Co., has returned to Michigan and taken the management of G. A. Bergland's lumber business at Sidnaw.

Robert R. Perkins, who was an active and energetic business man of Boyne City up to fifteen months ago, when he was stricken with paralysis, died July 24. He was 44 years of age and had successfully conducted a sawmill business and a general store, having been foremost in every movement for the advancement of the village.

Daniel Lynch has exchanged fifteen acres of his farm, south of the city limits, for the residence property at the southeast corner of Jefferson avenue and McDowell street and will return to the city to live about October 1. He still retains twenty-two acres of land and the farm buildings and will continue to masquerade in the role of a farmer by proxy.

**Gripsack Brigade.**

Fred E. Angell, traveling representative for L. Ladd, the cheese jobber and vegetable packer of Adrian, was in town over Sunday.

H. S. Robertson will take his summer vacation the last week in August, spending the time at Kansas City in attendance on the annual meeting of the Supreme Lodge, Knights of Pythias.

John W. Califf, State agent for the Catlin Tobacco Co., of St. Louis, Mo., is spending a couple of months in Western Michigan, making Grand Rapids his headquarters in the meantime. Mr. Califf resides at West Bay City.

Geo. T. Smith, traveling representative for P. Lorillard & Co., has received a check for \$150 from the Preferred Mutual Accident Association, in full settlement of his claim for indemnity for the injuries received in the recent accident on the C., W. & M. Railway.

The traveling men of Bay City and West Bay City have organized Post D, of the Michigan Knights of the Grip, offered as follows: President, Homer Buck; Vice-President, J. J. Evans; Secretary, Herbert Asmun; Treasurer, Chas. E. Cook. Twenty-eight travelers joined as charter members and new applicants are received at every meeting.

**The Hardware Market.**

Bar Iron—Owing to the continued shut down of many mills, stocks are getting low and a tendency to higher prices prevail. It hardly seems possible, when all mills get to running, that any higher prices can be maintained.

Wire Nails—A general feeling among all makers of wire nails for better prices is quite unanimous. Factories which are now running and with stocks on hand are getting an advance of 10 cents a keg. Extreme prices made by jobbers are being withdrawn and \$1.65 at the mill seems to be their bottom price. From stock prices range from \$1.80 to \$1.90, according to size of order.

Window Glass—Stocks are getting very badly broken and a trifle better prices are being demanded by those who have an assortment.

Bright Wire Goods—On the line of screw hooks, eyes and gate and shutter hooks, an advance of 7½ per cent. has been made by the manufacturers.

Rope—While there has been no change on either sisal or manilla rope, the general feeling seems to be that prices will be lower before they are higher.

Apple Parers—While the prospect for a good crop of apples is not the best, there is a sharp demand for parers. The prices at present ruling are as follows: Rocking Table, \$5; Little Star parer, carver and slicer, \$4.

Building Paper—The manufacture of all kinds of building paper is largely controlled by the American Straw Board Co., and prices are held quite firm by them. Present quotations are: Plain board, \$1.10; tar board, \$1.30; tar felt, \$1.75.

Potato Bug Sprinklers—Now in season and prices remain the same as last year. The Parks' is quoted at \$7.50 to \$8 and the Eclipse at \$10.

Potato Hooks and Forks—These goods are now commencing to move and dealers who want to be sure and have some when the demand commences should get in their orders early. There is every indication that the demand will be very large.

The fall trade gives all those indications which are recognized as favorable to the sale of a larger variety and aggregate of goods than ever before.

**COME  
LET US TALK  
A LITTLE.**

You are in business to make money, you also want to keep goods that will sell fast, and again, you want something that will help to decorate your store and make it look neat and attractive. Well, we have it. You make over 70 per cent. on our (Williams') Root Beer Extract. It sells fast because it is the best and gives universal satisfaction; and, furthermore, every dozen is packed in a neat bronze show stand that is an ornament to any show case and is always in sight. Every one sees it and buys it.

**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

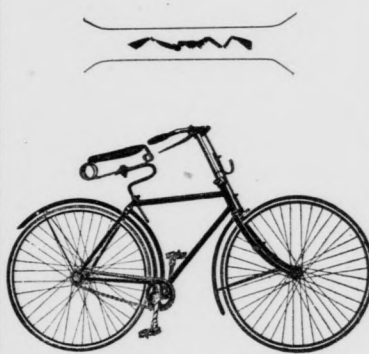
Grain Bags, Burlaps and Twine.

**P. STEKETEE & SONS,**

**SMASH!**

Go Prices on

**BICYCLES.**



CALL AND SEE!

**PERKINS & RICHMOND,**

13 Fountain St.

**Chase & Sanborn,**

THE BOSTON

**TEA AND COFFEE**

IMPORTERS,

Are now receiving by every incoming steamer and Overland,

**New Crop Teas**

of their own importations, which means that in purchasing from them you get Teas of special character and at only one reasonable profit above actual cost of importation.

You are surely paying two or more profits in buying of the average wholesaler.

**Chase & Sanborn,**

IMPORTERS,

BOSTON. CHICAGO.

**PERKINS & HESS**

DEALERS IN

**Hides, Furs, Wool & Tallow,**

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

Noisy Advertising.

The following account of an advertising dodge is from one of the New York papers:

Two men caused considerable excitement in Brooklyn last week. They were driving a quiet horse hitched to a light buckboard, and behind the single seat of the rig was a box, fastened on with a clothesline. They drove at a leisurely pace through a side street, engaged in earnest conversation. Before long their voices grew louder and it was evident that they were quarreling. Warmer and warmer grew the debate as they moved slowly along, and higher and higher rose their voices in vituperation and mutual abuse, until heads were stuck out of windows all along the street and a crowd of boys kept pace with the horse, anxious to see the result.

Presently the men came to blows. They struck and clawed at one another for awhile, as best they could in their cramped positions on the seat, and then one grabbed the other by the throat and began to choke him with all his strength. The horse, alarmed at the commotion behind him and the jerking of the reins as the driver was nearly thrown backward over the seat by his antagonist, started to gallop, and the old buckboard rattled and swayed over the rough stones, as if it were doomed to wreck in a few moments. The whole scene made an exceedingly lively picture, and a big throng of men, women, boys and girls scampered after it as fast as they could.

Before long the horse came to a standstill and the two men jumped out and made as if to continue the fight on their feet. By this time the pursuing crowd had caught up and surrounded the men, and was argued by scores and dozens every minute. Instead of continuing the fight, however, the two men took from the box on the back of the rig a number of advertising circulars, on which were set forth in glowing language the virtues, trustworthiness and healing powers of a new salve for cuts, bruises, scratches, abrasions, fractures or hurts of any kind coming from a blow or fall or burn or other accident.

The crowd, on the whole, enjoyed the joke so much that the perpetrators escaped without the thrashing they deserved. This trick was, no doubt, repeated all day throughout Brooklyn. The fellows were well aware that the police force is small, when the size of that great straggling bedroom for New York is taken into account, and the blue coat and brass buttons is not met with, off the main business thoroughfares, once in many blocks. It was a trick that could not be played often, however, as it was too noisy to be safe, and probably more fatiguing than profitable.

Hard Work Valuable.

Time is stock in trade. One man makes use of it, another allows it to waste away, one extracts from it wondrous wisdom, the other lies in the dust. It is also life's ladder, upon which one is led to honor and immortality, down to depravity and obscurity. All of us have leisure hours between the time of ordinary business, although they may be short, irregular or fragmentary. Let all cultivate the habits of punctuality, promptness and dispatch, and they will find leisure hours that may be turned to golden account. The brief and broken periods of a man's life are more important than his business moments, and the most potent for his welfare for time and eternity. The grandest genius is the genius of plodding and hard work. Genius never did much for the world but furnish the fireworks. Plodding and hard work have solved the greatest problems of humanity.

New Use For the Potato.

A French paper says that a laundryman of Paris has discovered a method of cleansing fine linen and other fragile textures without using soap or other chemicals. Instead of these he uses boiled potatoes, which he rubs into the goods and then rinses out. It is said that this method will make soiled linen, silk or cotton much whiter and purer than washing in the ordinary way. The experiment is worth trying, and very easily tried.

Schilling Corset Co.'s



CORSETS THE MODEL FORM. (Trade Mark.)

Greatest Seller on Earth!



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

SCHILLING CORSET CO.,

Detroit, Mich. and Chicago, Ill



Best Six Cord

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions

BUY THE PENINSULAR Pants, Shirts, and Overalls

Once and You are our Customer for life.

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

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

Dry Goods Price Current.

Table of Dry Goods Price Current with columns for UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, UNBLEACHED CANTON FLANNEL, BLEACHED CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSET JEANS, PRINTS, CORSETS, and TUCKINGS.

Table of DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEST FLANNEL, CANVASES AND PADDING, DUCKS, WADDINGS, SILKESIAS, SEWING SILK, HOOKS AND EYES—PER GROSS, PINS, COTTON TAPE, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, and COTTON TWINES.



Training Boys for Business.

One of the great things to do in training a boy, whatever may be the career to which he is appointed, is to get out of his mind the silly fancies inculcated by flash literature and the companionship of mischievous companions.

When my boy Tom got out of his knee breeches he wanted to go west and slay Indians. If I hadn't been watching him he'd have armed himself with a corn cutter and a loaf of bread and run away.

"Thomas, I want a new rug for the hall. I want a rug made of Indian scalp locks—about twenty of them. Get ready and I will start you off to-morrow."

I got down an old revolver, made him a scalping knife out of a rusty scythe, and instructed him how to approach a warrior and lift his hair in the latest style, but Thomas didn't go. No boy wants to run away if you want him to.

My boy Jim wanted to be a pirate. I knew he was borrowing and reading every pirate story he could hear of, and I knew that it would result in a climax by the time he was 15 years old. I had my eye on him when he used to slip out behind the barn to practice boarding an unarmed merchant vessel, and I was listening at night when he called out in his sleep that dead men tell no tales.

"Oh, Jim, but I've got a plan which I wish you'd help me carry out. It has been a long time since anybody pushed the pirate business with anything like enthusiasm, and I believe there's a first-rate opening for an enterprising boy. I'll furnish an outfit for you if you turn pirate. It shouldn't be much trouble to capture two or three Spanish galleons, and if you can send me home half a car load of gold and silver bars, I'll guarantee to make business at this end of the line get up and dust. Do you think you can get started this week? We don't want anyone to get ahead of us, you know."

Poor Jim dropped his bread and meat and horse pistol and sneaked into the house, and that was the last of the pirate business with him. From that night on his dreams have been clear of blood-red decks and sailors walking the plank or begging for mercy. It was rather worse with my Bob. He didn't run to Indians or pirates, but he did want to be a young hero. He got hold of boy books which related the history of boys who had begun life in New York selling papers and climbed up to the notch of wealth and greatness.

part of it. He got ready to make a break when he got at the usual age, and I got ready to help him. When his little bundle was tied up with a piece of sheep twine and hidden in a pile of lumber he almost wished he wasn't going.

When the boy hero of the book reaches New York he invariably falls in with a gentleman at the depot or on a ferryboat—a gentleman who suddenly becomes interested in his welfare, and at a later date takes him into partnership. My Bob didn't find this gentleman. He ran across lots of men who were probably aching to pat him on the head and give him a lift in the world, but they didn't have time just then.

I've got another boy who is rapidly growing out of his knee pants. His resolution has been fixed for the last two years. He intends to become a sailor. He already makes use of "starboard," "port," "watch ahoy!" "shiver my timbers," and so on. It's no use to argue against romance. In due time he will get ready to run away to sea.

Just as true as you live, a boy is a queer piece of machinery. He's all cogs and wheels and belts and pulleys, and he'll run as smooth as grease one day and wobble like a loose wagon wheel the next. He goes by fits and starts. He breaks out at unexpected times and he develops whims and notions with every change of wind.

Doesn't Want To Be Dunned.

The New England Grocer has received from one of its subscribers the following verbatim copy of a letter received, who adds that the bill was paid on Friday as promised:

Dear Sir—I owe you \$1.50 for eggs. I will pay next Friday morning when I come up and I don't want your clerk bawling when I pass by every morning, "Come in and pay for them eggs." I will pay you as I said Friday morning next week. Yours truly, D. B.

People generally get what they deserve without much effort, but they have to be exceedingly industrious if they secure all they want.

Hardware Price Current.

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

Table listing hardware items such as Augers and Bits, Axes, Barrows, Bolts, Buckets, Cast Loose Pin, Wrought Narrow, and various nails and tools with their respective prices.

Large table listing various hardware items including Wrought Loose Pin, Wrought Table, Wrought Inside Blind, Wrought Brass, Blind, Parker's, Blind, Shepard's, Blocks, Ordinary Tackle, Cradles, Grain, Cast Steel, Caps, Ely's 1-10, Hick's C. F., G. D., Musket, Cartridges, Rim Fire, Central Fire, Chisels, Socket Firmer, Socket Framing, Socket Corner, Socket Slicks, Butchers' Tanged Firmer, Combs, Curry, Lawrence's, Hotchkiss, Chalk, White Crayons, Morse's Bit Stocks, Taper and straight Shank, Morse's Taper Shank, Dripping Pans, Small sizes, Large sizes, Elbows, Expansive Bits, Clark's, Ives', Diston's, New American, Nicholson's, Heller's, Heller's Horse Raps, Galvanized Iron, Gauges, Stanley Rule and Level Co.'s, Door, mineral, jap. trimmings, Russell & Irwin Mfg. Co.'s new list, Mallory, Wheeler & Co.'s, Branford's, Norwalk's, Adze Eye, Hunt Eye, Sperry & Co.'s, Coffee, Parkers Co.'s, P. S. & W. Mfg. Co.'s, Landers, Perry & Clark's, Enterprise, Molasses Gages, Stebbin's Pattern, Stebbin's Genuine, Enterprise, self-measuring, Steel nails, base, Wire nails, base, Advance over base, Sperry & Co.'s, Post, handled, Mills, Coffee, Parkers Co.'s, P. S. & W. Mfg. Co.'s, Landers, Perry & Clark's, Enterprise, Molasses Gages, Stebbin's Pattern, Stebbin's Genuine, Enterprise, self-measuring, Nails, Steel nails, base, Wire nails, base, Advance over base, Steel, Base, Wire, 60, 50, 40, 30, 20, 16, 12, 10, 8, 7 & 8, 4, 3, 2, Fine 3, Case 10, Case 10, Finish 10, Clinch, 8, 6, Barrell, Ohio Tool Co.'s, fancy, Sciota Bench, Sandusky Tool Co.'s, fancy, Bench, first quality, Stanley Rule and Level Co.'s, wood, Fry, Acme, Common, polished, Iron and Tinned, Copper Rivets and Burs, "A" Wood's patent planished, "B" Wood's pat. planished, Broken pecks 1/2 c per pound extra.

Table listing hardware items including Hammers, Hinges, Hangers, Hollow Ware, House Furnishing Goods, Wire Goods, Levels, Ropes, Sand Paper, Sash Cord, Sash Weights, Saws, Traps, Wrenches, Miscellaneous, Metal Pins, Pig Large, Pig Bars, Duty, Sheet, 2 1/2 c per pound, 600 pound casks, Per pound, Solder, Cookson, Hallett's, Tin-Melvin Grade, Tin-Allaway Grade, Roofing Plates, Boiler Size Tin Plate.

## Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE  
Retail Trade of the Wolverine State.Published at  
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E. A. STOWE, Editor.

WEDNESDAY, AUGUST 3, 1892.

## RETALIATION AGAINST CANADA.

One of the most important pieces of legislation attracting the attention of Congress during the present session was the passage by the House, without opposition, of the bill introduced by the Committee on Foreign Affairs to enforce reciprocal commercial relations between the United States and the Dominion of Canada. This bill amounts to the adoption of retaliatory measures against Canada because of the unfair discriminations against American vessels passing through the Welland and St. Lawrence Canals, on the part of the Canadian authorities.

For some time past there have been serious complaints that the Canadian government has so regulated tolls on the canals just mentioned that American vessels have been discriminated against in the interest of Canadian commerce, the extra tax levied upon grain carried in American bottoms amounting to at least 20 cents per ton. This unfair discrimination has caused great dissatisfaction among the American shipping interests on the Great Lakes, and our authorities at Washington have made frequent representations to the government at Ottawa on the subject, but have always met with evasive replies amounting almost to insulting disregard of the just demands of the citizens of the United States. The unfair feature of the whole matter is that, while the Canadians discriminate against our commerce in direct violation of existing treaties, their vessels possess the same facilities as our own shipping in such canals connected with the Great Lakes as are controlled by us.

The bill which was passed by the House without a dissenting voice provides that whenever the President shall be satisfied that the passage through any canal or lock connected with the navigation of the St. Lawrence River, the great lakes or the waterways connecting the same, of any vessel of the United States or of cargoes and passengers in transit to any port of the United States, is prohibited or is made burdensome or difficult by the imposition of tolls or otherwise which he shall deem to be reciprocally unjust or unreasonable, he shall have the power to suspend the right of free passage through the St. Mary Falls

Canal, so far as it relates to vessels owned by the subjects of the government discriminating against the United States.

The course of the Dominion government in the Welland Canal matter is certainly widely at variance with the frequently expressed desire of the leading members of the Ottawa Cabinet to cultivate intimate trade relations with us. The inconsistency of Canada's action in the premises is actually such that there is reason to suspect that the discrimination is the result of private instructions from the Imperial Government at London.

The action of the House of Representatives in the matter was certainly proper, as in the event that there is no opposition met with in the Senate, the power will be placed in the President's hands to force the Canadian government to either cease the unfair discrimination complained of, or be confronted by the same obstacles and difficulties thrown in the way of the trade of Canadian vessels on American canals which are visited upon our vessels on the canals controlled by the Dominion.

## PROBLEM OF NATIONAL DEFENSE.

There can be no doubt that the work of providing suitable fortifications and coast defenses is now to be pushed as actively as the construction of the new navy, and that within a few years the United States will not only possess a formidable fleet but will also have her harbor and coast line properly defended by forts and batteries, mounting modern guns and otherwise equipped with the latest and most improved defensive appliances.

During the past two years contracts have been given out by the Government for the construction of a number of high power guns to be mounted in land defenses. In all, nearly 200 of such guns have been contracted for. A number of sea coast mortars have also been constructed or are now in process of construction, so that it may be assumed that a good beginning has been made in the work of providing the fortifications and defenses needed to place our ports and coast line in a proper state of defense. Already some heavy guns have been mounted, but, as yet, we do not possess at any of the great ports a modern battery or fort worthy of the name.

When the forts and defenses are provided, the country will be confronted with the problem of providing the necessary force to properly man such defenses in time of need. It is evident that the existing standing army will not suffice for that purpose, and it is equally certain that there will be strong opposition to any material increase of the numerical strength of the regular force. It is, nevertheless, certain that the volunteer force which would, of course, be immediately raised in the event of hostilities breaking out, would be unfitted to man modern fortifications, owing to the lack of the training necessary to properly handle the high-power guns with which such works are mounted. How, therefore, to provide trained gunners without increasing the standing army is the problem with which Congress will be confronted when the fortifications contemplated are completed.

A couple of years ago the Secretary of War, in his annual report, recommended that the organized and uniformed militia

of the seaboard States should be encouraged to maintain artillery organizations and that such bodies should be annually garrisoned in the modern fortifications as soon as constructed, for the purpose of practice with modern guns. The Secretary held that in this way the seaboard militia would become gradually familiarized with modern heavy guns, and, as a consequence, the country would possess, in the event of trouble, a considerable force not only fully organized, but in a large measure familiar with the duty of manning the coast fortifications. If this recommendation of the War Department is carried out, the militia is destined to form an important part in the general plan of national defense.

## HOME OWNING VERSUS ANARCHISM

It is remarkable how any man who has even a superficial knowledge of the people of the United States could entertain a belief that murder and arson in the interest of anarchistic or nihilistic political movements are approved by any considerable number of persons in the Union.

Nevertheless, the wretched man who attempted the assassination of Manager Frick, of the Carnegie Company, publicly declares his belief that the masses of the American people are in harmony with him and approve his murderous act. This person is a Russian, and, doubtless, reasons from conditions which he knows generally exist in that country. There, the land is owned by a few persons in comparison with the vast numbers who only occupy it by sufferance and as mere laborers. They are theoretically free, but practically they are held to the soil for the sake of their labor and not for any right they may have in it. It makes little difference who may be the proprietors. Where the masses are held to labor in particular localities, one landlord is, doubtless, very much like any other in that he engrosses all the wealth produced by the people under his control.

In such a country the killing of a landlord is the killing of a tyrant in the eyes of many of the people, and, therefore, the slayer in such a case may be esteemed a hero. But, in this country, conditions are vastly different. Here the land is not owned by a few, but by the many. Here the man who owns his home, however humble, is a sort of sovereign or lord. He may have to work for a living, but he is no slave, and when he retires to his "castle," the term with which the law dignifies his home, he is fortified against all exactions save those of violated law.

In the United States there are, or were in 1890, the large number of 11,483,318 families of about five persons. It may be confidently allowed that one-half of these families live in homes which they own, and we do not believe that it will be improper to estimate that two-thirds of these families reside in homes of their own. Land-owners, and particularly home-owners, are never anarchists or nihilists. The family is the foundation of society; the home is the nursery of patriotism, and property is the anchor of public order.

The man who has something to lose by disturbance and revolution is in favor of peace and order. It is only the one who has nothing at stake who hopes for gain or advantage from violence, conflagration and general bloodshed.

Anarchism is as much the foe to the workingman who has a family and who owns a little home as it is to the capitalist who operates railways and factories. Every possible exertion should be made by citizens to own their homes, and every reasonable encouragement and protection should be given them by the laws. It is home-owning that is the anchor of our social order.

## A FILTHY FASHION.

That is just what it is, a filthy fashion. It surpasses mere untidiness and reaches the low grade of filthiness, this fashion of trailing dress skirts through the streets. A trailing skirt in the parlor is a graceful acquisition to woman's attire. But a trail on the street, dragging through mud, tobacco juice and animal filth, is an abominable, disgusting sight. And the woman who mops the sidewalks with her skirts for the sake of following an idiotic whim of fashion, may herself be marked as having a vacuum in her character.

Next to good health the possession of plain, common sense is the greatest blessing one can enjoy. Common sense and good reason are synonymous terms. And reason dictates that the walking skirts, to be neat and of a style becoming the true lady, should be short enough to escape the untidy accumulation of the street. It is disappointing, in this day of woman's intellectual advancement and wonderful achievement, that so senseless and untidy a fashion as street trains should have so many followers.

## CHATTEL MORTGAGES.

Written for the Tradesman.

The chattel mortgage is a very common instrument in the world of traffic, yet many simple questions relating to it are asked by business men everywhere. There are many faithless ones who shake their heads in doubt at the very mention of a chattel mortgage. They seem to entertain the idea that a chattel mortgage is only a sort of legal bluff, and, like some of the old tax titles, will not hold water when put to the test.

The other day a grocer in this city was tendered a note secured by chattel mortgage in payment of an old account. The grocer would not decide until he took some counsel on the subject. He wanted to know whether a chattel mortgage note was a negotiable note, and whether his debtor would become liable as indorser, in assigning the mortgage over to him. Another merchant holds an overdue chattel mortgage on a span of horses and two cows, and wants to know how to proceed to foreclose it. In a village not far from Grand Rapids, a broom-maker, having a small stock of brooms already mortgaged, solicited credit of one of the village grocers, and proposed to execute a chattel mortgage on the future product of his factory as security for the same. The grocer, anxious to push business, wants to know if this would be all right.

The above is a fair sample of the many questions which daily present themselves to men of business—questions which, of course, appear very simple to the law student or the man of leisure with a law library at his command.

A chattel mortgage is a conveyance or sale of goods, to become an absolute interest if not redeemed at a certain time. The execution and registration is a substitute for a delivery of the chattels, when they can be specified and identified by a

written discription. At common law, the same rules are generally applied, as to delivery of possession, which regulate sales of the same class of property. There can be no valid sale of personal property without actual delivery of possession; but in the case of a chattel mortgage, the statute has provided a substitute, which is the act of registration. Our statute provides that, "if not accompanied by delivery of the property mortgaged, the mortgage, or a copy thereof, must be recorded in the office of the clerk of the city or town where the mortgagor resides; or, if he is a non-resident, where the property is; and before the expiration of each year, the mortgagee must file an affidavit setting forth his interest in the property."

There is no prescribed form for a chattel mortgage. Any instrument will answer the purpose which would suffice as a bill of sale of the property, and which contains, in addition to the words of sale and transfer, a clause providing for the avoidance of it when the debt is paid. The vital principle of a chattel mortgage is the recording of it, which should always be done precisely as required by the statute. Statutory provisions vary in the different states, but that of our own State is made so plain that further comment is unnecessary. It used to be thought that a chattel mortgage might be made to cover property subsequently acquired by the mortgagor; but it has been held that such a clause has no effect, because no man can make a mortgage of property which he does not own at the time. So, where a dealer in dry goods mortgaged all his stock to secure a creditor, and provided in the mortgage that it should operate upon all goods and merchandise subsequently acquired by him, it was held to be inoperative for the reasons above given.

Great care should be exercised in describing the property. In all cases it should be made full and clear, either in the body of the instrument, or in a schedule annexed and made a part thereof by reference. Any property may be included which is incidental to a present ownership of that to which it must become annexed, as wool on sheep owned by the mortgagor. A provision in a mortgage, intended to cover property which shall be afterwards acquired, may operate between the parties as an agreement to be executed, under which the mortgagee would have a right to take possession at such subsequent time as it should be acquired by the mortgagor, and he might then hold it, either as a mortgage or as a pledge.

From the above ruling, it will readily be seen that the broommaker's proposed mortgage would operate simply as an agreement between him and the grocer, attaching no lien upon the forthcoming goods to the detriment of third parties, and simply giving the grocer the right to hold the goods after they are brought into existence, and in the absence of paramount liens, as a mortgage or as a pledge.

Addition of labor and materials to the mortgaged property, by the mortgagor, after the mortgage, and while it remains in his possession, will not divest the title of the mortgagee; but, if the goods are substantially unchanged in character, the benefit of such additions will accrue to the mortgagee.

A chattel mortgage, accompanying a promisory note as security, does not, in

the least, impair the negotiability of the note; and does not affect any of the rules which govern it. It should be remembered that the note is the evidence of the debt, and that the payment of the mortgage does not discharge the debt—it simply discharges the security. The note being negotiable, should always carry with it a proper assignment of the mortgage.

Our statutes are silent as to the foreclosing of chattel mortgages. Each mortgage should contain provisions as to its own foreclosure; and such provisions will be carried into effect.

A chattel mortgage properly drawn, executed and recorded is a good, reliable security. The mortgagee's interests are guarded at every point. The instrument itself, according to the usual form, transfers and conveys a certain controlling interest in the property over to the mortgagee, and, although possession remains with the mortgagor, he has the right of access to the property at any time, and may remove and possess the same whenever he deems it necessary for its safe keeping and preservation.

In addition to this, our statutes provide for the safe keeping of personal property under chattel mortgage by making it a felony on the part of any mortgagor, punishable by imprisonment in the State prison not more than two years, or by a fine not more than \$250, or by imprisonment in the county jail not more than six months, if he shall fraudulently embezzle, remove, conceal or dispose of any such goods or chattels, mortgaged or conveyed as aforesaid, with intent to injure or defraud the mortgagee or assignee of said mortgage or conveyance, which shall be of the value of \$25 or more.

Not only the mortgagor, but any other person who does likewise, knowing the goods to be mortgaged, is also guilty of felony and subject to like penalties. If the goods so embezzled are of a less value than \$25, it is made a misdemeanor, in either case punishable by fine not exceeding \$100, or imprisonment in the county jail not exceeding three months, in the discretion of the court.

A chattel mortgage will be good between the parties without change or filing; but if there is neither filing or change of possession, it will be void as to third parties, except as to assignees for the benefit of creditors, and creditors not injured.

It has been held by our Supreme Court that antedating a chattel mortgage will not invalidate it if placed on file when delivered; and the same court has also ruled that a chattel mortgage should not be taken from the files.

In foreclosing a chattel mortgage, the power of sale must be strictly pursued and fairly executed; and the mortgagee, at any sale of property upon foreclosure of such mortgage, or his assignee or legal representative, may fairly and in good faith, purchase the property so offered for sale, or any part thereof.

E. A. OWEN.

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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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Meetings for 1892—Marquette, Aug. 31; Lansing, November 1.

**Michigan State Pharmaceutical Ass'n.**

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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.

**The Deterioration of Druggists' Rubber Goods.**

It has happened to every retailer of rubber goods, no doubt, that some of his best lines, whether in cases or unpacked, have at times rapidly deteriorated. As a rule, this deterioration takes the form of a series of fine surface cracks that show to the experienced rubberman that life has departed. When a great variety of goods are carried it is practically impossible for the retailer to decide upon the cause of this trouble. As he is usually a man who understands the rubber business only as a handler of the finished goods, he is at a loss at the outset for some of the most necessary data, and is ready to believe the plausible explanation of the first commercial traveler who happens in. Suppose the goods that have "gone back" be stationers' bands. They may have been burned in the vulcanization, which means a greatly shortened life. This state of affairs could be distinguished by the expert by the sense of smell, as over-cured rubber has a faint, burned molasses odor, or he might have suspected it when he saw that there was no bloom. Just here it should be said that sulphur-cured goods in sundries should "bloom," as an evidence of their integrity. Goods, however, that are cured by sulphides may be of the very best quality and never show a trace of bloom.

Another cause of the deterioration in fine goods is exposure to warm dry air. The owner of a large rubber store, and one who has unusual chances for observation, noted that several shelves containing boxes of rubber bands were apt to hold damaged goods, while others universally held perfect goods. A brief investigation disclosed the fact that back of the shelves that held the poor bands was a hot-air pipe, and that the conditions were such that the goods could not help oxidizing. The result was that all the bands were removed to a cool, dark place, and there was no more trouble. As an advertisement an enterprising stationer filled the whole of his window with bands in bulk and sold lots of them. Those that went out in boxes were all right, while those that he sold from his pile in the window were the cause of endless complaints. The trouble was, the sun shone in on the bands and destroyed their life. It is an old story with rubber manufacturers that while a little sunlight is an excellent thing for bleaching and softening goods, too much of it will spoil them.

A manufacturer in New York who makes a line of surgical goods has adopted the practice of placing such articles as catheters and small tubes in water, and he claims from this method very good results. It would seem that as the natural home of caoutchouc was in places of excessive moisture, first principles would consign its manufactures to its original element. But this theory finds few champions. To immerse rubber goods in water would require the Croton reservoir for those kept in New York alone. Opposed to this theory is the practice among manufacturers of drying out their rubber.

For a long time many dealers in drug-

gists' sundries adopted the practice of keeping their goods in air-tight tin boxes, but among experts this method is considered illusive, and it has fallen into almost general disuse. Well-informed rubbermen, and among them are manufacturers who place some of the best goods on the market, discard this theory. Another set of theorists, especially in Europe, maintain that a process of dipping vulcanized articles in a bath of paraffin heated to 212 degrees F., and then stretching them in a very hot room, is productive of excellent results. Also that a varnish of paraffin will preserve goods to be carried in stock. This method has obtained credence in one of the leading scientific journals of America. Paraffin mixed with unvulcanized rubber will destroy the latter in a short time, and it is very problematical whether it would not have the same effect on vulcanized goods. Certain it is that this method is not practiced in America, and if it is in Germany it is yet to become generally known.

Exposure to the air is not considered by practical men as detrimental; indeed, it is favored by some of them. They maintain that preservation is a matter of vulcanization, and that alone. English scientists say, however, that air deteriorates rubber, owing to its oxygenating influence. Possibly there may be a difference in climate which may account for this discrepancy in views. In support of this latter theory it is known that a jet of oxygen turned on a rubber ball will cause it to become sticky, then rough, and finally eat a hole in it. In this view of the case, the purer the air the more deleterious its effects. Amid all these theories the prime fact remains that the best preservative of rubber goods in this climate is its proper vulcanization. If an error is made in this regard rubber goods will not last long.

This difference in vulcanization makes the life or quick decay of the goods. Almost every household has syringes and other articles which are left around without care, and if they come from some manufacturers they seem never to wear out. A bulb was shown recently in one of our manufactories that happened to be stamped with the date of manufacture, nine years before. Bands have been found on papers known to have been put away as long ago as that, and in both instances a large degree of elasticity was preserved. Both of these cases had for their illustration rubber cured with sulphuret of antimony, but good articles cured with sulphur as made by our leading manufacturers fall only a little behind this mark.

As a rule, grease or oils have a deleterious effect upon rubber, causing it to sponge. The English, however, say if the oil is sufficient to exclude the air it is a benefit. Again, the matter of climate is a factor in this regard.

Hard rubber lasts a wonderful length of time, being practically indestructible with ordinary use. Exposed to sunlight goods will look shopworn in appearance, and that is all. The conclusion arrived at in the preservation of druggists' sundries is that goods properly cured will last for years without any extraordinary care; improperly vulcanized and adulterated, any care of them is only a makeshift to preserve them until they find a buyer.

I. A. SHERMAN.

**Writing With the Left Hand.**

Correspondence St. Louis Globe-Democrat.

The number of men who can write legibly with the left hand is very small in this country, where the faculty of being ambidexterous is not appreciated at its full worth. Sir Edwin Arnold remarked while in St. Louis that in Japan every child is taught to write with either and both hands, and he hinted that this is not the only evidence of sound common sense he met with while in the kingdom of the Mikado. I learned to write with my left hand some years ago, in consequence of the impression created in my mind by reading the arguments of Charles Reade on the subject, and now I change my pen from hand to hand on the first impression of weariness.

There have been many remedies suggested for what is known as writers' cramp, and many writers alternate be-

tween the pen and the typewriter, but the simplest plan of all is to acquire the art of writing with either hand and change from one to the other on the first suspicion of fatigue.

**He Knew His Wife.**

Clerk—There are two kinds of cloth to match the shade of this sample you have, sir; one is much more expensive than the other. Have you any idea which your wife prefers?

Customer—Oh, yes! She wants the one that costs the most.

**The Drug Market.**

Carbolic Acid—Firm at the recent advance.

German Benzoic Acid—Tending higher. Assafoetida—Will be lower, recent large arrivals having had a weakening effect.

Opium—Weak but unchanged. Quinine—Dull and depressed.

Gum Kino—Again advanced and will be still higher.

Elm Bark—Scarce and high. The season has been unfavorable for gathering.

Olive Oil—Malaga, both green and yellow, have declined.

Oil Orange—Lower.

Jalap Root—Scarce and has been advanced by the principal holders.

Seidlitz Mixtures—Lower.

**CINSENG ROOT.**

We pay the highest price for it. Address

**PECK BROS., Wholesale Druggists  
GRAND RAPIDS**



When "old Sol" makes all things sizzle,  
Drink Hires' Root Beer.

When dull care makes life a fizzle,  
Drink Hires' Root Beer.

When you feel a little dry,  
When you're cross, and don't know why  
When with thirst the children cry,  
There's a sweet relief to try—  
Drink Hires' Root Beer.

A 25 cent Package makes five gallons.

**MICHIGAN MINING SCHOOL.**

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

**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.,**

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*You can take your choice*  
OF TWO OF THE

**Best Flat Opening Blank Books**

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

**GRAND RAPIDS BOOK BINDING CO.,**

29-31 Canal St.,

Grand Rapids, Mich.

Wholesale Price Current.

Advanced—Elm bark, elm bark ground and po., gum kino, jalap. Declined—Oil orange, olive oil Malaga, seidlitz mixture.

Table of Wholesale Price Current listing various goods and their prices. Columns include item names (e.g., ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, OLEUM) and prices.

Table of Wholesale Price Current listing various goods and their prices. Columns include item names (e.g., Morphia, S. P. & W., C. Co., Moschus Canton, Myristica, Nux Vomica, Os. Sepia, Pepsin Saac, H. & P. D., Picis Liq., Pili Hydrarg., Piper Nigra, Piper Alba, Pili Burgun, Plumbi Acet., Pulvis Ipecac et opil., Pyrethrum, Saccharum Lactis, Salacin, Sanguis Draconis, Sapo, W., Zinc Sulph., Lindseed, Neat's Foot, Spirits Turpentine, PAINTS, VARNISHES, OILS) and prices.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS CHEMICALS AND PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

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

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

Grocery Price Current.

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

Table with columns for AXLE GREASE, BAKING POWDER, and Dr. Price's. Lists various brands and prices per unit.



Table listing various household items like Red Star, Telfer's, English, Bristol, Domestic, etc., with prices.

Table for CANNED GOODS, including Fish, Clams, Chowder, Oysters, Lobsters, Mackerel, Mustard, etc.

Table for FISH, including Pollock, Herring, Mackerel, Sardines, etc.

Table for FRUITS, including Apples, Apricots, Blackberries, Cherries, etc.

Table for Gages, including Erie, California, Common, Pie, Maxwell, etc.

Table for PEARS, including Domestic, Riverside, Common, etc.

Table for MEATS, including Corned beef, Roast beef, Potted ham, etc.

Table for BEANS, including Hamburg stringless, French style, Lima, etc.

Table for PEAS, including Hamburg marrofat, Champion Eng., etc.

Table for TOMATOES, including Excelsior, Hamburg, Gallon, etc.

Table for CHOCOLATE-BAKER'S, including German Sweet, Premium, Pure, etc.

Table for CHEESE, including Amboy, Acme, Riverside, Gold Medal, etc.

Table for COFFEE, including Green Rio, Santos, Mexican and Guatemala, etc.

Table for JAVA, including Interior, Private Growth, Mandehling, etc.

Table for MOCHA, including Imitation, Arabian, etc.

Table for ROASTED COFFEE, including Arbuckle's Ariosa, McLaughlin's XXXX, etc.

Table for EXTRACT, including Valley City, Hummel's foil, etc.

Table for CHICORY, including Bulk, Red, etc.

Table for CLOTHES LINES, including Cotton, Jute, etc.

Table for COUPON BOOKS, including '1', '5', 'Superior', 'Universal'.

Table for COUPON PASS BOOKS, including 'One Cent', 'Universal', etc.

Table for CONDENSED MILK, including Eagle, Crown, Genuine Swiss, etc.

Table for CRACKERS, including Seymour XXX, Family XXX, etc.

Table for SODA, including Soda, City, Soda, Duchess, etc.

Table for DRIED FRUITS, including Domestic, Sundried, Evaporated, etc.

Table for PEACHES, including California in bags, Evaporated in boxes, etc.

Table for PRUNELLES, including In barrels, 50 lb. boxes, etc.

Table for FOREIGN CURRANTS, including Patras, Citron, etc.

Table for RAISINS, including London layers, Loose Muscatels, etc.

Table for ENVELOPES, including XX rag, white, No. 1, 2, etc.

Table for FARINACEOUS GOODS, including Farina, Hominy, Barrels, etc.

Table for PEAS, including Green, Split, German, East India, etc.

Table for FISH-SALT, including Bloaters, Cod, Pollock, etc.

Table for MACKEREL, including No. 1, 2, 40 lbs., etc.

Table for SARDINES, including No. 1, 2, 40 lbs., etc.

Table for WHITEFISH, including No. 1, 2, 40 lbs., etc.

Table for GUN POWDER, including Madras, S. F., etc.

Table for HERBS, including Sage, Hops, etc.

Table for LICORICE, including Pure, Calabria, Sicily, etc.

Table for MATCHES, including No. 9 sulphur, Anchor parlor, etc.

Table for MINCE MEAT, including 3 or 6 doz. in case per doz., etc.

Table for MEASURES, including Tin, per dozen, 1 gallon, etc.

Table for MOLASSES, including Sugar house, Cuba Baking, etc.

Table for ROOT BEER, including Williams, per doz., 3 doz. case, etc.

Table for RICE, including Domestic, Carolina head, etc.

Table for SPICES, including Allspice, Cassia, Saigon, etc.

Table for PURE GROUND IN BULK, including Allspice, Cassia, Saigon, etc.

Table for SAL SODA, including Kegs, Granulated, etc.

Table for SEEDS, including Anise, Canary, Caraway, etc.

Table for STARCH, including 20-lb. boxes, 40-lb., etc.

Table for CORN, including 1-lb. packages, 3-lb., etc.

Table for SNUFF, including Scotch, in bladders, Maccoboy, etc.

Table for SODA, including 100 3-lb. sacks, 60 5-lb., etc.

Table for SALT, including 100 3-lb. sacks, 60 5-lb., etc.

<p><b>SALERATUS.</b> Packed 60 lbs. in box. Church's ..... \$3 30 DeLand's ..... 3 15 Dwight's ..... 3 30 Taylor's ..... 3 00</p> <p><b>SOAP.</b> <b>LAUNDRY.</b> Allen B. Wrisley's Brands. Old Country, 80 1-lb. .... 3 20 Good Cheer, 60 1 lb. .... 3 90 White Borax, 100 ¾-lb. .... 3 60 Proctor &amp; Gamble. Concord ..... 2 80 Ivory, 10 oz. .... 6 75 " 6 oz. .... 4 00 Lenox ..... 3 65 Mottled German ..... 3 15 Town Talk ..... 3 00</p> <p><b>SCOURING AND POLISHING.</b> Sapolio, kitchen, 3 doz. .... 2 50 " hand, 3 doz. .... 2 50</p> <p><b>SUGAR.</b> Cut Loaf ..... @ 5% Cubes ..... @ 5 Powdered XXXX ..... @ 5% " Standard ..... @ 5% Granulated ..... 4.50 @ 4% Confectioners' A ..... 4.44 @ 4% Soft A ..... @ 4.31 White Extra C ..... @ 4% Extra C ..... @ 4 C ..... @ 3% Golden ..... @ 3% Yellow ..... @ 3% Less than bbls. ¼c advance</p> <p><b>SYRUPS.</b> <b>Corn.</b> Barrels ..... 24 Half bbls. .... 26 <b>Pure Cane.</b> Fair ..... 19 Good ..... 25 Choice ..... 30</p> <p><b>SWEET GOODS.</b> Ginger Snaps ..... 8 Sugar Creams ..... 8 Frosted Creams ..... 9 Graham Crackers ..... 8% Oatmeal Crackers ..... 8% <b>TEAS.</b> <b>JAPAN—Regular.</b> Fair ..... @17 Good ..... @20 Choice ..... @24 Choicest ..... @24 Dust ..... @12</p> <p><b>SUN CURED.</b> Fair ..... @17 Good ..... @20 Choice ..... @24</p>	<p>Choicest ..... 32 @34 Dust ..... 10 @12</p> <p><b>BASKET FIRED.</b> Fair ..... 18 @20 Choicest ..... 25 @25 Extra choice, wire leaf ..... 25 @40</p> <p><b>GUNPOWDER.</b> Common to fair ..... 25 @35 Extra fine to finest ..... 50 @65 Choicest fancy ..... 75 @85</p> <p><b>OOLONG.</b> Common to fair ..... 23 @30</p> <p><b>IMPERIAL.</b> Common to fair ..... 23 @26 Superior to fine ..... 30 @35</p> <p><b>YOUNG HYSOON.</b> Common to fair ..... 18 @26 Superior to fine ..... 30 @40</p> <p><b>ENGLISH BREAKFAST.</b> Fair ..... 18 @22 Choicest ..... 24 @28 Best ..... 40 @50</p> <p><b>TOBACCOS.</b> <b>Fine Cut.</b> Palls unless otherwise noted Hiawatha ..... 60 Sweet Cuba ..... 34 McGinty ..... 24 " ½ bbls. .... 22 Valley City ..... 32 Dandy Jim ..... 27 Torpedo ..... 20 " in drums ..... 19 Yum Yum ..... 26</p> <p><b>Plug.</b> Sorg's Brands. Spearhead ..... 38 Joker ..... 32 Nobby Twist ..... 39 Oh My ..... 29</p> <p><b>Scotten's Brands.</b> Kylo ..... 22 Hiawatha ..... 38 Valley City ..... 34</p> <p><b>Finzer's Brands.</b> Old Honesty ..... 40 Jolly Tar ..... 32</p> <p><b>Middleton's Brands.</b> Here It Is ..... 28 Old Style ..... 31 Jas. G. Butler &amp; Co.'s Brands. Something Good ..... 38 Toss Up ..... 26 Out of Sight ..... 26</p> <p><b>Private Brands.</b> Sweet Maple ..... 30 L. &amp; W. .... 26</p> <p><b>Smoking.</b> Boss ..... 12% Colonel's Choice ..... 13</p>	<p>Warpath ..... 14 Banner ..... 15 King Bee ..... 20 Kiln Dried ..... 17 Nigger Head ..... 23 Honey Dew ..... 24 Gold Block ..... 28 Peerless ..... 24 Rob Roy ..... 24 Uncle Sam ..... 28 Tom and Jerry ..... 25 Brier Pipe ..... 30 Yum Yum ..... 32 Red Clover ..... 32 Navy ..... 32 Handmade ..... 40 Prog ..... 33</p> <p><b>WASHBOARDS.</b> <b>Single</b> Wilson ..... \$2 00 Saginaw ..... 1 75 Rival ..... 1 40 Daisy ..... 1 00 Langtry ..... 1 10 Defiance ..... 1 075</p> <p><b>Double.</b> Wilson ..... 2 50 Saginaw ..... 2 25 Rival ..... 1 80 Defiance ..... 2 00 Crescent ..... 2 69 Red Star ..... 2 75 Shamrock ..... 2 50 Ivy Leaf ..... 2 25</p> <p><b>VINEGAR.</b> 40 gr. .... 7 50 gr. .... 8 \$1 for barrel. <b>WET MUSTARD.</b> Bulk, per gal ..... 30 Beer mug, 2 doz in case ..... 1 75</p> <p><b>YEAST</b> Magic, per box ..... 1 00 Warner's ..... 1 00 Yeast Foam, per box ..... 1 00</p>	<p><b>GRAINS and FEEDSTUFFS</b> <b>WHEAT.</b> No. 1 White (58 lb. test) ..... 72 No. 1 Red (60 lb. test) ..... 72</p> <p><b>MEAL.</b> Boiled ..... 1 30 Granulated ..... 1 50</p> <p><b>FLOUR.</b> Straight, in sacks ..... 4 40 " barrels ..... 4 50 Patent " sacks ..... 5 40 " barrels ..... 5 50 Graham " sacks ..... 2 10 Rye " sacks ..... 2 40</p> <p><b>MILLSTUFFS.</b> <b>Car lots</b> quantity Brab ..... \$14 50 Screenings ..... 14 50 Middlings ..... 15 50 Mixed Feed ..... 20 00 Coarse meal ..... 20 00 <b>CORN.</b> Car lots ..... 53 Less than car lots ..... 55</p> <p><b>OATS.</b> Car lots ..... 39 Less than car lots ..... 41</p> <p><b>HAY.</b> No. 1 Timothy, car lots ..... 13 50 No. 1 " ton lots ..... 15 00</p> <p><b>OILS.</b> The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids: Eocene ..... 9 Water White, old test. @ 8% W. W. Headlight, 156" @ 7% Water White ..... @ 7 Naphtha ..... @ 7 Solve Gasoline ..... @ 7% Cylinder ..... @ 36 Engine ..... @ 13 Black, 25 to 30 deg ..... @ 7%</p> <p><b>FRESH MEATS.</b> Swift &amp; Company quote as fol- lows: Beef, carcass ..... 5 @ 6 " hind quarters ..... 6 ½ @ 7 " fore " ..... 3 @ 3 ½ " loins, No. 3 ..... 9 @ 9 ½ " ribs ..... 7 @ 8 " rounds ..... 5 @ 5 ½ Bologna ..... @ 4 ½ Pork loins ..... @ 9 ½ " shoulders ..... @ 7 ½ Sausage, blood or head @ 4 ½ " liver ..... @ 4 ½ " Frankfort ..... @ 7 Mutton ..... 7 @ 8 Veal ..... 6 @ 6 ½</p>	<p><b>HIDES, PELTS and FURS</b> Perkins &amp; Hess pay as fol lows, prices nominal: <b>HIDES.</b> Green ..... 2 ¼ @ 3 ¼ Part Cured ..... @ 3 ¼ Full " ..... @ 3 ¼ Dry " ..... 5 @ 5 Kips, green ..... 2 ¼ @ 3 ¼ " cured ..... @ 4 ¼ Calfskins, green ..... 4 @ 5 " cured ..... @ 6 ½ Deaconskins ..... 10 @ 30 No. 2 hides ½ off.</p> <p><b>PELTs</b> Shearlings ..... 10 @ 25 Lambs ..... 20 @ 50</p> <p><b>WOOL.</b> Washed ..... 20 @ 25 Unwashed ..... 10 @ 20</p> <p><b>MISCELLANEOUS.</b> Tallow ..... 3 ¼ @ 3 ¾ Grease butter ..... 1 @ 2 Switches ..... 1 ¼ @ 2 Ginseng ..... 2 00 @ 2 50</p> <p><b>POULTRY.</b> Local dealers pay as follows: <b>DRESSED.</b> Fowl ..... 9 @ 10 Turkeys ..... 10 @ 11 Ducks ..... 10 @ 11</p> <p><b>LIVE.</b> Chickens ..... 12 @ 13 Fowls ..... 8 @ 9 Turkeys ..... 9 @ 10 Spring Duck ..... 10 @ 11</p> <p><b>FISH and OYSTERS.</b> F. J. Dettenthaler quotes as follows <b>FRESH FISH.</b> Whitefish ..... 7 @ 8 Trout ..... 7 @ 8 Halibut ..... @ 15 Cliscoes or Herring ..... 5 @ 6 Bluefish ..... 11 @ 12 Fresh lobster, per lb. .... 21 Soft crabs, per doz. .... 1 00 Shrimp, per gal. .... 1 25 Cod ..... 10 @ 12 No. 1 Pickerel ..... @ 8 Pike ..... @ 7 Smoked White ..... @ 7</p> <p><b>OYSTERS—CANS.</b> Fairhaven Counts ..... @ 40</p> <p><b>SHELL GOODS.</b> Oysters, per 100 ..... 1 25 @ 1 50 Clams. " ..... 1 00 @ 1 25</p>	<p><b>PAPER &amp; WOODENWARE</b> <b>PAPER.</b> Straw ..... 1 ¼ Rockfalls ..... 1 ½ Rag sugar ..... 2 ¼ Hardware ..... 2 ¼ Bakers ..... 2 ¼ Dry Goods ..... 5 @ 5 Jute Manila ..... @ 5 ¼ Red Express No. 1 ..... 5 ¼ " No. 2 ..... 4 ¼</p> <p><b>TWINES.</b> 48 Cotton ..... 10 Cotton, No. 1 ..... 17 " 2 ..... 16 Sea Island, assorted ..... 30 No. 5 Hemp ..... 15 No. 6 " ..... 15</p> <p><b>WOODENWARE.</b> Tubs, No. 1 ..... 7 00 " No. 2 ..... 6 00 " No. 3 ..... 5 00 Pails, No. 1, two-hoop ..... 1 35 " No. 1, three-hoop ..... 1 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</p> <p>Baskets, market ..... 35 " shipping bushel ..... 1 25 " full hoop " ..... 1 35 " willow ch'ns, No. 1 ..... 5 75 " " No. 2 ..... 6 25 " " No. 3 ..... 7 25 " splint " No. 1 ..... 3 80 " " No. 2 ..... 4 25 " " No. 3 ..... 5 00</p> <p><b>INDURATED WARE.</b> Pails ..... 4 05 Tubs, ¼ doz. .... 4 55</p>
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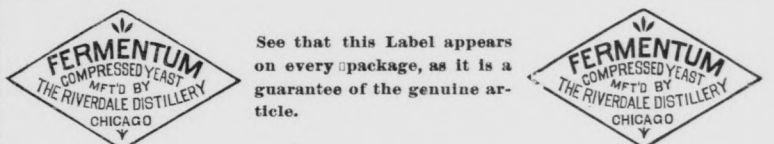
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W. T. LAMOREAUX CO.,  
128, 130 and 132 W. Bridge St., GRAND RAPIDS, MICH.

For Bakings of All Kinds Use  
**Fleischmann & Co.'s**  
Unrivaled Compressed Yeast.

**SUPPLIED**  
**FRESH DAILY**  
To Grocers Everywhere.

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

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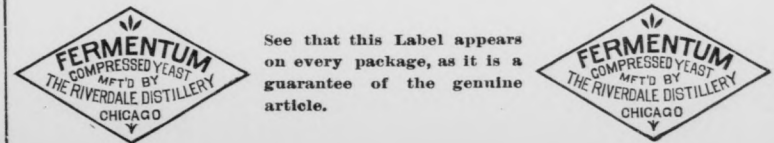


See that this Label appears  
on every package, as it is a  
guarantee of the genuine ar-  
ticle.

**FERMENTUM**  
THE ONLY RELIABLE  
**COMPRESSED YEAST**

Sold in this market for the past Fifteen Years.  
Far Superior to any other.  
Correspondence or Sample Order Solicited.  
Endorsed Wherever Used.

**L. WINTERNITZ,** State Agent, Grand Rapids, Mich.  
Telephone 566. 106 Kent St.



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

GAMBLING--COMMERCIAL AND OTHERWISE.

Written for THE TRADESMAN. The first thing to do is to define the term. There are as varied opinions as to what constitutes gambling as there are concerning the nature of true happiness.

Gambling is always speculation, but speculation is not always gambling. The difference consists not so much in the element of chance that both contain as in the motive and intention of the parties to each transaction.

There is hardly any business in which capital is used, except manufacturing circus lemonade, which is not, to some extent, affected by circumstances that no ordinary foresight can control, and is, therefore, in a certain sense speculation.

The difficulty in correctly defining gambling lies mostly in the loose notions men have on the subject, and the way it affects number one. One naturally hesitates to accept theories on questions of morals that will not harmonize with the ruling desire of one's heart.

A man who buys any article of commerce, or property of any kind, real or personal, receives the same and pays present value is an honest speculator even if he afterwards sells at a large advance.

If this premise be true, no organization called an exchange, though incorporated by law, and including in its membership men of spotless reputation, can elevate transactions of this nature to the dignity of honest speculation.

The question of what is gambling in any given case cannot be well determined without two most important moral search lights. One is a clear head, and the other a clean conscience. If the aid of neither is invoked, or is unheeded, the result is moral chaos on that subject.

most always succeeds in procuring witnesses who will swear an alibi.

A bet on a horse race is to-day a thing of the past, and is not tolerated on our moral speeding tracks. Instead, ladies and those quite otherwise, gentlemen and blackguards, the solid merchant and the flashy sport—all crowd to the pool room and buy privileges, which is claimed to be as legitimate as buying tickets to a concert.

Lotteries are, theoretically, wrong and demoralizing. By both national and state law they are forbidden or discounted. Yet every day schemes are put forth by manufacturers to sell their goods that are in plain violation of such statutes. From wholesaler and jobber to the small retail dealer, the element of chance has eliminated the true commercial ethics that concern quality and value.

This modern practice of stimulating trade, with others equally objectionable, will, in the end, bring fair commercial dealing into disrepute. It is not the one who keeps the best of stocks and sells at fair rates who will draw the most trade, but he who will show up the most plausible scheme to tempt the cupidity of purchasers.

As to gambling for money, that has, in general, little or none of the elements of chance. It is nothing but robbery by first intention on the part of the party of the first part who proposes the game.

The effort put forth is so small, and the result so sure, that it hardly entitles the process to be called a game. A lion and a kid rightly symbolize, for the most part, such festive transactions. Whoever accepts a challenge to play only confirms the well-known doctrine of predestination and foreordination that get in their work just as well on doubters as believers.

The moral to be derived from this discussion is, that it is always wise to let well enough alone and follow the path that has been endorsed by experience—sensible to decide moral questions by the promptings of an unbiased conscience, and safe to learn every scheme of chance to be picked up by some other fellow.

If the devil had to stay outside of the church he would soon give up discouraged.

Crockery & Glassware

Table listing various items like Pints, Quarts, Half Gallons, Caps, Rubbers, LAMP BURNERS, LAMP CHIMNEYS, LAMP WICKS, STONWARE, and Milk Pans with their respective prices.

PRODUCE MARKET.

Apples—Red Astricans and Harvest apples from Ohio command \$3.50 per bbl. Beans—Dry stock is in small supply and active demand. Butter—The market is a little stronger, jobbers now paying 13¢@14¢ and holding at 15¢@16¢.

PROVISIONS.

Table listing various provisions like PORK IN BARRELS, Mess, new, Short cut, Extra clear pig, short cut, etc., with prices.

Table listing SAUSAGE—Fresh and Smoked, including items like Pork Sausage, Ham Sausage, Tongue Sausage, etc.

Table listing LARD, including items like Kettle Rendered, Granger, Family, Compound, etc.

Table listing BEEF IN BARRELS, including items like Extra Mess, warranted 200 lbs., etc.

Table listing SMOKED MEATS—Canned or Plain, including items like Hams, average 20 lbs., etc.

CANDIES, FRUITS and NUTS.

Table listing The Putnam Candy Co. quotes as follows: STICK CANDY, Full Weight, Bbls, Palls, etc.

Table listing MIXED CANDY, Full Weight, Bbls, Palls, including items like Standard, Leader, Royal, etc.

Table listing FANCY—in bulk, Full Weight, Palls, including items like Lozenges, plain, printed, etc.

Table listing FANCY—in 5 lb. boxes, Per Box, including items like Lemon Drops, Sour Drops, etc.

Table listing CARAMELS, including items like No. 1, wrapped, 2 lb. boxes, etc.

Table listing BANANAS, including items like Small, Medium, Large, etc.

Table listing ORANGES, including items like Californias, 96, 126, 150, etc.

Table listing LEMONS, including items like Messina, choice, 360, etc.

Table listing OTHER FOREIGN FRUITS, including items like Figs, fancy layers, 6lb, etc.

Table listing NUTS, including items like Almonds, Tarragona, Ivaca, etc.

Table listing PEANUTS, including items like Fancy, H. P., Suns, Roasted, etc.



SIT DOWN AND READ.

Written for THE TRADESMAN.

I am aware that the essayist who takes up his pen in support of the precept which stands at the head of this article courts the anger of the gods who preside over the destinies of the average grocer in these hurly-burly times. To be mistaken for an escaped lunatic, all one has to do is to step into a grocery store and inform the grocer that his interests would be better guarded and his chances for success very much improved, were he to sit down and read during a portion of the time not required for sleep and recreation. I say "recreation," for it is a mistaken idea that the close application and concentration of mind required to read understandingly is a means of recreation; indeed, to read with a clear conception of the subject matter, mastering it so thoroughly that the reader can at once make an application of the knowledge acquired for profit or self-improvement, tends to exhaust, rather than re-create, the tissues of the brain.

I will venture the statement—and I appeal to any ordinarily active business man of middle age to corroborate it—that one hour devoted to such reading (and all other reading is a foolish waste of time) is more fatiguing than a half day's work behind the counter. A business man in active life has no time to squander in reading that which will not make him a better man or help him in his business. It is just as imperative that he devote a portion of his time to reading as it is to any other detail of his business. Present trade conditions make it necessary that he keep himself posted on all matters pertaining to his business, and, therefore, the first demand on his reading time should be for such information. Next to making his business a success, as a means of self-support, he should make a success of himself as a free and enlightened citizen of a free and independent republic. This means that he must keep himself fairly well posted on public affairs. He may fill his cranium full of turf lore and become learned in the biographies of all the sporting champions of the world; but, if he neglect to post himself on the governmental affairs of his country, he should not be entrusted with the sacred right of franchise.

The matter-of-fact man of business certainly has no time to meddle with the time-honored privileges of boarding house schoolgirls and spider-legged summer hotel dudes by reading fiction and chasing after butterflies, but he should find time to qualify himself as a safe and competent manager of his own business and as a citizen of the commonwealth. If the mere taking of a paper, or a half dozen of them, would produce the much desired effect, the average American retailer would be the best posted business man in the world, for his proverbial characteristic of extravagance does not manifest itself in any more observable way than in the number and variety of periodical publications which he takes. No wonder he cannot find time to read one-half of the papers he takes; and were he to take the time, he would ruin his business and make a mental wreck of himself. Some business men remind me of the man who was earnestly requested to accept a little *sprig chicken*. He said that he had no use for it; that he was already so overstocked with *crow* that he couldn't find time to eat half of it. It is to be regret-

ted that some men do not know the difference between *crow* and *spring chicken*. Why, some business men throw their trade journals under the counter without even looking at them. These are the fellows who eat *crow*. They don't know anything about the prospective fluctuations of the market—but they are very fluent in describing the injustice on the part of *Umpire Emslie* in fining *Pitcher Gleason \$10* and ordering him from the field down at Philadelphia. They don't know whether *coffees* are going up or down—but they can tell you what horse is going to scoop up the tin during the August races. They have no time to read for profit—but they have plenty of time to play for profit. The man who throws his trade paper under the counter without looking at it, and then waits a week for "Doc" to come around and tell him what is going on in the business world, will soon become tainted if not kept in the refrigerator. Such a man will develop less in the pursuit of knowledge than the fellow who used an unabridged dictionary for a pillow—for he developed a big welt on the back of his head.

Quite recently, in this State, a merchant had the misfortune to lose his store and business by fire. He carried an insurance of \$1,000 upon the property, and rested in the assurance that, in case the fire fiend should signal him out as a victim, he would have something substantial upon which to build again. But before the smoke had cleared away, and before the eyes of those depending upon him for sustenance had become dry, he saw in the ashes and charred ruins of that business, a terrible revelation—his policy was null and void. There was a mortgage on the property, which he had failed to disclose to the insurance agent, and this neglect on his part was a fatal violation of the contract of insurance. Why did this man suffer a loss of \$1,000 for the grim satisfaction of reading in those smoking embers what he might have read on the face of his policy, sitting in his arm chair, and without incurring one cent of loss? Echo answers, "Why?"

It would be doing violence to the definition of words composing our language to call this man "a business man," if it were not for the notorious fact that this man is not a glaring exception among business men. So general is the prevailing ignorance among business men as to a true interpretation of the contract of insurance that the editor of this paper recently went to considerable pains and expense in obtaining a series of essays on fire insurance, including a full and complete review of the conditions of a fire insurance policy and the legal construction put upon the same by the Supreme Courts of the different States.

What has been the result? Fruitless, so far, at least, as the man referred to is concerned. If he had taken the time to read that insurance series, he would have made or saved \$1,000 and shown an advancing age that schoolhouses are not built in vain and that the press is rapidly becoming a great and mighty educator. Sit down and read. E. A. OWEN.

The Hop Crop.

The hop prospect is an exceedingly good one. The new season will open with smaller stocks than were ever on hand at such a period. The growing crop on the Pacific coast and in New York State will not be a full one by any means, and there is yet some uncertainty as to the European crops. Prices for the

next season should average much higher than for the last because, in addition to the smaller American yield, the world's carry-over stock of old hops will amount to next to nothing. The new area coming into bearing this season will cut but little figure in the supply.

Every man thinks he will be able to afford better things in six months from now.

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	1:30 p m	10:00 a m
*Atlantic & Pacific Express	1:00 p m	6:00 a m
New York Express	5:40 p m	10:45 p m

\*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a. m., returning leave Detroit 4:45 p. m. arrive in Grand Rapids 10 p. m. FRED M. BRIGGS, Gen'l Agent, 85 Monroe St. A. ALQUIST, Ticket Agent, Union Depot. GEO. W. MUNSON, Union Ticket Office, 67 Monroe St. O. W. REGGLES G. P. & T. Agent, Chicago.

DETROIT GRAND RAPIDS MILWAUKEE RAILWAY  
TIME TABLE  
NOW IN EFFECT.

EASTWARD.				
Trains Leave	*No. 14	+No. 16	+No. 18	*No. 82
Lv. Chicago	7:30pm			
Lv. Milwaukee	8:30pm			
G'd Rapids, Lv	6:50am	10:20am	3:25pm	10:55pm
Tonia	Ar 7:45am	11:25am	4:27pm	12:37am
St. Johns	Ar 8:30am	12:17pm	5:20pm	1:55am
Owosso	Ar 9:05am	1:20pm	6:05pm	3:15am
E. Saginaw	Ar 10:45am	3:05pm	8:0pm	6:45am
Bay City	Ar 11:30am	3:45pm	8:45pm	7:22am
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 5p		1 50a m	4 05pm
G'd Rapids, Lv	7 05am	1 00pm	5 10pm	10 20pm
G'd Haven, Ar	8 35am	2 10pm	6 15pm	11 30pm
Milw'kee Str			6 30am	6 30am
Chicago Str		6 00am	6 00am	

\*Daily. +Daily except Sunday. Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:00 p. m. and 10:00 p. m. Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:15 p. m. and 10:30 p. m. Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper. Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar. JOHN W. LOUD, Traffic Manager. BEN FLETCHER, Trav. Pass. Agent. JAS. CAMPBELL, City Ticket Agent. 23 Monroe Street.

Established 1868.

H. M. REYNOLDS & SON,

WHOLESALE DEALERS IN

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

Practical Roofers

In Felt, Composition and Gravel,

Cor. LOUIS and CAMPAU Sts.

Grand Rapids, - Mich.

Grand Rapids & Indiana.

Schedule in effect July 3, 1892.

TRAINS GOING NORTH.		
	Arrive from Leave going	North.
For Traverse City & Mackinaw	6:30 a m	7:20 a m
From Kalamazoo	9:20 a m	
For Traverse City & Mackinaw	1:50 p m	2:00 p m
For Traverse City		4:15 p m
For Petoskey & Mackinaw	8:10 p m	10:40 p m
From Chicago and Kalamazoo	8:35 p m	
For Saginaw		7:20 a m
For Saginaw		4:15 p m

Train arriving from south at 6:50 a m and departing north at 7:20 a m daily; all other trains daily except Sunday.

TRAINS GOING SOUTH.		
	Arrive from Leave going	North.
For Cincinnati	6:20 a m	7:00 a m
For Kalamazoo and Chicago		10:05 a m
For Cincinnati	11:50 a m	2:00 p m
For Cincinnati	5:20 p m	6:00 p m
For Chicago		10:40 p m
From Saginaw	11:50 a m	
From Saginaw		10:40 p m

Train arriving from the north at 5:20 p m and leaving south at 6:00 p. m., also train leaving south at 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.  
10:40 p m train.—Sleeping car Grand Rapids to Petoskey and Mackinaw.  
**SOUTH**  
7:00 a m train.—Parlor chair car Grand Rapids to Cincinnati.  
10:05 a m train.—Wagner Parlor Car Grand Rapids to Chicago.  
6:00 p m train.—Wagner Sleeping Car Grand Rapids to Cincinnati.  
11:20 p m train.—Wagner Sleeping Car Grand Rapids to Chicago.

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

Lv Grand Rapids	10:05 a m	2:00 p m	11:20 p m
Ar Chicago	3:35 p m	9:00 p m	6:50 a m

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

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

Through tickets and full information can be had by calling upon A. Alquist, 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.

CHICAGO JUNE 17, 1892. AND WEST MICHIGAN R.V.

GOING TO CHICAGO.  
Lv. G.R. RAPIDS 9:05am 1:35pm \*11:35pm  
Ar. CHICAGO 3:35pm 6:45pm \*7:05am

RETURNING FROM CHICAGO.  
Lv. CHICAGO 7:05am 5:25pm \*11:15pm  
Ar. G.R. RAPIDS 3:55pm 10:10pm \*6:10am

GRAND RAPIDS AND CHICAGO.

Lv Grand Rapids	1:35pm	+ 6:30pm
Ar Chicago	8:30pm	2:00am
Lv Chicago	9:30am	9:30am
Ar Grand Rapids	5:30pm	5:30pm

TO AND FROM BENTON HARBOR, ST JOSEPH AND INDIANAPOLIS.

Lv. G. R.	9:05am	1:35pm+6:30pm	*11:35pm
Ar. G. R.	*6:10am	1:45pm	5:30pm

TO AND FROM MUSKEGON.

Lv. G. R.	8:40am	5:40pm
Ar. G. R.	10:45am	1:45pm

TRAVERSE CITY, CHARLEVOIX & PETOSKEY.  
Lv. G. R. 7:30am 2:10pm 5:35pm 11:15pm  
Ar. T. C. 12:15pm 6:45pm 10:55pm 4:40am  
Ar. Ch'voix 2:27pm 8:50pm 7:00am  
Ar. Pet'y 2:57pm 9:34pm 7:24am  
Ar. B. V. 3:10pm 9:25pm 7:40am

Ar. from Bay View, Petoskey, etc., 6:30 am, 11:10 am, 1:15 pm, \*9:15 pm.

TO AND FROM OTTAWA BEACH.

Lv G. R.	8:40am	1:35pm	5:40pm
Ar G. R.	8:06am	1:45pm	5:20pm

SUNDAY TRAIN.  
Lv G. R. 10:00 am Lv Ottawa Beach 6:50 pm

THROUGH CAR SERVICE.

Wagner Parlor Cars Leave Grand Rapids 1:35 pm, leave Chicago 7:05 am, 5:25 pm; leave Grand Rapids 4:3 am, 2:10 pm; leave Bay View 6:10 am, \*1:45 pm.

Wagner Sleepers—Leave Grand Rapids \*11:35 pm; leave Chicago \*11:15 pm; leave Bay View \*10:15 pm; leave Grand Rapids \*11:35 pm; leave Indianapolis via Big Four 7:00 pm.

\*Every day. †Except Saturday. ‡Except Monday. Other trains week days only.

DETROIT, JUNE 26, 1892. LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. G. R.	7:30am	*2:00pm	5:40pm	*11:00pm
Ar. DET.	11:40am	*5:50pm	10:35pm	*7:00am

RETURNING FROM DETROIT.

Lv. DETROIT	7:50am	*1:35pm	6:10pm
Ar. G.R. RAPIDS	12:45pm	*5:25pm	10:30pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G. R	7:20am	4:15pm	Ar. G. R. 11:50am 10:40pm
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TO LOWELL VIA LOWELL & HASTINGS R. R.  
Lv. Grand Rapids 7:20am 2:00pm 5:40pm  
Ar. from Lowell 12:45pm 5:25pm 7:00am

THROUGH CAR SERVICE.

Parlor Cars on all day trains between Grand Rapids and Detroit. Wagner Sleepers on night trains. Parlor cars to Saginaw on morning train. \*Every day. †Other trains week days only. GEO. DEHAVEN, Gen. Pass'r Ag't.

The Grocery Market.

Sugar—The market advanced a sixpence last Wednesday and is firm and strong at the advance. No cheaper sugar will probably be seen until after the end of the fruit season.

Oranges—California stock is about cleaned up, and what can be obtained are rather spongy and juiceless. St. Michaels are elegant, but the price runs from \$6 to \$7, which is more than most people want to pay.

Lemons—The warm weather of a fortnight jumped the price out of sight, but a few cool days may hammer the price down again. No prices are, therefore, named in to-day's quotations, owing to the liability to variation.

Canned Goods—Corn and tomatoes bear every indication of ruling high during the coming season, as the pack of both is sure to be much below the average. Lobsters are ruling strong on a light pack so far this season. American sardines are steady and in limited request. Alaska salmon is holding its own.

Beans—The market has developed still more strength and is quotably higher.

Dried Lima Beans—Advanced ½c per pound since last week. The crop is claimed to be one-half that of 1891.

Spices—Orders are lighter than dealers have reason to expect at this season of the year.

Rice—The growing crop of domestic promises to be abundant and of high standard. Japan is in active request.

Fruits—Currants are a little higher. Dates are inactive and nominally steady. French prunes are firmly held, influenced by the reported short crop of California. The supply of spot California goods is about exhausted. The crop of Turkish is said to be below the average. Valencia and California raisins are fairly strong, especially in desirable grades, which are running low.

Cheese—High as the price is, for this season of the year, the indications point to still higher prices. The London market is almost bare of '91 cheese, and prices there are now from ½ @ 1c higher than at the same time last year. Canadians have also been free buyers of American cheese, looking for higher values in August and September. The English make will also be short and London dealers look to Canadian and American supplies as a substitute for the medium and lower grades of Cheshire, Cheddar, Gloucester and Derby cheese.

A Tablecloth Shawl.

"In the last forty years," said an old-time Boston merchant the other day, "no change in the mercantile business down East has been so marked as the establishment of fair dealing between the merchant and the customer. Forty years ago when I entered a dry goods house in Boston as a salesman, the invariable rule which influenced our work was, 'Sell something, no matter how nor what, but sell.' The head of the firm spent the day perched on a high platform which afforded him a view of the entire store. Every customer and every clerk was thus subject to a rigid surveillance. If a salesman failed to make a bargain the old man would pounce down on him with, 'What did that customer want?'"

"A black silk shawl, sir," was one of the replies which I remember to have made.

"Well, didn't we have what she wanted?"

"No, sir."

"Then why on earth didn't you sell her a fine-tooth comb?" thundered the old man. "Something must be sold to everybody who enters that door."

"A few days later there came to my counter a Portuguese woman, swarthy and round, accompanied by an admiring sailor. She wanted a shawl. Those were the days when black silk shawls were all the rage, and I hastened to show her the stock. Nothing seemed to please her, however, and I was in despair. I observed the old man's cold gray eyes glaring at me from the platform, and redoubled my efforts to drive a bargain, but it was no use. The woman couldn't speak very much English, but she looked her impassiveness in a manner that spoke louder than words. Incidentally it struck dismay to my heart, dismay which increased tenfold when, with a final dissatisfied shrug, she and her escort started for the door. Sailors just home from a cruise always have money, and the consequences of missing so rich a prize were, indeed, perilous. It was no use arguing, however, for the woman was plainly not attracted by anything in our stock.

"Driven to a mild form of despair, I followed them to the door, casting my eyes right and left for some chance attraction. Suddenly I ran across a pile of those big-figured and gayly-flowered red and black tablecloths which were so generally used in those days, and, pulling the gayest of them from the pile, I threw it over the retreating shoulders of the woman with an exclamation of profound admiration. She took one look at it and beamed with joy. Her escort beamed, too, and my delight knew no bounds.

"How much?" asked the sailor eagerly, pulling some money from his pocket.

"Now, those tablecloths cost us only 93 cents apiece. 'Go as high as \$20?' I asked, noting the increasing delight of the woman, as she surveyed her new glories.

"No; \$15," he said.

"Well," I replied, after hesitating, 'split the difference and call it \$17.50.' He consented and paid, and arm in arm the pair departed, happy beyond the power of words.

"The old man was delighted, and my fame as a salesman spread among my fellows. In those days nobody thought of the means in the all-pervading desire to attain the ends and the man who could sell a 93-cent tablecloth for a \$17 shawl was, indeed, a hero.

"The next morning while I was reflecting in a contemplative sort of way upon the delights of fame, to my horror I saw my two customers of the day before enter the store and advance toward me rapidly. It flashed across my mind at once that they had been told of the deception that I had practiced, and were coming back for satisfaction. Just what form that satisfaction would take I had no means of ascertaining, but I was terribly frightened. The sailor was foremost in the group, and besides the Portuguese woman of the day before another woman accompanied them. In my fright I pictured the second woman as the one who had told them of the swindle. It was too late to run, so I stood my ground. Oh! how I wished to be a thousand miles away. By that time they had come to a standstill, and the sailor was directly in front of me.

"Want another," was all he said."

Lakeview Items.

John S. Weidman has bought another sawmill and, with it, has purchased a large tract of heavy timbered land, and will vigorously push the manufacture of lumber with two mills.

Louis Fuller is building a store-house to be used in connection with his manufacturing establishment. Mr. Fuller has three times been burned out here, but he soon gets to running again.

The Cato Novelty Works is shipping from three to six dray loads of their goods every day, principally to the Western and Southwestern States.

James Welch is erecting a sawmill a few miles east of here.

The best-spent years of a man's life are those he spends finding out how little he knows.

# GOLD MEDAL FINECUT

Is a Winner. Don't forget the price,

-- 18 C. --

BALL-BARNHART-PUTMAN Co.

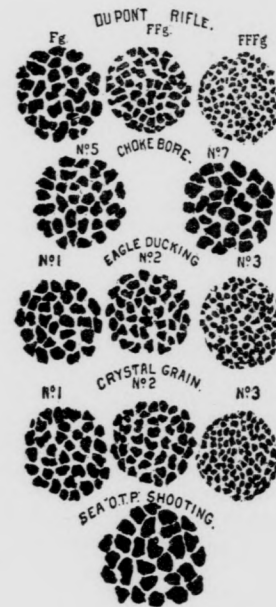
" 70 years young "

The Sportsman Who Uses Only

## DU PONT'S POWDER

Will Be Young at 70.

We are exclusive agents for this make



of Powder for Western Michigan.

# FOSTER-STEVENS & CO.

MONROE ST.

# Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

# Spring & Company.

MICHIGAN BARK & LUMBER CO.,



Successors to

N. B. Clark & Co.

18 and 19 Widdicomb Building.

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

-- THE --

# PUTMAN CANDY CO.

Are Extensive Manufacturers of

High Grade  
Confectionery,

And the Largest Handlers of

Oranges, Lemons,  
Bananas, Nuts,  
Dates, Figs, Etc.,

In Western Michigan. Your orders to them  
will be promptly executed and duly appre-  
ciated.

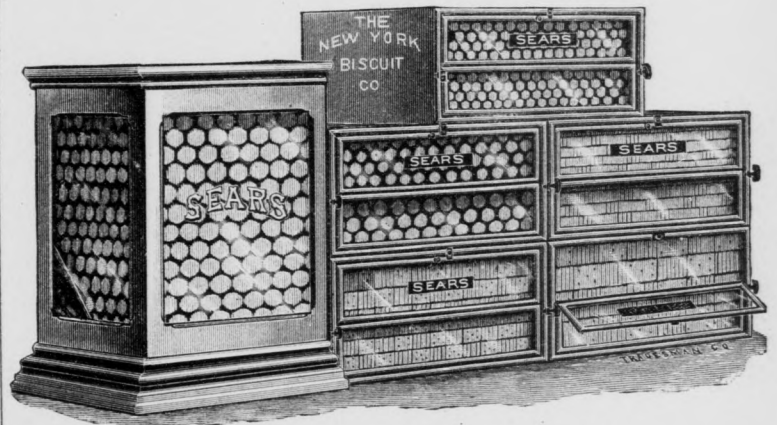


## Quality Wins!

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

Cracker Chests.

Glass Covers for Biscuits.



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

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

### NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

# 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.

Any merchant who does not keep a beautiful variety of Lamp Goods this season will be clearly

## NOT IN IT.

Our prices and styles as shown by our lithographic cuts in actual colors are below and beyond anything ever yet produced in this line.

Judging by all previous prices made and by the immense sales on lamp goods last season, the prices at which we are placing our beautiful line on the market, will result in a positive shortage of stock at the factories, therefore we earnestly suggest

### EARLY ORDERS FOR YOUR STOCK.

Ask for our complete line of lithographs, and we will show you the finest assortment ever shown by any **Lamp House** in the United States.

## 84c each.

Our "**IDEAL**" assortment sewing lamps consists of six lamps, graceful shape and beautiful decorations. Although our prices are extremely low, quality and workmanship are equal to our high grade assortments. Price of the "Ideal" assortment with burner, shade ring and decorated dome shade to match the vase, by the package,

## 84c each.

### Our **ADA** Assortment

#### READING LAMPS

is a "never shown before" assortment of six lamps with Renaissance dome shades to match the vase. Superbly decorated on an entirely new shape. There are no better lamps for the money than this

#### GRAND ASSORTMENT,

and very few in the country as good. The price we make upon it for early orders, with heavy No. 3 wide wick, Solar Burners, Tripods and Dome Shade is only

## \$1.20 each.

## our "**Lowell**"

### Assortment

Choice Embossed Vase Lamps is a lot of six new styles with a new feature in lamps, showing the rose top shade with vase to match, both richly decorated with Pansies, Early Autumn and Fox Glove and Fern decorations. We sell them complete with the heavy brass Solar Burner, adjustable tripod, no chimneys. Our prices on these will surprise you and yield handsome profits. Price by the package.

## \$1.40 each.

- - - The - - -

## "Challenge Duplex"

### Assortment

Consists of a magnificent reading or study lamp with the powerful American Duplex Burner giving a double wick surface of three inches, in a large new style and desirable shape with very showy decorations. No. 29, showing the "Cosmos" decoration in a delicate blue bisque finish. No. 30, the beautiful "Shepard Scene" in pink and gray tints. No. 31, the "La France Rose" in ivory and celadon tints. All with the effective Bisque Finish and detachable oil pots. We have spared no expense to make these the best Low Priced Duplex Lamps on the market. We quote by the package,

## \$1.67 each.

## "Golden Wedding"

Assortment of beautiful parlor lamps, suitable for the finest drawing room or parlor in the land, consisting of six rare and tasteful decorations on three graceful, stylish shapes, gold mountings fitted with the best and simplest Royal center draft burner of 75 candle power.

Decoration subjects and color are "Truant," in monochrome; "Country Roadside," in Limoge; "Oriental Cactus," in pink and ivory; "Midsummer" in iridescent color; "Roman Warriors" in light pink; "Heliotrope," in white bisque, gold finish.

We call special attention to the SUPERIOR QUALITY and workmanship of these lamps. You can order with the full assurance that you will obtain the Best Lamp on the market at very reasonable price. We offer them by the package, **\$2.67 each.**