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NO. 465

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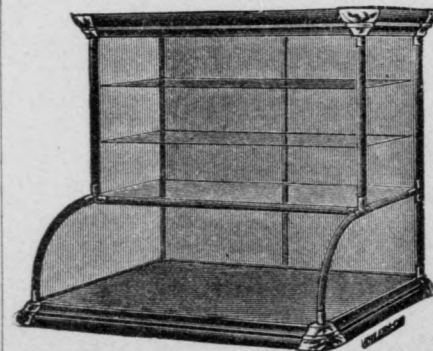
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VOL. 9.

GRAND RAPIDS, WEDNESDAY, AUGUST 17, 1892.

NO. 465

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A SUPREME MOMENT.

"Him? Oh, he's jest ther camp's leetle chap! He come hyar wuth hes feyther some'at over two year' ago, an' when they'd been hyar a few months ther man he died o' ther fever, leavin' ther leetle chap sort o' lonesome in ther world, so we fellers says't he warn't more'n a mite anyhow an' wouldn't be no bother, so we'd locate him."

The miner was standing on the edge of the shallow stream that washed their "diggings." He had been panning and held the pan as he talked.

The sunlight was full in his face, the slouched hat pushed back, no skulking on the rough, bearded face, the eyes meeting steadily the eyes of the questioner.

The new miner had come up with his pick and was leaning upon it as they talked. He was attracted by Dick. He himself was young and sympathetic. That sadness had touched the lad he was certain. There was a look upon his face, tanned and freckled as it was, that only sorrow could have laid there.

His eyes were upon the boy helping the men further up the stream, taking his lesson in mining from the rough life itself.

"His marm?" the elder man said, in reply to a query. "He hain't got none, pardner. She's dead along of ther old man. Not hyar—no. She died afore they come. Hain't got no folks, 's far's we know! I reckon we can be's good to him ez a hull lot o' relations." The shadow of a heavy frown fell upon the rough face. "Relations ain't everything ter be thankful fer. I've had my experience!"

"No," the frown disappeared among the furrows, and laughter stirred the bearded lips. "Ther leetle chap hain't got no folks, 'ceptin' us, an' we'll take purty good care o' him."

"Yes," the new miner said, as he turned back to his "claim," swinging the pick as though it were nothing of weight in his muscular young arms. "You'll never be ashamed of him. I was only thinking it must be a sad history that set a lad in a rough camp. Not that he'd get any harm here," hastening to dispel the angry flush on the other's face, "only it isn't just the place one would expect to see a little chap like him."

"They're worse places'n a camp!" the other retorted wrathfully. "He ain't goin' to get no hyarm frum us, Mister Newcomb!"

The young man laid one hand on the other's shoulder as he was stooping with the pan of sparkling water.

"See here, friend," he said quietly, "if I said anything to make you speak like that to me, I'm sorry!"

The other relented somewhat.

"Oh, ef ye meant no hyarm, o' course!" he said gruffly. "I ain't ther feller ter hold onto a grudge when t'other feller's owned up! Only"—someway—"t'other feller" had his hard hand in a close clasp—"t'ain't safe ter run ther leetle chap to none o' us!"

Dick himself knew nothing of these skirmishes in his behalf. The men were

good to him, and there was a certain charm about the wild life that attracted the boy.

Still—he always valiantly smothered the sigh following the thought—it was not in any way like his own home.

He was fond of the men; they had no tender words of a mother or father for him, but in their fashion they gave him affection.

It wasn't home, but it was a kindly camp, and—Dick caught his breath at the thought, it was so marvelous and encouraging—wasn't God there as well as in the big house he and his father had been forced to leave when mother died and father lost his money and had to come here to try to rebuild his fortunes? Hadn't his mother taught him God was everywhere? And if God were there—

The camp was not far from one of the cross-continent railway lines, and the shrieking of the engines and distant rumble of trains were the breaks of the camp's monotony. Dick was fond of these trains. They ran between him and the old home toward the sunrise! He and his father had taken their last journey together on that very line. Other as strange lives traveled to and fro upon them.

There was no station within miles of the camp; but Dick liked to go, when he thought no one knew, and sit on the high bank, watching "his trains." He called them his. He and they held something in common. They didn't know he was watching—just a chap like him—or that he cared about them, but he knew.

At first the men wondered at these absences of the boy; after a while they discovered his errand, and ceased their joking.

"It's ther lonesomeness," they whispered together. "He's sech a leetle chap ter hev no home folks! Thar ain't nothin' we wouldn't do fer him, but 'tain't jest ther same."

The place Dick specially chose as a post of vantage to watch the trains was on a rocky embankment, below which ran the glittering lines of rails curving round from sight in the wild mountains. To the right in full view from his post was a mad mountain river, over which stretched the shining rails.

Many a time Dick watched the train dash and thunder around the curve and speed like a living thing over the roaring river and out of sight, an exultant throb at his heart, at the power that could so easily place time and distance under its feet.

This river was deep and black and violent, always touching the boy with a sense of dread. There was something so mad about it, so daring and free. More than once, after a heavy storm, he had seen great trees whirl down the black torrent, and the flaring lightning seemed to rend the heavens and touch the mountains with fire. Even the rough miners were silenced.

When the storm ceased, dying away in long rumblings among the hills, and the

sunlight conquered the clouds, the world around them was stricken with desolation.

Trees were hurled from their hold; rocks were rent; wild streams, newborn, hurled themselves bodily from rock to rock; earth was washed in deep gullies from the claims. One of the men sauntered out to reckon up the damage done them, talking with less recklessness as though the mighty power hurling this storm upon the world had touched even his reckless hearts. Then Dick thought of the river over which his trains must run, and, as usual, saying nothing of his errand, picked his way among the hurtled stones and gullies and new streams to the frowning embankment behind the huge uplift of earth that hid the place from the camp.

It must be a furious river, indeed, he thought, as he stepped carefully over the treacherous stones. If these new rivers had come with the storm, what must that old river be? He did not think of any special danger, but was only moved to curiosity to see what the storm could do against those powerful steam monsters that traveled miles in minutes.

When he reached the embankment, the westward-bound express was nearly due. He stepped out on the edge of the embankment and peered down to left and right. Then—

He drew his breath with a gasp, his ruddy face whitening, reaching out his hands as though he had been struck.

To the left the rails gleamed, glittering like silver along the sodden ground; to the right they curved, shimmering like serpents, to the edge of the river. Only to the edge. In its new strength and might, with the heat of the lightning and the roaring of thunder, it had lifted up its mighty powers of waters and hurled the spanning rails and sleepers into ruin; had hurled and hurtled on—on—out of sight, leaving only the black gaps and maddened waters between the banks.

Dick was trembling and pale. It came to him so clearly what must follow if the train were allowed to come on its mad rush along the down-grade! What could he do? What *could* he do?

In spite of his dread of the river, he would have crossed upon that open bridge to save the train; but the bridge was gone, and therein lay the danger.

It was too late to go back to camp, running as fast as he might, for help. Whatever was done must be done at once, and *he* must do it.

He could never swim the river; the horrible black torrent would hurl him down. A signal from there would be too late, even if seen. The down-grade would make it impossible to stop the headway in time. There was only one thing—he must cross the river somehow! The mere thought terrified him. The water was so black and so deep! Swift as a flash of light—swift as all thought was at this supreme moment—in through his innermost soul fell the words:

"Lord, Thou hast been our dwelling place.... The hand of the Lord is mighty."

Weren't those almost the last words his father uttered as he lay dying in the bare camp, with the boy on his knees beside him, his face buried in the bed-clothes, his father's faltering hand upon his head, the group of rough miners in the background with bowed heads? Hadn't it been his mother's teaching that God was always near? Dick did not

falter now. With one long look back in the direction of the unseen camp and a swift sweeping of the line of sight, his keen ear set to hear the warning shriek of the locomotive, unless—

Down the steep embankment he scrambled, the treacherous gravel crumbling under his feet and a loosened rock now swaying or falling with a deafening crash to the rails beneath. His eyes were keen, too. There must be found some way to cross the river. The strong new feeling that God was near him gave him confidence. He was still white and trembling, but his mind was not weakened of its purpose. It might mean death to him! Yes—but it *must* mean death to how many others should he falter?

Not far up the river, still keeping watch for a possible crossing, he presently saw that a log, hurled down the river, had swayed from its course, whirled cross ways and caught, the fierce rush of waters setting this narrow bridge firmly in place from bank to bank. It was treacherous; the green foam covered it; the black water lifted and dashed quite over it; but it was Dick's one chance, and his hurrying feet covered the intervening space almost as quickly as thought.

On the edge of the water he paused for an instant. It was so terrible—so terrible! But those comforting words of strength in God's nearness and power came back, crowding out the coward thoughts; and, with the sweet old home-taught "Our Father" upon his white lips, Dick got down and crawled upon the quivering log that bridged the black water.

He never quite knew how he got over. The memory even yet whitens his bronzed face. But his faith did not desert him.

He saved the train!

Out of the horrible water he dragged himself with scarcely strength to stand, and gathered himself up and scrambled over the rocks and gullies and on to the track again, running along over the sleepers as though his small feet were winged, to save the train.

He heard the whistle. It was lifted up like a shriek of horror to the mountaintops and tossed to and fro, till it seemed to the excited boy to fill the world. Then came the flash of the sunlight on the rushing headlight and the rumble and roar of whirling wheels over the rails down the grade—down the grade!

Dick clambered up the bank and tore off his coat. It was ragged, and it ripped ruthlessly as he jerked his arms from the sleeves, and flaunted it madly above his head, shouting wildly, though the roar of the train drowned his voice as though it were a whisper.

Would the engineer *never* see him? He *must* save them! With one frantic hand he tore off one of the sleeves of his red shirt, the other hand still waving the unseen signal.

But the red flag caught like a flare of fire in the broad light; the engineer's eyes were sharp for danger; the whistles rang down the brakes; the hand on the lever was steady; the wheels grated and slid on and on over the dangerous grade; the huge throat of the monster panted in its effort to get away. Would it never stop?

Strong hands on the powers of machinery with souls behind them conquered. The wheels ceased revolving—

faltered—grated and—stopped. The huge monster, dragging its line of cars laden with lives, was overpowered and halted on the brink of death!

Kindly hands lifted the unconscious lad from the bank where he had fallen when he saw that his work was accomplished. Tears from womanly eyes fell on the motherless head; even strong men were not shamed by their emotion.

When he was able to sit up, smiling to hide his faltering, he told his story simply but with a power that melted the hardest heart among them.

And they? The camp declares itself desolate because "the little chap" has left it.

Dick has graduated from college, and life opens well for him. He is to be a civil engineer, and his friends argue that he will never put them to the blush for having given him his start in life in return for their lives saved at the risk of his own, while the young man, that newcomer in the camp who had been so attracted to the boy—well, the sign over the entrance to the civil engineer's office proclaims that there is a partner in the concern, and the junior partner relies most trustfully and affectionately upon him; while the frank, dark eyes of the senior partner often follow this young man with pride.

JANE KATE LUDLUM.

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Courtesies of Business.

Written for the Tradesman.

It is too often the case that men engaged in trade consider all other dealers as competitors whose interests are distinct or even hostile to their own. In consequence, they maintain, as it were, a position of armed neutrality, watching for some opportunity to make a profit at the expense of their neighbors and carefully guarding against expected reprisals in kind. One who is very mean will adopt the spy system; and if he catches his neighbor napping in any particular, will, like a guerrilla, run in and cut out profits in a way not according to the strict laws of honorable competition, and think he has made a commercial ten strike. Another, in order to prevent a customer visiting a rival's store, will send or go himself to procure an article he does not happen to keep in stock. Many will slyly insinuate doubts concerning the quality of stock kept by a competitor, or say they believe he does not deal in certain lines of goods enquired for. The equities of business they do not seem to care for or understand. Entering commercial life as a makeshift to temporarily increase their worldly store, believing it to afford better opportunities of accumulating wealth, they forget or fail to appreciate all the sweet courtesies of commercial ethics that elevate the business of buying and selling above the usual jockeyings of a noisy, crowded horse fair.

It is not so much in large cities that we find the class above described, but in small towns and in localities where two or three dealers comprise the business portion of the population, one often remarks a lack of harmony among those whose material interests would be most benefited thereby. Sometimes, unfortunately, a town of considerable importance is cursed with some material division, as a river, or perhaps a railroad, and thenceforth each portion becomes a deadly rival of the other for all time, and the business animosities thus engendered shared by citizens in general, and they expensively duplicate public improvements to the disadvantage of all concerned. While tending to progress in one direction this peculiar condition detracts from its desirableness as a residence town, because business and social harmony in any community adds much to the cash value of property on the assessment rolls.

Where but two or three stores are needed to supply the wants of any locality, a wise policy would dictate some equitable division of certain portions of trade where the entire sales in each line are so small in volume as not to be worth competing for, yet having a certain irregular demand. If all concerned are actuated by true business courtesy, it will be easy to make amicable arrangements to fully supply the wants of customers, with due regard to the interests of all. When competition in such goods is carried to excess, it becomes equally unprofitable to merchant and customer, for excess in supply alternates with deficiency, and the public, not being regularly served, might as well not be served at all.

As a general rule, the public have a right to be supplied according to their needs with staple articles, and the dealer should make it a matter of conscience to keep his customers supplied, so long as these are in active demand. If proper courtesy be observed, each dealer could

be apportioned his ratio of trade in goods that are in fair demand, but not to a large extent; and so stocks being moved oftener could be kept in better condition, especially perishable products, besides being sold on a closer margin. For want of some such understanding, much of the capital invested in small places is used to great disadvantage and the community fails to reap the benefit it has a right to expect. The natural tendency of trade in small towns is to increase stock so as to cover almost every article likely to be called for, making a miscellaneous assortment of goods that can hardly be classified, and adding dead stock to be marked down at each annual invoice. Business courtesy, by keeping up a good understanding, will make it possible to arrange these miscellaneous lines to the mutual advantage of both dealer and the public. The latter, though glad to receive the benefit of competition, will acknowledge that the permanence of supply in this class of goods is after all the most desirable thing. The petty jealousies of business men will vanish whenever they take a common sense view of the relations they sustain to the public. The duties and responsibilities of our advanced civilization are reciprocal. The money consideration is not the only one to be thought of. When the dealer appeals to the general community to purchase his wares and they respond, he should by every means within reason strive to meet promptly all the demands thus invited. If he be the only one in his town, his duty in this respect is limited only by his means. But when more capital is embarked in like enterprise, nothing short of mutual and considerate action will fill the measure of their voluntarily assumed obligations.

While this may to some finical critics appear to be in the nature of a combination, so often in bad odor, and described as a trust, it can be justly defended on the ground that it is in the direct interest of the majority of consumers whose varied needs can be more promptly met, and without increased cost. If every town and village was well supplied with business men who unite true courtesy between themselves with fair dealing with customers, the condition of what are called middle men would be better appreciated, the resources of the state developed to the largest extent, and its permanent prosperity fully assured.

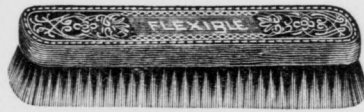
S. P. WHITMARSH.

Clerks Not Entitled to Free Tobacco.

Gus Sirang, a Minneapolis grocery clerk, sued Helgeson Bros. for \$51.02 balance due on a two years' clerkship at \$25 a month and board. The firm put in a counter claim of \$31.81 for goods he had trusted people for without instructions and \$19.20 for tobacco smoked. Gus claimed he had a right to help himself, as the other clerks did so and he heard one of the firm tell a cigar man: "I don't keep cigars, for it is enough to furnish my clerks with tobacco." The court held, however, that he had shown no right to the free use of tobacco and, as he admitted smoking a 10 cent package a week, allowed the firm \$15.20 for tobacco. Of the other claim \$6.65 was allowed and Gus given judgment for \$29.17.

Coldwater—Patrick O'Shaughnessy, of the firm of O'Shaughnessy Bros., cigar manufacturers, is dead.

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

CHAS. A. COYE,
MANUFACTURER OF
Awnings & Tents

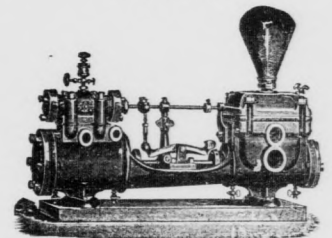
Horse and Waꝑon Covers,
JOBBER'S OF
Hammocks and Cotton Ducks
SEND FOR PRICE LIST.

11 Pearl St., Grand Rapids, Mich.

THURBER, WHYLAND COMPANY.
New York, Aug. 8, 1892.
The Directors have this day declared a SEMI-ANNUAL DIVIDEND OF FOUR PER CENT. on the preferred stock, payable on the 15th inst. Checks for dividend will be mailed to stockholders. Transfer books will be closed on Wednesday, the 10th inst., at 3 p. m. and reopened on Wednesday, the 17th inst., at 10 a. m.
ALEXIS GODILLOT, Jr., Treasurer.

Playing Cards
—
WE ARE HEADQUARTERS
—
SEND FOR PRICE LIST.
Daniel Lynch,
19 S. Ionia St., Grand Rapids.

HESTER MACHINERY CO.,
AGENTS FOR



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

AMONG THE TRADE.

AROUND THE STATE.

Gaylord—Geo. H. Smith will remove his general stock to Ewen.

Mecosta—Geo. Thomas succeeds Smith & Thomas in the meat business.

Shepherd—V. Brown succeeds Archibald Noble in the hotel business.

Northville—A. W. Reed succeeds A. W. & M. S. Reed in general trade.

Fenton—E. C. Forte succeeds D. W. Peabody in the dry goods business.

Belleoue—B. F. Spaulding succeeds B. D. Vaughan in the drug business.

Caro—F. A. Poole has purchased the confectionery stock of M. N. Drew.

Menominee—L. Magnuson & Co., butchers, are succeeded by R. P. Sorenson.

Kingston—Fred C. Lee has purchased the furniture stock of John B. Curtis.

Frankfort—Chandler Bros. succeed Chandler Bros. & Co. in the bakery business.

Saginaw—Chas. H. Nast is succeeded by Conrad Krench auf in the grocery business.

Oxford—J. C. Evans & Co. succeed B. G. Evans & Co. in the confectionery business.

Ida—Putnam Fisk, formerly a meat dealer at this place, has closed out his stock.

Camden—D. C. Clark has purchased the drug and grocery stocks of J. B. Hubbell.

Imlay City—Mrs. S. J. Bentley succeeds Mrs. E. F. Milbourn in the millinery business.

Lyons—Kelley & Son succeed David Kelley in the drug, grocery and crockery business.

Milford—Warren Johnson & Padley succeed Johnson & Crawford in the drug business.

Saginaw—E. Trahn & Son succeed Frank H. Twist & Co. in the grocery business.

Vassar—Dano & Mc Connell are succeeded by Stilson & Dano in the grocery business.

Manistee—W. H. Willard has decided to remove his drug stock to Battle Creek about Sept. 1.

Detroit—W. J. Ballery, of the firm of W. J. Ballery & Co., patent medicine dealers, is dead.

Perrinton—C. S. Keifer is erecting a brick store building for the reception of his drug stock.

Eaton Rapids—R. H. Reynolds has purchased an interest in the Albert Porter grocery stock.

Bay City—Gardiner & Laird, furniture dealers, have dissolved, P. W. Gardiner continuing the business.

Graafschap—Rutgers & Tien are erecting an addition to their store building, in which they will carry their stocks of dry goods and boots and shoes.

Muskegon—Geo. H. Allen has retired from the grocery firm of Philabaum & Allen and will take up his residence in Chicago. The business will be continued under the style of Edward Philabaum.

Kalamazoo—F. C. Andrews, formerly with Zander & Walter, has purchased the stock of wall paper and paints of R. W. Smith and will carry on the business under the firm name of F. C. Andrews & Co.

Allegan—Geo. R. Smith, who has clerked some time for S. S. Dryden & Sons, has purchased the Armstrong hardware stock and will conduct the business, in partnership with his brother, James Smith.

Kalamazoo—A. F. Woodhams has bought a half interest in the flour and feed store lately purchased by W. E. Mershon of J. S. Carr, and the business will be conducted under the firm name of Woodhams & Mershon.

MANUFACTURING MATTERS.

Saginaw—The Saginaw Flour & Feed Co., is succeeded by the Saginaw Milling Co., incorporated.

Thompsonville—A. J. Bowen has closed a deal for a new shingle mill to be erected here, which will be ready for operation by Sept. 1.

Lake George—E. J. Roys will finish cutting shingle timber here next week, and his mill will then be removed to Missaukee county.

Gladwin—W. F. Stevens has built a shingle mill about two and a half miles from Gladwin, on the railroad, and is cutting 30,000 shingles a day.

Marquette—F. W. Reat & Co. are shipping 2,000,000 feet of piece stuff from this port, the lumber coming from their mills at Michigan and Eagle Mills.

Wetzell—Jess Wisler has purchased W. D. Snyder's interest in the Wetzell Turning Works, and the business will hereafter be conducted by Harding & Wisler.

Bay City—H. W. Sage and H. A. Emery last spring purchased 15,000,000 feet of timber in Georgian Bay. Mr. Emery has cut the logs and they are to come across the Lake to be manufactured.

Alpena—G. N. Fletcher & Sons will lumber in Canada the coming winter, and will put in 6,000,000 feet. It is calculated that fully 100,000,000 feet of Canada logs will come to Alpena mills next year.

Elk Rapids—A stove factory company has been organized here by Mr. Myers, H. B. Lewis, M. B. Lang and R. W. Bagot. The company will have \$10,000 capital and will manufacture barrel staves.

Alpena—The Alpena Cedar Co. has been organized with a capital stock of \$60,000 by Albert Pack, F. W. Fletcher, W. H. Johnson, Thomas Collins and Donald McRae. The corporation will handle cedar ties, poles and posts.

Lawton—The Michigan Ballot Box Co. has made a new box with sides of glass and rubber rollers like a wringer, through which each ballot is passed by means of a crank. Every time the crank is turned a bell rings, and the ballot is automatically marked and registered.

Bay City—James Davidson has started camps in the timber on the Twin Lake branch, recently purchased of the Gratiwick, Smith & Freyer Lumber Co., and will put in about 20,000,000 feet of logs this coming fall and winter. They will be railed here and converted into lumber.

Midland—The work of rebuilding the Midland Salt & Lumber Co.'s mill, wrecked by a boiler explosion last spring, has been finished and the plant is in operation. The cost of rebuilding was \$8,000. A good deal of new machinery has been put in, including two new boilers, a saw dust carrier and automatic hoists.

Clare—John Setsmith started his sawmill last week, and expects to run the rest of the season, cutting pine and hardwood. He has a stock of logs on the skids in the woods, but has been delayed, owing to the inability of the railroads to furnish cars. In connection with the sawmill is a lath mill with a capacity of 45,000 daily.

Tawas City—The Prescott sawmill has been forced to shut down temporarily, the mill docks being full of lumber. A delay in receiving logs from Georgian Bay has caused the mill of the Winona Salt & Lumber Co. to shut down a few days. A number of Tawas mills are largely stocked with Canada logs, this point being convenient for rafting logs from across the lake.

Saginaw—Wm. B. Hawks, of Port Austin, who owns a general store at that place and established a similar concern in Saginaw last June, filed a mortgage through his attorney Saturday in favor of James H. Hall, a well-known banker of Port Austin, as trustee in trust, for some ninety creditors whose names are appended to the document, their aggregate claims amounting to nearly \$35,000. The mortgage covers the dry goods, carpets, shoes, goods and chattels in the Saginaw store. Mr. Hawks resides in Port Austin, where he has been in business for years, also having a branch establishment in Millington. Among the heaviest creditors are Edson, Moore & Co., Detroit, \$9,294.29; G. M. Dayton, Lansing, \$3,350; A. E. Buckheart & Co., Cincinnati, \$1,946 and A. C. McGraw & Co., of Detroit, \$1,190.90. The Saginaw firms interested are Anderson & Co., \$126.75; Buehtel & Graham, \$108.92; Morley Bros., \$44.03; Borden & Drysdale, \$39.43.

Gripsack Brigade.

Irving W. Feighner is on the warpath again, after a ten days' lay-off in consequence of the illness of his wife.

Wm. H. Sigel, who left the employ of C. G. A. Voigt & Co. about four months ago to go on the road for A. S. Davis, has returned to his former position and is again covering his former territory.

The wholesale grocery houses have each entered a traveling salesman in the lying contest at the grocers' picnic, as follows: Dr. J. B. Evans, Byron Davenport, James A. Massie, "Hub" Baker, Chas. Brooks, D. E. McVean and Jack Cozens.

Traveling men who have had their clothes pulled off from them by the rival liverymen of Pentwater will be pleased to learn that E. A. Wright has purchased the Gardner livery and that an arrangement has been entered into with the other liveryman there by which an equitable division of the business is provided for. One livery takes the Hart business and the other furnishes the conveyances to Ludington, and during the winter season the stage between Pentwater and Ludington will be driven on alternate days by each liveryman. This arrangement will prove more acceptable to the traveling public and more profitable to the principals.

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—A FINE AND WELL-SORTED stock of dry goods, boots, shoes, hats, caps and gent's furnishing goods, in live railroad and manufacturing town of from 500 to 600 inhabitants. Only business of the kind in the locality. Other and more important business requires the attention of the proprietor. We court a thorough investigation and will guarantee a profitable investment. 571

FOR SALE—SMALL MACHINE & FOUNDRY business, with or without tools. H. L. Chapman White Pigeon, Mich. 568

FOR SALE—A FIRST-CLASS HAT AND gent's furnishing goods business at Benton Harbor, Mich., stock all new, controls the finest trade in the city; present proprietor going into other business; long lease of premises now occupied guaranteed. Apply for full particulars of Dent & Dunn, real estate brokers, Benton Harbor, Mich. 566

DRUG STOCK FOR SALE—ANYONE WANTING to invest in a drug stock can find the best bargain they ever struck by writing the address given below. Stock inventories \$2,300, can be bought for \$1,600 on easy terms. Located in one of the prettiest and best towns in the State. Largest daily sales, \$48; smallest, \$6. Rent low. Address Bargain, care Michigan Tradesman, 572

GROCERY, BAZAAR OR GENERAL MERCHANDISE stock wanted in exchange for good Detroit real estate, farm and town property or will pay 50 to 60 cents cash on dollar. Correspond with us. Rothwell & Co., 92 Griswold street, Detroit. 564

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. 562

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 OR EXCHANGE—CLEAN STOCK of dry goods and gent's furnishing goods. Good point for trade. Reason for selling, other business requires our attention. Address No. 508, care Michigan Tradesman. 568

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—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—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—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, \$1,000. Will rent or sell residence to purchaser. Rare chance for physician or young man. Address Doctor, care Michigan Tradesman. 544

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

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.

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.

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

TWO RESIDENCE LOTS IN VILLAGE OF Belding to exchange for grocery stock worth \$1,000 to \$1,500. Will pay difference in cash. Address No. 470, care Michigan Tradesman. 470

FOR SALE OR EXCHANGE AT A BARGAIN—for house and lot in Grand Rapids—first-class flouring mill in thriving village near Grand Rapids. Good farming country. Reason for selling, death of owner. 569

"The Kent."

THIS new and handsomely furnished hotel, located directly across the street from the Union Depot, is now open to the public. It is conducted entirely on the European plan. Rooms with steam heat and electric bells range from 50 cents to \$1 per day. First-class restaurant and dining room in connection. Free transfer of baggage from Union Depot.

The patronage of traveling men and country merchants is earnestly solicited, as we are confident our hotel and its service will commend themselves to all seeking clean, quiet, and home-like accommodations.

BEACH & BOOTH, Props.

GRAND RAPIDS GOSSIP.

Wm. H. Van Leeuwen has sold his drug stock at 601 Cherry street to Clara Ware, who will continue the business under the management of Ezra Ware.

Cyrus E. Prince, grocer and crockery dealer at Vermontville, has opened a grocery store at Charlotte. The Olney & Judson Grocer Co. furnished the stock.

A. Dunn has opened a general store at Hoppertown. The Ball-Barnhart-Putman Co. furnished the groceries and Voigt, Herpolsheimer & Co. the dry goods.

W. H. Tibbs has purchased the A. W. Lobdell drug stock, at the corner of East Bridge and Barclay streets, and has also purchased the fixtures in the same store, owned by the Wolverine Drug Co.

H. E. Moseley, who has been connected with his brothers of the firm of Moseley Brothers for several years, has concluded to embark in the cheese and vinegar business at 45 South Division street.

Morris H. Treusch & Bro. have purchased the W. R. Cushman cigar stock, at the corner of Monroe and North Ionia streets, and will continue the business. They have leased the rear portion of the same building and will remove their wholesale stock from its present location on South Ionia street to the new quarters about Sept. 1. Mr. Cushman will remove to Chicago, where he takes a position in the tobacco factory of Spaulding & Merrick.

Arrangements for the sixth annual picnic of the Grand Rapids retail grocers, to be held on Thursday, are about completed and every indication points to a large and successful gathering. The Committee on Sports has arranged a varied and interesting programme, with liberal prizes to the winners, and the Executive Committee has arranged for a sufficient supply of badges, the printing of the programme, and other details necessary to the success of the event. J. P. Visner announces that he will furnish cold tea for the crowd, which offer will probably be accepted by hundreds of picnickers.

The Drug Market.

Gum Opium—Firm and has advanced, both in Smyrna and in this country.

Morphia—Declined on the 6th 10 cents per ounce.

Quinine—Foreign has been selling at a very low price, but advanced on the 12th inst about 1½ cents. P. & W. brands declined on the 6th 2 cents per ounce.

Carbolic Acid—Continues to harden in price and is tending higher. The demand is large.

Benzolic Acid—Advancing steadily. Powdered Ipecac—Declined.

Utter Failure of the Tanners' Strike.

The strike recently inaugurated by the union tanners of Milwaukee has ended the same way nine-tenths of the strikes terminate nowadays—in the utter defeat of the strikers. The tanners have broken in new men and are all running as well as before the strike, and the strikers present the sorry appearance of holding out against former employers who do not care to hire them. The finishers, who had no grievance, but went out to help the whiteners, have now an opportunity to reflect on the extent to which they have elevated and helped the trade. Several hundred men who formerly earned from \$1.25 to \$1.50 have learned the trade and the strikers have, many of them, changed places with the new workmen and receive \$8 to \$12 a week instead of \$15 to \$30 as when in the tannery.

FINANCIAL NOTES OF THE WEEK.

While industrial stocks are not quite so actively dealt in as they have been heretofore, a noticeable absorption of them by investors has commenced, which tends to maintain them at their present advanced quotations. The surplus income, both of this country and of Europe, has not gone into new enterprises to any great extent since the Baring collapse, a year and a half ago, as the accumulation of currency at the great financial centers demonstrates. Consequently, the best old securities are nearly out of the market, and when they are to be bought at all they bring high prices. This turns the attention of capitalists to newer and less approved enterprises, and makes them look longingly at the large dividends promised by the industrials. Still, they are deterred from buying these as freely as they would otherwise, by the secrecy which veils the affairs of the companies, and I do not very well see how the veil can safely be lifted. Industrial operations are of such a nature that the details of them have to be kept from the knowledge of the world, and information about them obtained from private sources is always more or less imperfect. The only thing an outsider can do is to rely upon the personal character of the managers of the various enterprises, and if he is not willing to trust them with his money, he had better do something else with it. They are like the general partners in a business firm of which he is only a special partner. Everything depends upon their honesty and ability, and a special partner has nothing else to look to.

Meanwhile, the process of combining and consolidating numerous small industrial concerns into single great ones goes on apace, the latest example being the formation of the National Wall Paper Company out of about twenty little corporations and firms engaged in the manufacture of wall papers. The capital of the new company is \$20,000,000, and its promoters assert that they have the control of 60 per cent. of the entire wall paper product of the country. As in other similar cases, it is also asserted that with little or no increase of the selling prices of the goods, great profits can be made by reducing the expenses of manufacturing and management. This seems to be founded on reason and is probably true. While capital is thus becoming every day concentrated in fewer hands, the movement for the organization of labor is, on the contrary, anything but prosperous. As I remarked, week before last, the chief obstacle to a perfect union of workmen is their want of discipline and leadership. Leaders, especially, sufficiently educated and intelligent so to order and manage strikes as to ensure success, seem few and far between. The Homestead workmen evidently were ill informed about the number of men able and willing to take their places, and they likewise underestimated the public detestation of rioting and lawlessness in enforcing their demands. Against the blunders which they have made competent heads would have warned them in season, and would have advised them to accept the terms offered by their employers, bidding a more favorable time for demanding better ones. The building trades strikes in New York City have been more skillfully managed, but still this result, so far as any result has been reached, indicates that they

were not justified, and will prove fruitless of good.

Nevertheless, I adhere to my opinion that a complete or nearly complete union of workmen is the result toward which society is tending, and though it is yet a long way off, it will be reached at last. Imperfect and often mischievous as are the labor unions in their present condition, they are better for the workingmen than the old chaos of individualism which some employers idly talk of restoring. As Benjamin Franklin said to his fellow patriots after signing the Declaration of Independence, so the workingman can say to all other workmen, "My friends, we must hang together, for if we do not we shall be hanged separately." While, too, like all other good citizens, I abhor personal assaults as a means of enforcing united action, I make great allowance for the habits and manners of men engaged in mechanical occupations. Every animal fights with the weapons which come readiest to it. Cats use their claws, dogs their teeth, women their wiles and blandishments, educated men argument and reason, and uneducated men their fists. Besides, to rough muscular artisans a beating is by no means so serious an outrage as it is to more delicate creatures, and it does not express the same malignity. Time and experience will correct the evil, and by its disappearance the cause of united labor will gain immensely in public estimation.

The smallness of the gold exports last week and the prospect of their early cessation is pretty generally viewed with satisfaction by our financiers, but for what reason I do not understand. The total amount of coin and paper money in the country, according to the latest Treasury statement, is over \$2,000,000,000, of which \$1,600,000,000 is in the hands of the people and in the vaults of the banks, leaving \$600,000,000 locked up in the Treasury. To this enormous mass we are adding every month about \$4,000,000 in legal tender notes, issued against purchases of silver bullion under the act of July, 1890, so that in a year from this date our currency will be further increased by about \$50,000,000. Why, in view of these figures, anybody should fear a fall in the price of securities and merchandise whenever a few millions of dollars in gold are sent to Europe in liquidation of our debts, is more than I can explain. If every dollar of the gold in the Treasury and in the banks were thus exported, it would not in the least diminish the amount of money in circulation, and if the entire stock of it in use in the country were withdrawn the loss would be only about \$300,000,000, leaving us still \$1,900,000,000 to go on with.

The fact is we have too much currency, and the export of gold is the natural corrective of the redundancy. Were it not so, the loss of gold we have already sustained would have produced a rise in the prevailing rates of interest, whereas, as we see, nothing of the kind has taken place. Indeed, so difficult is it to lend money at any rate whatever, that one of the largest trust companies in the city has cut its depositors down to 1 per cent. per annum, and is reluctant to take fresh deposits even on those terms. It is significant, too, that the West is calling this year for much less money than usual to move the crops, showing that its local supply is larger.

The friends of silver have been a little

cheered during the week by a cable despatch from Vienna announcing that the famous statistician, Prof. Adolph Soetbeer, has devised a scheme for promoting an increase of the use of silver money, the principal feature of which is the restriction of gold coinage to pieces of the value of not less than \$2. Considering that in practice this restriction long ago took effect, and that the smallest gold coins in circulation anywhere in Europe are the British half sovereign, the French 10 francs, and the German 10 marks, all of which are worth \$2 and more, I do not see what the learned professor is aiming at. Nobody in this country could be persuaded on any terms to carry around in his pocket more silver than he does now, and there is no reason for believing that Europeans differ greatly from us in this respect.

The approaching International Bimetallic Conference which has been called at the request of President Harrison will probably result like its predecessors, in a wearisome and fruitless threshing over of old straw and nothing more. The new Ministry in Great Britain will be more hostile to silver than that which is about to go out of office. Germany certainly will not undo the reform in her currency which she accomplished at so great an expense in 1875, and Austria-Hungary has within a few weeks formally resolved to substitute the gold for the silver standard and has begun to mint her new gold coins. Without the concurrence of these three great nations nothing in favor of silver can be done, so that the conference is foredoomed to failure, Dr. Chauncey M. Depew's opinion to the contrary notwithstanding.

Congress has adjourned without passing any of the mischievous financial measures feared from it, so that the business community will have a respite from its anxiety in this respect until next winter. The crops promise well, and ought to furnish lucrative occupation for the railroads, besides swelling our exports to Europe in payment for imported goods. Altogether, I think our people have reason for looking cheerfully, if not with enthusiasm, at the immediate future.

MATTHEW MARSHALL.

- IN -

**Hot weather
Everybody
Appreciates
Light Drinks
That are
Healthful
Faultless
Unrivalled
Lucious.**

Williams Root Beer Extract makes the best drink of all and can be made in five minutes.

For sale everywhere.

Quotations in price column.

The New Man.

The new man is generally obtrusively anxious to get business. He no sooner registers at the hotel than he makes a beeline for the dealer. He isn't deliberate in his manner, like the veteran, who has very little to say for himself, and goes about his work without hurry or excitement. The longer a man is on the road the more matter-of-fact he grows, and the more he does his work as if it were a regular, everyday occurrence. The new man is apt to be in a hurry to finish up his work in a town, and get out of it as soon as possible. In this he is likely to make a mistake. It never pays to attempt to force things. It must not be forgotten that the dealer is called upon to give up a great deal of time to traveling men, and is, indeed, sometimes considerably bored by them. The traveler must not always calculate on finishing his customer at the first interview. He must study his mood, and if this doesn't strike him as favorable he should not stay too long, but, having personally paid his respects, promise to call around later. It is unwise to attempt to force business at an inopportune time. Better miss a train than to intrude on a dealer who is out of humor, or who is busy with customers. The new man is very apt to reveal his newness through a disregard of these necessary precautions. He has an exaggerated estimate of his own importance, and is apt to regard any apparent indifference on the part of the dealer as a piece of rank impertinence. Isn't he a traveling representative of Rich, Gold & Co., the wealthiest and most ancient and aristocratic firm in the country? This intimation, therefore, of the upstart dealer, of Podunk, that he should wait until a horde of country bumpkins have been served, is a piece of unpardonable effrontery. He has a very good mind to pick up his traps and leave the place without giving this rude fellow a chance to even look at his samples. He may think better of it, however, and smother in its very infancy this rash resolve, but he cannot conceal the irritability that has been aroused. The old hand never allows little things like this to disturb his equanimity. The same old hearty greeting and pleasant word fitly spoken, the same unruffled demeanor, the same bonhomie secure for him a successful interview on the morrow.

The new man is very likely to reveal his freshness on the way from the front door to the office in the rear of the establishment. One of the most difficult things for a young actor to master is said to be the walk across the stage, but the achievement can scarcely be more difficult than for the new man to walk the length of the store, on his first call, without arresting the attention of the clerks. His studied air of indifference to his surroundings, and his supercilious enquiry for the proprietor (nothing short of the proprietor for him) are a clean giveaway. His carriage differs from that of a veteran. The latter slight no one in the establishment. He has a pleasant "good day" for every man and boy in his way, and the respectful smile he has for the girls makes him "perfectly lovely" in the quick-discerning optics of the fair ones. Before he has reached the office he has captured the whole institution. It doesn't do to slight the clerk, for it may turn out that he is the very one to be consulted in making up an order. While it is a good plan to learn the proprietor's name, and to become acquainted beforehand with the lay of the land, this knowledge can never excuse an omission of the little amenities to which I have referred. The new man will not be very old in the service before this lesson will have impressed itself indelibly on his mind. But when he has mastered all of these little details of the craft he will have shed his outer skin and ceased to be "the new man."

A prosperous country and enterprise in trade are factors which can produce only one result, viz., a great consumption of all kinds of goods.

Use The Tradesman Co.'s Coupon Books.



Best Six Cord

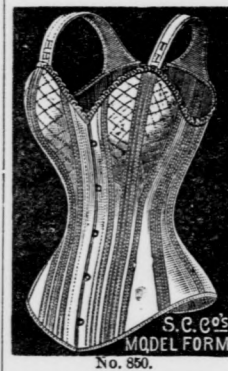
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Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions

Schilling Corset Co.'s



CORSETS

THE MODEL FORM.

Greatest Seller on Earth!



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SCHILLING CORSET CO.,

Detroit, Mich. and Chicago, Ill.

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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, CORSETS, COBSET JEANS, PRINTS, and TICKINGS.

Table of DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, CANVASS AND PADDING, WADDINGS, SIBELIAS, SEWING SILK, HOOKS AND EYES—PER GROSS, COTTON TAPE, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, PLAID OSNABURGS, and other goods.

Rebate Decision.

An important decision on rebate agreements was recently rendered by Judge Lacombe, of New York. His remarks refer to the rebate contracts on alcohol, but apply as well to agreements for regulating the sales of patent medicines. He stated:

"It is insisted that the paper set out in the fourth count became a contract on May 7, 1892, when the purchasers signed it, and that it is distinctly charged that defendants made such contracts in restraint of trade and commerce among the several states on May 7, 1892. But though it be conceded that the contract set forth in the indictment was made on that day, it does not follow that it was a contract in restraint of trade. The only trade which it is pretended was at all curtailed or affected in any way was the trade of Kelly & Durkee in distillery products between Sept. 23, 1891, and May 7, 1892.

"During that period they bought such products only from certain named dealers in a limited number of states and sold only at prices fixed by the defendants; but they did so only because they chose to, because the offer of a rebate to purchasers who would thus conduct their business was an inducement operating upon their self-interest. No obligation of any kind constrained them so to do; during that entire period certainly no contract restrained them, for there was no contract in existence. They were entirely free to buy from whom they pleased and to sell at any price they chose. The statute does not prohibit the offering of special inducements to such purchasers as shall make all their purchases from a single concern and shall sell only at prices fixed by it, even though those inducements be so favorable as to accomplish their object. It is not the actual restraint of trade (if such be restraint of trade) that is made illegal by the statute but the making of a contract in restraint of trade—of a contract which is intended to restrain trade. It is difficult to understand upon what principle it can be contended that trade is restrained by a contract when no contract exists. That when the trade in distillery products, which Kelly & Durkee carried on between September 16, 1891, and May 7, 1892, was restrained (if restrained it were) there was no contract in existence is conclusively admitted on the face of the indictment itself, which changes the statutory offense, to wit, the making of a contract the same as on May 7, 1892.

"How Much Was He Worth?"

There is a terrible significance in the question sometimes asked upon the death of a wealthy man, if we only understood the real significance of the question. "How much was he worth?" we ask. And the angels might reply, "Worth? He wasn't worth anything. His money was worth something. His body is worth something, as a source of fertility to the soil. But he wasn't worth anything." So we vary the question: "Yes, but how much did he leave?" "Oh, leave," it might be answered: "Yes, I will tell you. He had houses, lots, bonds, stocks, gold, notes, merchandise, farm. And he left—Great God! he left them all. He carried nothing with him. Naked and destitute came he into the world, and as naked and destitute did he go the way whence he came. He carried nothing, neither land, nor money, nor yet did he carry with him the blessings of the poor, the grateful tears of the orphan, the benediction of the poor. He left all—he carried nothing away with him."

"But his neighbor has died; a man who was not known on 'Change nor in the tax list. "And what has he left?" we may, perhaps, curiously ask. "Left?" he has left nothing; but he has taken much with him. He has gone to his reward, laden with blessings and the gratitude of the poor, of the helpless, of the young, of the aged, of the widow, of the friendless; of those whom he, by his counsels, and his acts and his prayers, had blessed; of those whose poverty he relieved, whose ignorance he had enlightened, whose darkness he had dispelled, whose bodies and whose souls he had fed." When Wilberforce died, Daniel O'Connell said:

"He has gone up to heaven bearing a million broken fetters in his hands." Happy he, whatever he may leave, or may not leave, on earth, who goes thus freighted into the other world.

A Tight Money Market.

"Lend me a quarter till to-morrow, will you?" "Sorry, but money is very tight just now." "Only twenty-five cents." "Do you happen to know that we shipped \$4,500,000 in gold to Europe yesterday?" "I'll give you the quarter again in the morning." "You don't seem to know that the Bank of England has been forced to raise its discount rate. Hadn't heard of that, had you?" "If you can't spare a quarter, make it twenty cents." "Money is being lent now only on gilt-edged collateral." "I really need that twenty cents very much." "Capital is very sensitive to-day. I was reading in the morning papers that Jay Gould——" "I might possibly get along on fifteen cents." "As I was saying, call loans are not being made now, except——" "It is imperative that I handle fifteen cents before four o'clock." "As I would have said, if you had given me an opportunity, financiers feel quite nervous over the overflow of gold, and——" "What do you say to a dime?" "The precious metal can hardly be expected to return until——" "I'll return the dime early in the morning, but I must have it, really." "What makes matters worse is the fact that no aid can be expected from the Treasury Department, and——" "Say, let's call it a nickel." "Well, here are the funds, but, as I said before, the money market is very tight, and capital is in an extremely sensitive condition."

Keeps His Accounts on a Board.

From the Minneapolis Commercial Bulletin. There is an old merchant in a thriving little town near Minneapolis who scorns a paper ledger and insists on keeping a pine board account with his customers. He planes this board off once every five months and starts afresh. Some time ago a customer dropped into the old merchant's store to pay a balance of forty cents of six months standing. "I guess you don't owe me nothin'," replied the old trader to a question about the debt. The customer protested that he did owe the debt, in fact he remembered buying the goods some six months ago. "Oh, well, five months alters the case," said the weigher of sugar and molasses. "You may owe me forty cents for all I know. You see I've up and started a new board since you got your stuff and I don't remember your debt. You may pay me if you want to, but if you don't it's all O. K., as I've shaved your account out." The trader got his forty cents.

Use Tradesman Coupon Books.

Hardware Price Current.

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

Table listing hardware items and prices. Includes sections for AUGERS AND BITS, AXES, BARROWS, BOLTS, BUCKETS, BUTTS, CAST, and PATENT PLANISHED IRON.

Table listing hardware items and prices. Includes sections for BLOCKS, CRADLES, CROW BARS, CAPS, CARTRIDGES, CHISELS, COMBS, CHALK, COPPER, DRILLING PANS, ELBOWS, EXPANSIVE BITS, FILES, GALVANIZED IRON, GAUGES, KNOBS, LOCKS-DOOR, MOLASSES GATES, NAILS, MAULS, MILLS, and PATENT PLANISHED IRON.

Table listing hardware items and prices. Includes sections for HAMMERS, HINGES, HANGERS, HOLLOW WARE, HOUSE FURNISHING GOODS, WIRE GOODS, LEVELS, ROPE, SQUARES, SHEET IRON, SASH CORD, SASH WEIGHTS, SAWS, TRAPS, HORSE NAILS, WRENCHES, MISCELLANEOUS, METALS, and TIN-MELTIN GRADE.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

Published at

100 Louis St., Grand Rapids,

— BY —

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ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

E. A. STOWE, Editor.

WEDNESDAY, AUGUST 17, 1892.

EXTERIOR AND INTERIOR HUMANITY

An idea very commonly prevails that persons who commit brutal and cruel crimes tell the story of their character in their faces, and that their brutality and truculence are readily betrayed, not only in the expression but in the conformation of the features.

This is a mistake, and is almost wholly due to the lively imaginations of writers of fiction, who, while creating the personages that people their romances, are able to make the external and interior characteristics harmonize. It is easy enough to pick out the villain in the play, because he is commonly gotten up externally to enhance, by his forbidding physiognomy, the wicked and treacherous roles he is to play.

Shakespeare has portrayed the moral monster, Richard III, as a hunchback, and physically forbidding in his appearance, and Schiller has done likewise for Frantz de Moor in "The Robbers." Many lesser writers of fiction have followed these eminent examples, but all this proves nothing. We must appeal to the actual facts of human nature to gain any real information on the subject.

It is plain enough that habits of vicious indulgence, if long persisted in, will proclaim themselves on the exterior and substance of the human body. Habits that exhaust the nerve power, that impair the digestion and enfeeble the muscular strength, will betray their action by bloating or emaciating the form, by inflaming the visage or painting it with pallor, but all this is the plain operation of physical causes upon the physical functions of the individual. But who can look into the human face or regard a man's form and thereby discover all the interior nature of the individual?

It would be positively untrue and, besides, a great outrage on a vast number of honest and good people, to assert any sort of connection between personal ugliness and evil dispositions. There is no sort of warrant for supposing that people deformed in body are also crooked in character. That would be an assumption that the accident which displaces muscles and distorts features also effects like changes on the moral and spiritual na-

ture. Nothing could be more false and more illogical.

On the contrary, it is certain that some of the most famous shedders of blood were remarkable for their physical beauty. There is no more illustrious example than the great Napoleon. He was a small man and a model of regularity of features and a white complexion. His beauty was almost feminine in its type, as also was that of the Scottish General, Claverhouse, "the bloody Claverhouse," as he was commonly termed. He was a small man and beautiful as a woman, according to contemporary accounts and the portraits which remain.

Of the Russian nihilists of our own day, the most daring, desperate and blood-thirsty have been women, all remarkable for their beauty. Vera Sausalich was an eminent example.

But the history of every age testifies to this end. It is impossible to look into the faces of men and women and read their crimes. Sometimes when people are under the influence of strong feeling they may betray some glimpses of their real natures, but the contrary is the rule. There is but little real symmetry between our bodies and our souls. The chrysalis which incloses the most beautiful butterfly is often a hideous thing.

We are taught that to the spiritual eye and the spiritual perceptions the outward husk of the human body is transparent, and the angelic or devilish spirit within is readily discerned. But few on this earth are able to see with the spiritual eye.

Police detectives have devised many ways for the identification of criminals. Every process has proved unsatisfactory so far but that of measurement introduced by a French physiologist, Bertillon. It is a system of measurement of the head, hands and body of criminals. It is proved that not only are no two people of precisely the same dimensions, but no person is perfectly symmetrical. If a perpendicular line be drawn downward from the top of the head the measurements will be different on the right side from those on the left. But no system of measurement has been discovered which will infallibly distinguish good people from the bad. There are possibilities in physiognomy, but it has not yet been sufficiently developed to be wholly reliable.

It is not easy to detect the hypocrites and rascals who veil their villainies behind a fair exterior.

THE ATLANTIC FERRY.

Perhaps the most imperious demand of modern commerce, and commerce rules the policy of nations to-day, is the desire for swift transit, rapid transportation.

This demand is doubtless the result of the use of the electric wire for the transmission of intelligence. By this means we are able to send messages in an instant to the most distant points and to order telegraphic transfers of money in an instant of time, and these facts create a necessity for the swiftest means of travel and for the least possible delay in the transportation and delivery of merchandise. Who is there in this age of electricity that has not wished he could arrive at some distant destination as soon as would his telegram. We venture to say that the number of times that this wish has been expressed is almost past counting.

As a consequence of this imperious and

most earnest desire to arrive by the fleetest possible means, human science and ingenuity are being most strenuously applied in every civilized country to the solution of the problem of quicker transit, both on land and sea. The people generally do not realize the zeal and activity with which this most important problem is being attacked by the mechanical engineers, the electricians, the shipbuilders and the aeronauts, until the public is startled by the announcement that a fast passenger steamer has made the passage of the Atlantic from the Irish Coast to New York in an unprecedentedly short time. The quickest trip on record now is that of the *City of Paris*, made a few days ago in 5 days, 15 hours and 58 minutes.

This is only a spur to greater exertions. It is a tonic which increases without satisfying the appetite for speed. Nobody supposes for a moment that the electricians and balloonists are satisfied with a voyage across the Atlantic in five and two-thirds days. We do not propose to forestall their hopes and experiments, but express the wish that they may solve all the mysteries of aerial navigation successfully and safely for the traveling public. In the meantime we go back to the rail and the screw, which to-day represent our best instrumentalities for transit.

It is probable that by means of improvements in steam locomotives and increased stability and straightness in railway tracks, the speed of passenger trains may be raised to a mile a minute for sustained and continuous effort. Some further improvement in steamships will be made, too, but the grand desideratum will be to shorten the sea voyage. This can be done by limiting it to the distance between Queenstown, Ireland, and Halifax or some other port in Nova Scotia. The distance is something over 1,500 miles, while that between Queenstown and Sandy Hook is more than 2,800 miles. A ship that can make the latter voyage in five days and sixteen hours can make the shorter in less than three days.

Shorten the voyage by two-fifths and you reduce the danger as well as the time. Three days across the Atlantic would make the passage a ferry. Rail already exists from all principal cities into Nova Scotia and all the way to Halifax. But it has been proposed to build a dyke across the Straits of Belle Isle to keep the icebergs of the Arctic Ocean out of the Gulf of St. Lawrence. If this were done it would permit an all rail route from New York to St. Johns, Newfoundland, which would reduce the water passage to less than 1,200 miles. This would make the water transit a ferry, indeed. We will come to that before many years.

GETTING ACQUAINTED.

We are constantly told that the inhabitants of the earth are steadily growing better; that a state of perfection is the ultimate destiny of human beings and they are now moving on straight to the goal, and the millennial conditions of peace, love and charity over the whole earth are almost ready to be realized.

This is comforting intelligence, and while we cannot accept it in the gilded and glowing terms in which it is announced, we are glad to believe that there is in many respects a progressive improvement in the physical comforts and political freedom of the human race.

It is plain that the people of civilized countries generally are better housed and better fed than in any former age. While the failure of crops in one country may threaten the people with starvation and subject them to much suffering, the enormously improved facilities of commerce enable those countries where there is a surplus of food to send with speed and promptness relief to the sufferers, while not only do governments provide for the necessities in such cases of their destitute people, but private charity is also exercised upon a scale that is often grand and colossal.

As for wars, they are vastly less numerous than in any previous age, and when they occur they are usually short, sharp and decisive, and are not marked by the extremes of rapine and devastation which were common in other ages. Not only are peace and settled order the general rule in most countries, but the great progress in science, the increase of luxury and the diffusion of wealth, caused by the development of new countries, have combined to stimulate and support many industries which contribute to the comfort and material benefit of the people, and, as a consequence, many things which were once luxuries and confined to a few are now matters of everyday convenience, at the service of the many.

It is through the agency of such causes that the workingman to-day is able to ride to and from his daily labor in a carriage which is as open to him as it is to his rich employer. It is due to such causes as we have mentioned that the working classes, to a large extent, are able to live in more moral and more salubrious neighborhoods, and to enjoy the protection of sanitary and hygienic precautions which science has provided. To-day, through the assistance of free public education and the extraordinary facilities presented by the press, the people of all civilized nations are brought into closer association, and are able to enjoy whatsoever benefits may arise from the extension of sympathy and acquaintance.

It is under the influence of these causes that race hostilities have been mitigated, and a stranger in a strange land is far less than formerly the proper victim of violence, spoliation and oppression.

Wonderful increase in the inter-association of the people of all countries through the operation of commercial intercourse and immigration, will, if carried on at the present rapid ratio, evidently result in bringing the chief races of men very close together in interest, manners and customs and in language, and even in institutions and social conditions. This will not be accomplished without more or less of war and violence, and, doubtless, some races will be exterminated and others brought to complete subjection in the processes of general assimilation. But if the present extraordinary activity in commerce, immigration, exploration and colonization is to go on, it must result in remarkable effects upon the inhabitants of our planet. It has not been more than four centuries since the existence of one-half of this earth was not known to the people of the other. What wonderful results may we not look for at the end of another four centuries from the impulses of exploration, migration, colonization and general movements of population set on foot in 1492. They started the people of the

earth to getting acquainted with each other.

The appointment of Geo. W. Chandler as a member of the Standard Insurance Policy Commission, in place of Charles Buncher, is a direct slap in the face of the business men of the State. Mr. Buncher owed his appointment to the influence of the Michigan Business Men's Association and kindred organizations, all of whom united in demanding that the business interests of the State be represented in the make-up of the Board. This point Governor Luce very promptly conceded and named as the first appointive member of the Board a dry goods jobber who was thoroughly representative of the business portion of the commonwealth. Governor Winans was asked to re-appoint Mr. Buncher, or some gentleman representing similar interests, but turned the business men down in favor of the insurance corporations, whose influence appears to be, have exceeded that of the business public.

Strictly campaign goods will form a leading feature of the fall trade. Wherever a manufacturer can adapt any article to the political principles and human emotions which will be uppermost with the American people for the next four months, will it be done with the quickness and originality which belong to this class of men. From this point of view a national political contest is an advantage to manufacture and trade, while it brings out a wonderful amount of ingenuity and taste in the designing and production of these goods. The ideas are always happy, and the goods are always sold at popular prices. As neither of the parties in their organizations and clubs, and people themselves, are lacking in money, the expenditure will reach an enormous aggregate. Wide-awake manufacturers should take advantage of the situation and give us everything to make the contest memorable in its emblems.

First Picnic of the Jackson Grocers.

Five years ago Grand Rapids inaugurated "Grocers' Day" and has religiously celebrated the event every year since. Last year the Saginaw grocers wheeled into line, and this year the retail grocers of Jackson have inaugurated the observance of an event which will probably be a feature of the midsummer months for many years to come. THE TRADESMAN hopes to see other cities in the State follow these examples and is pleased to learn that the Bay City grocers contemplate a venture of this kind in the near future.

The Jackson grocers chose Wednesday, Aug. 10, as the date of their virgin effort in the picnic line and Bawbeese Lake as the place. Both selections were happy ones, the weather being perfect and the picnic ground all that could be desired. Bawbeese Lake is situated on the main line of the L. S. & M. S. Railway, about two miles east of Hillsdale. Well-located picnic grounds on the west side of the lake were purchased by the railway company last spring and handsomely fitted up for picnic purposes, including the construction of one of the finest pavilions to be found anywhere. The grounds are under the management of Samuel B. Griffith, who has conducted similar resorts in Pennsylvania and is well adapted to make Bawbeese Lake a resort of more than local repute.

The trip to the picnic ground was made by two special excursion trains, which carried 975 persons, arriving at the destination about 9 o'clock. Bathing, boating and other amusements occupied the attention of the grocers and their guests until dinner time, after which all assembled in the pavilion and listed to addresses by the editor of THE TRADESMAN, H. S. Griggs, Secretary of the Jackson Grocery Co. and Jacob Sagendorf, the oldest retail grocer in Jackson and the first president of the present organization. Mr. Sagendorf stated that this was the first time that all the grocers of Jackson had ever met on a common level and he hoped it would mark the era of a better understanding between local dealers and a more thorough co-operation all along the line. He thanked the grocers and their guests for their attendance and asked them to come again next year.

Games and sports followed the addresses, taking up most of the afternoon, and at 7 o'clock the trains started for home, carrying a happy and contented party who had enjoyed a grocers' picnic without a single mishap of any kind.

Country Callers.

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

- Frank C. Sampson, Boon.
- H. S. Tenny, Stimson.
- Milo J. Thomas, Corunna, Ind.
- F. A. Jenison, Manton.
- H. E. Hogan, South Boardman.
- W. W. Peck, South Boardman.
- Otto Bullis, Maple Rapids.
- G. Hirschberg, Bailey.
- G. K. Coffey, White Cloud.
- B. S. Runnels, Big Prairie.
- Parker & Son, Baldwin.
- S. E. Parrish, Ithaca.
- Skinner & Wagers, Fremont.
- L. R. Lansing, Wayland.
- Foster Bros., Fountain.
- S. Martindale, Mc Donald.
- A. Rogers, Ravenna.
- Geo. S. Curtiss, Edgerton.
- E. R. White, Alanson.
- John Pickard, Brookside.
- A. L. Power, Kent City.
- N. Bouma, Fisher.
- B. J. Whelpley, Mulliken.
- Owosso Packing Co., Owosso.
- M. S. Mc Nitt, Byron Center.
- F. N. Cornell, Sebewa.
- L. M. Wolf, Hudsonville.
- O. J. Eldred, Clarksville.
- Geo. T. Sanders, Rockford.
- W. S. Adkins, Morgan.
- W. A. D. Rose, Benton Harbor.
- E. G. Bennett, Middleville.
- H. J. Slade, Wayland.
- A. B. Schumaker, Grand Ledge.

Picnics of the Saginaw Valley Grocers.

The retail grocers of the Saginaws held their second annual picnic at Bay Port last Thursday, which was simply a repetition of the enjoyable event of the year before.

On Thursday of this week the retail grocers of Bay City and West Bay City will hold their first annual picnic at Bay Port. All the stores in the two cities will be closed and the grocers and their clerks will enjoy a day of deserved rest and recreation.

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.



"The cup that cheers but does not inebriate" A cup of LION COFFEE

Why?

ARE THE WOOLSON SPICE CO. COFFEES THE BEST FOR MERCHANTS TO HANDLE?

Because!

They Satisfy the Trade and Increase the Merchant's Trade.

LION COFFEE, O. D. JAVA, STANDARD MARACAIBO ARE OUR LEADING BRANDS.

Lion Coffee pleases the package trade, while every one of your bulk coffee customers will come the second time after the bulk coffees, O. D. Java and Standard Maracaibo.

Undoubtedly You had better try an order of each, and see for yourself that this is true.

SOLD BY GRAND RAPIDS JOBBERS.

WOOLSON SPICE CO.,
Roasters of
High Grade Coffees,
TOLEDO, O.

L. WINTERNITZ,
RESIDENT AGENT,
106 Kent st.,
Grand Rapids, Mich.



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

MICHAEL KOLB & SON,
Wholesale Clothing Manufacturers
ROCHESTER, N. Y.

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

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

OVERCOATS.

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

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

PRINCE ALBERT COATS and VESTS.

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

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

William Connor will be at Sweet's Hotel on Friday and Saturday, Aug. 12 and 13.

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

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

One Year—Jacob Jesson, Muskegon.
Two Years—James Vernor, Detroit.
Three Years—Ottmar Eberbach, Ann Arbor.
Four Years—George Gundrum, Ionia.
Five Years—C. A. Bugbee, Cheboygan.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Meetings for 1922—Marquette, Aug. 31; Lansing, November 1.

Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkill, Owosso.
Vice-Presidents—J. H. L. Dodd, Buchanan; F. W. R. Perry, Detroit; W. H. Hicks, Morley.
Treasurer—Wm. H. Dupont, Detroit.
Secretary—C. W. Parsons, Detroit.
Executive Committee—H. G. Coleman, Kalamazoo; Jacob Jesson, Muskegon; F. J. Wurzburg and John E. Peck, Grand Rapids; Arthur Bassett, Detroit.
Local Secretary—James Vernor.
Next place of meeting—Some resort on St. Clair River; time to be designated by Executive Committee.

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. Klipp; Secretary, W. C. Smith.

Muskegon Drug Clerks' Association.

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

How to Supplant the Semi-Nostrums.

We often wonder why so many of our pharmacopœia preparations, and those of the National Formulary, are not used more generally or to a greater extent; why the medical profession fails to recognize so few of those well-tried, standard preparations, that have stood for years the close scrutiny and criticisms of our most able pharmacists and practitioners; why the many proprietary or semi-patent medicines should take the place of our standard goods and that, seemingly, without much trouble. Today the new preparation is introduced, to-morrow we dispense it. Why is this so? Why does not our doctor prescribe pharmacopœia or National Formulary preparations of a similar nature or composition? Does he, perhaps, think that Jones' Comp. Syr. Hypophosphites, or Smith's Comp. Emulsion of Cod Liver Oil is better, because Mr. Jones or Mr. Smith makes them? Or does he, perhaps, think that because they are made away from home they are of a superior quality?

As professional people we should make greater efforts to interest our physician friends in these recognized formulas by practical demonstration. We should be thoroughly posted in this work, and convince them without a doubt that we are capable of supplying their wants.

You may supply your doctor with copies of all the pharmacopœias and formularies in print, and talk to him by the hour about the fine qualities and standard strengths of these products, and you may gain his full confidence as to your knowledge, and yet you will fail to accomplish much or any good. You must emphasize your knowledge by a practical exhibition. Place samples in his hands for inspection. This method will gain the desired end. This is the whole secret of success of so many of the proprietary preparations that are creating so much stir and trouble in our ranks.

I have for several years made this subject a study, and have overhauled my method of work in this line. Formerly, I simply placed copies of the Pharmacopœia or National Formulary into the hands of my physicians and commented on the good works and upon the scientific origin of the same. I soon saw that it needed something else beside theory, scientific origin, etc., to fully interest my doctor.

I started in to make samples from the National Formulary, and while at work

called the physician's attention to them by making a display. And I was indeed surprised how easy it is to introduce a nicely compounded elixir or syrup, and how quickly and readily my patrons would try them. Once tried, and the game was won. Since following this course I find no trouble in having the National Formulary preparations prescribed. And further, what a good thing it is for your apprentice. He is brought right into the pretty part of our business. He more fully realizes what a great field of study and practice he has before him.

I follow about the same course in the Pharmacopœia with my apprentice. We take up one class of preparations after another, making samples of those that are not in stock, and familiarize ourselves thoroughly with their physical properties. It will astonish the oldest of us to know how many really nice and efficient remedies our Pharmacopœia contains that are comparatively unknown to some sections of the country for want of introduction.

A similar course may be pursued with new drugs and medicines that create such marked attention now in the medical world.

It is true, of course, that there are too many worthless products thrust upon us; but what can we do? We cannot afford to be stubborn in the matter, and refuse to have anything to do with them; nor can we indifferently tell the physician to wait for favorable clinical reports. This won't do; for in this progressive age the physician as well as the laity want to try something new. This demand has caused, to some extent, the present flood of new remedies. It is simply a matter of cause and effect, and the pharmacist cannot afford to be out of the swim.

My idea is to have a small space in your store devoted to samples and specimens of anything new you may have. During your leisure hours you can post yourself and physician about them, thereby keeping thoroughly abreast with the times. This proceeding enables you, also, to dispose of many things that would otherwise remain hidden upon the shelves or in the closets, dead stock and finally a complete loss.

You can in this way make good use of your leisure hours and will have less time to worry over the great bugbear of cut prices and close competition, and when thoroughly interested, will often hail with delight a dull day or two, so as to give you a chance to pursue this line of thought—and then the beauty of it all is, it pays.

Another thing I have been thinking would benefit our cause is to apply for admission to our local medical societies, and when admitted to the full privilege of their meetings, advance your interests by an exhibition of elegant pharmaceuticals. I believe physicians would heartily welcome us in this move, for our interests are mutual. The social feature and friendly relationship would be more fully developed. Of course, we could not completely establish a state of perfect happiness and content, but we can at least be a little more neighborly and raise our profession a little higher in the eyes of the world. WM. MITTLBACH.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS

An Ambiguous Sign.

The proprietor of a small store in a Texas town, who did not advertise to any great extent in the newspapers, had his canned goods emporium plastered inside and out with the calabastic symbols, S. P. Q. R. He dealt in almost everything from fly-paper to quinine. One day a long-eared, melancholy man dismounted from a long-eared, melancholy mule and came into the store. His eyes immediately sought the mysterious signs. "Pardner," said the melancholy man, "to decide a bet I wish you'd tell me what that air S. P. Q. R. stands for?" "That, my friend," said the proprietor glibly, "stands for Small Profits and Quick Returns. That's my motto. That's the way I sell goods way below bed rock. What did you think it was?" "Wall," said the man, with a long sigh of relief, "we've both lost. I bet a yearling steer it stood for Small Potatoes and Quack Remedies, and Bill Gibbons bet it was Sick Rats Quickly Restored. So it's a stand-off, pard, and I'm much obliged to yer. I'll just go hum and report to Bill."

The Bichloride Analyzed.

The London *Lancet* publishes the results of an analysis made by eminent chemists of Keeley's Bichloride of Gold, from the use of which such astonishing cures are reported. The chemists say it contains no gold and no chlorides, but consists of water, 61 per cent.; sugar, 6 per cent.; alcohol, 27 per cent. and 6 per cent. of mineral salts, mostly lime. The whole, they say, is a liquor as intoxicating as port or sherry. If this be true, Dr. Keeley evidently proceeds on the historic theory that "the hair of the same dog's tail cures the bite."

ENGRAVING

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

THE TRADESMAN COMPANY,
Grand Rapids, Mich.

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.

Mason's Fruit Jars.

Note the extreme low prices at which we are now offering our Mason's Porcelain Lined Fruit Jars.

Don't lose any orders as there is a good profit at the price, and the demand has always been heavier than the supply at this season.

Pints have same size mouth as quarts.

MASON'S		DANDY	
With Boyd's Porcelain Caps.	Best Jars with Glass Covers.	pr	gr
Pints.....7 25	Pints.....10 50		
Quarts.....7 50	Quarts.....11 00		
Half gallon.....9 50	Half gallons.....14 00		

No charge for package or cartage. All Fruit Jars shipped on receipt of order. Price guaranteed.

H. LEONARD & SONS,
Grand Rapids, - Mich.

AGNES BOOTH CIGARS

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

I. M. CLARK GROCERY CO.,

State Agents.

Wholesale Price Current.

Advanced—Gum opium, German quinine, carbolic acid, benzoic acid. Declined—Morphia, domestic quinine, po. ipecac.

Table listing various medicinal products such as ACIDUM, AMMONIA, ANILINE, BACCAE, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, OLEUM, and SYRUPS, with their respective prices per unit.

Table listing various medicinal products including Morphia, S. P. & W., S. N. Y. Q. & Co., Moschus Canton, Myristica, Nux Vomica, Pepsin Saac, H. & P. D., Pictis Liq, N. C., P. 1/2 gal, Pictis Liq, quarts, Pili Hydrarg, Piper Nigra, Piper Alba, Pix Burgun, Plumbl Acet, Pulvis Ipecac et Opl, Pyrethrum, boxes H. & P. D. Co., doz, Pyrethrum, py, Quassaia, S. P. & W., Quina, S. P. & W., S. German, Rubia Tinctorum, Sacccharum Lactis, Sanguis Draconis, Sapo, W., Sapo, M., Sapo, G., Seldlitz Mixture, Sinapis, opt, Snuff, Maccaboy, De, Voes, Snuff, Scotch, De, Voes, Soda Boras, Soda et Potass Tart, Soda Carb, Soda, Bi-Carb, Soda, Ash, Soda, Sulphas, Spts. Ether Co, Myrcia Dom, Myrcia Imp, Vini Rect. bbl, Less 5c gal, cash ten days, Strychnia Crystal, Sulphur, Subl, Tamarinds, Terebenth Venice, Theobromae, Vanilla, Zinc Sulph, OILS, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw, Linseed, boiled, Neat's Foot, winter, strained, Spirits Turpentine, PAINTS, Red Venetian, Ochre, yellow Mars, Ber, Putty, commercial, strictly pure, Vermilion Prime Amer, Vermilion, English, Green, Peninsular, Lead, red, white, Whiting, white Span, Whiting, Gilders, White, Paris American, Whiting, Paris Eng, Pioneer Prepared Paint, Swiss Villa Prepared Paints, VARNISHES, No. 1 Turp Coach, Extra Turp, Coach Body, No. 1 Turp Furn, Eutra Turk Damar, Japan Dryer, No. 1 Turp.

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. Weatherly's Michigan Catarrh Remedy. We have in Stock and Offer a Full Line of WHISKIES, BRANDIES, GINS, WINES, RUMS. We sell Liquors for medicinal purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day we receive them. Send a trial order. HAZELTINE & PERKINS DRUG CO., GRAND RAPIDS, MICH.

Grocery Price Current.

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

Table listing various grocery items such as AXLE GREASE, BAKING POWDER, DR. PRICE'S BAKING POWDER, and various oils and fats.

Table listing various grocery items including Gages, PEACHES, Pears, and various fruits and vegetables.

Table listing various grocery items including COFFEE, CRACKERS, and various types of flour and meal.

Table listing various grocery items including CONDENSED MILK, FISH-SALT, and various types of canned goods.

Table listing various grocery items including POTASH, SPICES, and various types of extracts and flavorings.

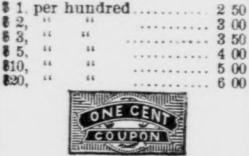
Table listing various grocery items including SAL SODA, SEEDS, and various types of starch and flour.



Cabinets containing 120 1 lb. packages sold at case price, with additional charge of 90 cents for c. in net.



Trade Man's Coupon Book. Above prices on coupon books are subject to the following quantity discounts.



Universal Coupon. Above prices on coupon books are subject to the following quantity discounts.



NEW ENGLAND Mince Meat. T. D. DOUGHERTY, CHICAGO, ILL. & PORTLAND, ME.

SALERATUS. Packed 60 lbs. in box. 83 30 Church's 3 15 DeLand's 3 30 Dwight's 3 30 Taylor's 3 00		Choicest 32 @34 Dust 10 @12		Warpath 14 Banner 15 King Bee 20 Kiln Dried 17 Nigger Head 23 Honey Dew 24 Gold Block 28 Peerless 24 Rob Roy 24 Uncle Sam 28 Tom and Jerry 25 Brier Pipe 30 Yum Yum 32 Red Clover 32 Navy 32 Handmade 40 Frog 43		GRAINS and FEEDSTUFFS WHEAT. No. 1 White (58 lb. test) 72 No. 1 Red (60 lb. test) 72 MEAL. Bolted 1 30 Granulated 1 50 FLOUR. Straight, in sacks 4 40 Patent "sacks" 5 40 Graham "sacks" 2 10 Rye " " 2 40 MILLSTUFFS. Car lots Less quantity Bran \$13 50 \$14 00 Screenings 14 50 15 00 Middlings 14 50 15 00 Mixed Feed 20 00 20 50 Coarse meal 20 00 20 50 CORN. Car lots 55 Less than car lots 53 OATS. Car lots 38 Less than car lots 40 HAY. No. 1 Timothy, car lots 12 00 No. 1 " ton lots 13 00 OILS. The Standard Oil Co. quotes as follows, in barrels, f. o. d. Grand Rapids: Rocene 9 Water White, old test 8 1/2 W. W. Headlight, 150° 7 1/2 Water White 7 Naptha 7 Stove Gasoline 7 1/2 Cylinder 27 @36 Engine 13 @21 Black, 25 to 30 deg 7 1/2 FRESH MEATS. Swift & Company quote as follows: Beef, carcass 5 @ 6 " hind quarters 6 @ 6 1/2 " fore 3 @ 3 1/2 " loins, No. 3 9 @ 9 1/2 " ribs 7 @ 8 " rounds 5 @ 5 1/2 Bologna 4 @ 4 1/2 Pork loins 10 @ 10 1/2 " shoulders 7 @ 7 1/2 Sausage, blood or head 4 @ 4 1/2 " liver 4 @ 4 1/2 " Frankfort 7 @ 7 Mutton 7 @ 8 Veal 6 @ 7		HIDES, PELTS and FURS Perkins & Hess pay as follows, prices nominal: HIDES. Green 2 1/2 @ 3 1/2 Part Cured 2 @ 3 Full " 4 @ 4 1/2 Dry 5 @ 5 Kips, green 2 1/2 @ 3 1/2 " cured 4 @ 4 1/2 Calfskins, green 4 @ 5 " cured 6 @ 6 1/2 Deacon skins 10 @ 20 No. 2 hides 1/4 off. 20 PEELTS. Shearings 10 @ 25 Lambs 20 @ 50 WOOL. Washed 30 @ 23 Unwashed 10 @ 20 MISCELLANEOUS. Tallow 3 1/2 @ 3 3/4 Grease butter 1 @ 2 Switches 1 1/2 @ 2 Ginseng 2 00 @ 2 65 POULTRY. Local dealers pay as follows: DRESSED. Fowl 8 @ 9 Turkeys 10 @ 11 Ducks 11 @ 13 LIVE. Chickens 8 @ 10 Fowls 7 @ 8 Turkeys 9 @ 10 Spring Duck 10 @ 11 FISH and OYSTERS. F. J. Dettenthaler quotes as follows: FRESH FISH. Whitefish 8 @ 9 Trout 8 @ 9 Halibut 15 @ 15 Ciscoes or Herring 5 @ 6 Bluefish 11 @ 12 Fresh lobster, per lb 2 1/2 Soft crabs, per doz 1 00 Shrimp, per gal 1 25 Cod 10 @ 12 No. 1 Pickerel 8 @ 8 Pike 7 @ 7 Smoked White 7 @ 7 OYSTERS—CANS. Fairhaven Counts 40 SHELL GOODS. Oysters, per 100 1 25 @ 1 50 Clams, " " 1 00 @ 1 25		PAPER & WOODENWARE PAPER. Straw 1 1/2 Rockfalls 1 1/2 Rag sugar 2 Hardware 2 1/2 Bakers 2 1/2 Dry Goods 5 @ 5 Jute Manila 2 1/2 @ 2 50 Red Express No. 1 5 1/2 " No. 2 4 1/2 TWINES. 48 Cotton 50 Cotton, No. 1 17 " No. 2 16 Sea Island, assorted 30 No. 5 Hemp 15 No. 6 " 15 WOODENWARE. Tubs, No. 1 7 00 " No. 2 5 00 " No. 3 5 00 Pails, No. 1, two-hoop 1 35 " No. 1, three-hoop 1 40 Clothespins, 5 gr. boxes 40 Bowls, 11 inch 80 " 13 " 1 00 " 15 " 1 60 " 17 " 2 25 " 19 " 2 75 " 21 " 3 00 Baskets, market 35 " shipping bushel 1 25 " full hoop " 1 35 " willow cl'ns, No. 1 5 75 " " " No. 2 6 25 " " " No. 3 7 25 " splint " No. 1 3 50 " " No. 2 4 25 " " No. 3 5 00 INDURATED WARE. Pails 4 05 Tubs, 1/4 doz 4 55	
SOAP. LAUNDRY. Allen B. Wrisley's Brands. Old Country, 80 1-lb 3 20 Good Cheer, 60 1 lb 3 90 White Borax, 100 3/4-lb 3 60 Proctor & Gamble. Concord 2 80 Ivory, 10 oz 6 75 " 6 oz 4 00 Lenox 3 65 Mottled German 3 15 Town Talk 3 00 SCOURING and POLISHING. Sapolio, kitchen, 3 doz 2 50 " hand, 3 doz 2 50		BASKET FIRED. Fair 18 @20 Choice 25 @25 Choicest 35 @35 Extra choice, wire leaf 40 @40 GUNPOWDER. Common to fair 25 @25 Extra fine to finest 50 @55 Choicest fancy 75 @25 OOLONG. Common to fair 23 @30 IMPERIAL. Common to fair 23 @26 Superior to fine 30 @25 YOUNG HYSON. Common to fair 18 @25 Superior to fine 30 @40 ENGLISH BREAKFAST. Fair 18 @22 Choice 24 @28 Best 40 @50		WASHBOARDS. Single Wilson \$2 00 Saginaw 1 75 Rival 1 40 Daisy 1 00 Langtry 1 10 Defiance 1 75 Double. Wilson 2 50 Saginaw 2 25 Rival 1 80 Defiance 2 00 Crescent 2 60 Red Star 2 75 Shamrock 2 50 Ivy Leaf 2 25 VINEGAR. 40 gr 7 50 gr 8 \$1 for barrel. WET MUSTARD. Bulk, per gal 30 Beer mug, 2 doz in case 1 75 YEAST. Magic, per box 1 00 Warner's " 1 00 Yeast Foam, per box 1 00		TOBACCOS. Fine Cut. Pails unless otherwise noted Hiawatha 60 Sweet Cuba 34 McGinty 24 " 1/2 bbls. 22 Valley City 32 Dandy Jim 27 Torpedo 20 Yum Yum 26 Plug. Sorg's Brands. Spearhead 38 Joker 22 Nobby Twist 39 Oh My 29 Scotten's Brands. Kyo 22 Hiawatha 38 Valley City 34 Finzer's Brands. Old Honesty 40 Jolly Tar 32 Middleton's Brands. Here It Is 38 Old Style 31 Jas. G. Butler & Co.'s Brands. Something Good 38 Toss Up 28 Out of Sight 25 Private Brands. Sweet Maple 30 L. & W. 26 Smoking. Boss 12 1/2 Colonel's Choice 13		SUGAR. Cut Leaf @ 5 1/2 Cubes @ 5 Powdered XXXX @ 5 1/2 " Standard @ 5 1/2 Granulated, medium 4 60 @ 4 1/2 " fine 4 60 @ 4 1/2 Confectioners' A 4 56 @ 4 60 Soft A @ 4 44 White Extra C @ 4 31 Extra C @ 4 18 C @ 4 Golden @ 3 1/2 Yellow @ 3 1/2 Less than bbls. 1/4c advance SYRUPS. Corn 24 Half bbls. 26 Pure Cane. Fair 19 Good 25 Choice 30 SWEET GOODS. Ginger Snaps 8 Sugar Creams 8 Frosted Creams 9 Graham Crackers 8 1/2 Oatmeal Crackers 8 1/2 TEAS. JAPAN—Regular. Fair @17 Good @20 Choice 24 @26 Choicest 32 @34 Dust 10 @12 SUN CURED. Fair @17 Good @20 Choice 24 @26			

PEACHES!

The Early Alexanders are in and quality up to the standard. These are the first and from the outlook there will be a large crop of them and prices will rule low. Our facilities are as usual in good shape to handle the immense quantities that we always take on the market. Our books show last year that we handled between

25,000 and 30,000 BUSHEL,

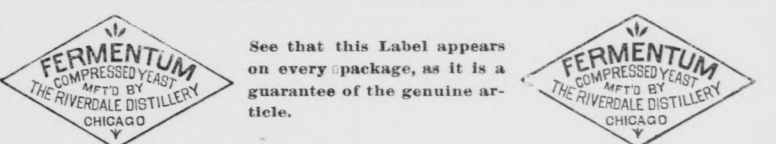
and about Thirteen Thousand small baskets. We know the peach growers and know their style of packing, consequently, when you order peaches of us you will get first quality and not pay any more than if you were here to do your own buying. In the height of the season when we go on the market and take from eight to twelve hundred bushels a day it is quite evident we can supply the wants of the trade to their entire satisfaction. Let us know at once if you wish us to give you the market report from week to week, and we will put you on the list without charge. Hoping to hear from you early, I am yours respectfully,

ALFRED J. BROWN,
 Seedsman and Fruit Commission Merchant.

RINDGE, KALMBACH & CO.,

WHOLESALE
 Manufacturers and Jobbers of
BOOTS & SHOES

WE would call the attention of the trade to our specialties in factory goods for fall. We know we can give you better goods for the money than you can find elsewhere in Men's, Boys', Youths', Women's, Misses' and Children's. A few of our leaders are the Hustlers, Veal Calf and Hard Pan lines for men and boys. In the women's we make Kangaroo, Calif, Oil Grain and Satin Oil. Ask our salesman to show you above line. Agents for the Boston Rubber Shoe Co.



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.



DRIVEN OUT OF HIS FACTORY.

Strange Episode in the Early Days of Sewing Machine Manufacturing.

"Has it come to this, that I am to take orders from my own workmen, in my own factory? I shall never set foot in this factory again, then!"

These were the last words that Isaac Merritt Singer addressed to his associates in his great sewing machine factory in New York City; and after speaking them he gathered up a few private papers from his desk, slammed the office door behind him, went to Europe and died there without ever darkening his office doors again.

The circumstances that led to this strange scene form an interesting chapter in the early history of the sewing machine industry in this country. Singer was one of the early, though not one of the earliest, inventors to see the great future in store for the little machine that would sew endless seams. The struggles of the French inventor, Thimoniaer, and of Elias Howe, both in this country and in England, were still fresh in the public mind when Singer appeared upon the scene. The needle with the eye in its point and the small metallic shuttle had already been invented, and Howe was making sewing machines in Boston under the American patents that he had pawned in Europe for a few hundred dollars and subsequently redeemed. Singer was an inventor and machinist, and with a few improvements of his own devising he, too, set up a sewing machine factory in Boston. But the point-eyed needle and the traveling shuttle were parts absolutely necessary in the construction of a sewing machine, and for these devices Howe held the American patents. Howe was by this time doing a good business and was financially able to protect his rights, and he immediately took measures to prevent Singer from using his protected needle and his protected shuttle. There was a hard struggle between the two inventors, but Howe's rights were upheld, and Singer was compelled to withdraw.

However, Boston and New York were a long way apart in those days, and Singer believed that he might go to New York, and, by securing sufficient capital there, make a successful fight against the Boston concern. He held patents of his own, and some very good ones; but the indispensable parts of the machine, the needle and shuttle, were owned by Howe. Singer went to New York and interested a capitalist, lawyer Clarke, and with the Clarke money and the Singer patents and brains the factory of the Singer Sewing Machine Company was opened in Center street. This was at a time when nine persons out of ten throughout the country had never heard of a sewing machine, and when the few machines in use were nearly all heavy, cumbersome affairs, made only for clothing manufacturers.

It did not take Howe long to learn that Singer was at work in New York, and for the second time he asked the courts to stop him. The patent needle and the shuttle were stumbling blocks that could not be avoided, and Singer was again enjoined from using Howe's inventions. But this time Singer had money at his back, and, instead of being completely estopped, a compromise was arranged under which Singer might go on manufacturing, paying Howe a heavy royalty for every needle and shuttle used. On these terms the Singer Company continued to make machines for several years.

Singer was not the man, however, to be content with the sewing machine as it then stood. He was continually making an improvement here and an improvement there, and at length he hit upon the self-adjusting feeder. The feeder is that rough, detached plate which, in conjunction with the finger that descends, carries the work under the needle. In the original Howe machine the descending finger came down a certain distance, neither more nor less, so that the same pressure was brought to bear upon all work, whether it were a heavy army blanket or a web-like piece of cambric. By simply inserting a delicate spring above this finger, Singer

made the finger adjust itself equally well to work of any thickness, and the "self-adjusting feeder" was evolved. A glance at any sewing machine will show in a moment how inferior must have been the work done on the machine when the finger came down like a vice upon heavy goods, but barely touched a thickness of muslin or other thin goods. The importance of this invention was immediately recognized, and no machine was considered perfect without the self-adjusting feeder.

This made the Singer Company master of the situation. Howe could not sell his machines without the self-adjusting feeder, and he could not use it because Singer held the patent. Singer could use Howe's needle and shuttle, under a royalty, because he had contracts to that effect. Then it became necessary for Howe to propose a compromise, and, after much litigation and many conferences, it was arranged that Howe might use the patent feeder, paying Singer a royalty on every feeder used. But there was an interested lawyer in the Singer Company, and the royalty to be paid for the use of the feeder was so much larger than the royalty on the needle and shuttle that it is estimated that, if the Singer Company had stopped manufacturing at that time and let Howe go ahead and make all the machines, the royalty on the feeder alone would have made for the Singer Company an immense fortune. It was, principally, the royalties on these three inventions, the point-eyed needle, the shuttle and the patent feeders, that made sewing machines so expensive through a long series of years. Singer was paying Howe a fortune every year in royalties on his needle and shuttle, and Howe was paying Singer a larger fortune in royalties on his self-adjusting feeder, and the people who bought the machines, of course, paid it all. And, after all, the shuttle patent was an utterly indefensible one, the shuttle having been in use for centuries; it was only in its use in connection with the point-eyed or eye-pointed needle that the shuttle patent could stand.

With its contracts and its patents, the Singer Company now had the business practically in its own hands. But, with its great success, came internal dissensions that promised, for a time, to ruin everything. Singer and Clarke, equal partners in the business, were naturally very differently constituted. Singer was impulsive, confident of success, speculative, ready for almost any venture. Clarke was a shrewd lawyer, careful, conservative and cautious. It was his money that was at stake and he was not fond of taking risks. Singer proposed and started many new schemes that Clarke did not approve of, and for many months a ruinous break between the partners seemed inevitable. The opening of the big Singer showrooms in Broadway, involving the rental of a five-story building, was one of the most important of these Singer schemes.

With the opening of the great Broadway salesrooms, a daring venture for those days, the shrewd Scotchman, Mackenzie, came to the front. Mackenzie was, originally, a box maker and packer in the factory, drawing a salary of \$9 a week. The foremen in the mechanical departments were paid \$12 a week. By his industry, skill and shrewdness Mackenzie had worked his way into the office, at an increased salary. As events proved, Mackenzie carried the managerial brain of the company. When the Broadway house was opened he was made its manager.

Clarke had put up with a great many of Singer's daring ventures, but the expensive Broadway establishment was more than he could stand, and he insisted upon either buying Singer's interest or selling his own. In this crisis the generalship of Mackenzie saved a disruption and made a complete change in the state of affairs. Mackenzie drew his shrewd Scotch brain together and went to Clarke with a proposition.

"Here you have a fine business," said he, "increasing every year, but only an infant now to what it is bound to be in the future. If you and Mr. Singer insist upon disagreeing and separating, the business will be broken up. New competitors have come into the field, but

PRODUCE MARKET.

Apples—Several varieties of home grown fruit are now on the market, commanding \$3 per bbl. Beans—Dry stock is in small supply and active demand. Dealers pay \$1.30@1.35 for unpecked and hold city handpicked at \$1.65@1.75 per bu. Beets—50c per bu. Butter—The market is without change, jobbers paying 13@14c and holding at 13@16c. Cabbages—50c and 60c per dozen, according to size. Celery—Choice home grown commands 25c per dozen bunches. Dried apples—Evaporated is firmly held at 8@9c; sundried is strong at 5@6c. Eggs—The price is without particular change dealers paying 13@13½c and holding at 14½c per doz. Grapes—Early Ohio are in limited supply at 50c per 9 lb basket. Green Corn—10c per doz. Honey—14c per lb. Very scarce. Musk Mellons—Osage, \$1.50 per crate; nutmeg, \$1 per dozen. Onions—Green are in fair demand at 10c per dozen bunches. Home grown dry are firmly held at 73c per bushel. Peaches—Alexanders are about out of market, although a few stray lots continue to be marketed. Hale's Early and Early Rivers will probably be in the market by the middle of the week, commanding \$1@1.50 per bu. Peas—Marfat are nearly out of market, being in good demand at 75c per bu. Potatoes—In strong demand and adequate supply at 60@7c per bu. Radishes—10c per dozen bunches. Tomatoes—Home grown is in fair demand at 5@6c per lb. Watermelons—Firm and high, readily commanding \$25 per 100. Whortleberries—The market is well supplied and the crop promises to last a couple weeks longer, although the quality is much inferior to most of the offerings earlier in the season. Handlers are now asking \$1.50@2.50 per bu., according to quality and condition of the market.

PROVISIONS.

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

Table with columns for PORK IN BARRELS, LARD, and BEEF IN BARRELS. Lists various types of meat and their prices per barrel or pound.

CANDIES, FRUITS and NUTS.

Table with columns for The Putnam Candy Co. quotes as follows: STICK CANDY, MIXED CANDY, and FANCY. Lists various candy and nut products and their prices.

Table listing various goods such as Gum Drops, Licorice Drops, Lozenges, platin, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Plain Creams, Decorated Creams, String Rock, Burnt Almonds, Wintergreen Berries, CARAMELS, BANANAS, ORANGES, MESSINA, LEMONS, OTHER FOREIGN FRUITS, NUTS, PEANUTS, and FRUIT JARS.

Crockery & Glassware

Table listing various items under Crockery & Glassware, including LAMP BURNERS, LAMP CHIMNEYS, and LAMP WICKS.

STANWOOD & Co., Gloucester, Cape Ann, Mass.

RECEIVE Mackerel, Codfish, Herring And All Kinds of Salt Water Fish DIRECT FROM THE FISHERMEN. Represented in Michigan by J. P. Visner, 167 North Ionia St., Grand Rapids, Mich., who will be pleased to quote bottom prices that first-class stock can be offered at by any producer or curer

with your contracts and the Singer patents we have the upper hand. Why not make a stock company of it, taking in all the heads of departments, giving them a few shares of stock, say ten shares each, which they can pay for by installments out of their salaries? Then when disputes arise between you and Mr. Singer the stockholders can decide. Of course, you two partners will retain a controlling interest in the stock, but the other holders will all be men whose livelihood depends upon the success of the company, and their decision will be in the company's best interests."

At first, Mr. Clarke did not favor the proposition; but, as matters grew worse between himself and Singer, he reluctantly consented. Mackenzie then set to work upon Singer and procured a not too willing consent from him, and the stock company was formed. Singer and Clarke held an equal number of shares—of course, an overwhelming majority of all the shares; but, when they were divided, the votes of Mackenzie and the other employes controlled matters. Mackenzie was made one of the directors, and at the first meeting of the Board of Directors he was made general manager of the entire business.

With Singer and Clarke still at sword-points, Mackenzie thus became the great man of the company, although his holding of stock was comparatively small. The other small holders could always be depended upon to vote with him, and, as he was inclined toward conservatism, the Clarke shares usually backed him up, and in inverse ratio the Singer shares held aloof from him. Singer and Mackenzie were soon as bitter opponents as Singer and Clarke had been, and it did not take Singer long to find that, in consenting to form a stock company, he had given over his authority to his partner and his former employes.

This was a bitter dose for Singer to swallow, but there was now no help for it. Clarke and Mackenzie elected their own directors, the directors elected their own manager, always Mackenzie, and everything was in their own hands. The Broadway store proved a profitable investment, the best thing the company could have done, but it was little satisfaction to the father of it all to turn around and say, "Didn't I tell you so?" He had lost control, and, although still a large owner, was hardly more than a spectator in the factory he had founded—barring always the privilege of drawing immense dividends upon his shares of stock.

But one consolation was left to the founder of the Singer sewing machine business. He was still the inventor. Neither capital nor shrewd management could deprive him of his inventive brain; and when improvements were needed, application must be made to Mr. Singer to invent them. "Go on," he said to Mackenzie on more than one occasion, "go on with your scheming. I invented this machine, and I can invent a better." This implied threat perhaps prevented his company from ignoring him entirely. Though they had worsted him in business management they still regarded him as a man who could devise any improvement that might become necessary.

Even at this time the company had made hardly anything but manufacturing machines—large machines for sewing heavy fabrics, too heavy and entirely too expensive and altogether unsuited to family use. There was a single-thread family machine in the market, but its working was not satisfactory, and the Singer Company determined that the time had come to produce a machine that might be used in every household in the country. At a meeting of the directors it was resolved that Mr. Singer should be requested to prepare the plans for such a machine. It lay with Mackenzie to inform Singer, and his opportunity soon came. When Mr. Singer entered the office a few days later Mackenzie said to him:

"We have decided, Mr. Singer, that it is time to put a good family machine on the market, and that you shall be requested to invent it."

"You damned nine-dollar-a-week box maker," Singer burst upon him, "are you going to give me orders in my own factory?"

"Not at all, Mr. Singer," Mackenzie placidly replied. "I have nothing to do with it except as general manager of the company, under the orders of the directors. They have directed me to tell you of their resolution and ask you to set to work upon it."

Singer was furious, but he saw for himself that there was to be money in such a machine, and he set about inventing it. He did not hurry himself, however, and months passed without any visible results. At length the directors grew tired of waiting, and another resolution was adopted. This it also fell to the lot of Mr. Mackenzie to convey to Mr. Singer, and this it was that drove Singer to bid farewell, for good and all, to the factory.

"The directors have ordered me to say to you, Mr. Singer," Mackenzie told him, "that unless you have the plans ready for the family machine without further delay they will be compelled to employ some outside inventor to do the work."

Then it was that Mr. Singer grew purple in the face, expressed very forcibly his opinion of the factory and everybody in it, and slammed the door behind him. How, in subsequent years, a similar conflict between Clarke and Mackenzie ended by putting Mr. Mackenzie in almost absolute control of the company's affairs is more recent history. The few shares of stock that were given to the foremen and superintendents when the company was organized afterward made every one of them a rich man.

To Feed the Nation.

A company has recently been organized in Chicago, composed entirely of women, which proposes to set up in that city and in all the other principal towns of the Union, a baking equipment that can be operated entirely by women and can be run at one-fourth less expense than any large bakery. The machinery is thus described: The flour and other ingredients are first dumped into a huge kneading tray, where they are worked with surprising quickness and to much better advantage than could be done by hand. From the tray, traveling cups carry the dough up and down into a large hopper. Expelling pistons force it into moulds, which are portable and of various sizes and shapes. Curved knives, or scrapers, swing down and trim the loaf, which is then lifted automatically into a can. The knives return to their original position, ready to swoop down on the next loaf that comes within range. Revolving brushes, elastically mounted in a movable frame, clean the moulds and pans; then another arm inverts them to keep out dust and foreign substances. The baking pans consist of plates, having on their ends, upright, slotted arms, adapted to be hung on a carrying belt. Automatic opening and closing sides let the loaves into the ovens, which are similar to those in ordinary use. The loaves are baked in a few moments and are removed by hand. It is asserted that loaves can be turned out almost as rapidly as newspapers from a rapid perfecting press, and with far less complication of mechanism.

A Letter from the House.

NEW YORK, N. Y., June 1, 1892.

MR. EINSTEINE—Ve received your letter 16th, vid route list and expense account. Vat we want is orders. Ve have plenty of maps in N. Y. to make up route lists and big families to make expenses.

Mr. Einstein, ve find in your expense account an item, \$2.50 for billiards. Please buy no more billiards for us, and also \$7.50 for horse and buggy. Ver is de horse, what did you done vid the buggy?

Ve sent you to-day two boxes cigars, the one cost \$1.40 per box, de odder 90 cent. De one at \$1.40 you can smoke yourself, de one at 90 cent you can give your customer, one cigar after each meal.

Ve also sent you samples of an article vich cost us \$7 per gross. Sell it at \$9.25 per dozen. If you cannot get \$9.25, take \$2.25; you might offer it as a novelty, as ve have got it only thirty-three years in stock.

Yours truly,
GUCKENHEIMER BROTHERS.

Use Tradesmanor Superior Coupons.

MICHIGAN CENTRAL
"The Niagara Falls Route."

DEPART. ARRIVE
Detroit Express..... 7:00 a m 10:00 p m
Mixed..... 7:05 a m 4:30 p m
Day Express..... 1:20 p m 10:00 a m
*Atlantic & Pacific Express..... 1:00 p m 6:00 a m
New York Express..... 5:40 p m 10:45 p m
*Daily.
All other daily except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a. m., returning leave Detroit 4:45 p. m. arrive in Grand Rapids 10 p. m.
Fred M. Briggs, Gen'l Agent, 85 Monroe St.
A. ALMQUIST, Ticket Agent, Union Depot.
Geo. W. Munson, Union Ticket Office, 67 Monroe St.
O. W. RUEGGLES G. P. & T. Agent, Chicago.

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

EASTWARD.

Trains Leave	*No. 14	+No. 16	+No. 18	*No. 82
Lv. Chicago	7:30pm			
Lv. Milwaukee	8:30pm			
G'D Rapids, Lv	6:50am	10:20am	3:25pm	10:55pm
Toledo, 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	7:2am
Flint, Ar	10:05am	3:4pm	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	m	1:50am	4:05pm
G'D Rapids, Lv	7:05am	1:00pm	5:10pm	1:20pm
G'D Haven, Ar	8:35am	2:10pm	6:15pm	11:20pm
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 Buffet Car.
JOHN W. LOUD, Traffic Manager.
BEN FLETCHER, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

Grand Rapids & Indiana.
Schedule in effect July 3, 1892.

TRAINS GOING NORTH.

	Arrive from Leave going South.	North.
For Traverse City & Mackinaw	6:50 a m	7:29 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.

	North.	South.
For Cincinnati	6:20 a m	7:00 a m
For Kalamazoo and Chicago		10:05 a m
For Fort Wayne and the East	11:50 a m	2:00 p m
For Cincinnati	8:20 p m	6:00 p m
For Chicago	10:40 p m	11:20 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 6:40 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 has parlor 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	7:05 a m	3:10 p m	10:10 p m
Ar Grand Rapids	1:50 p m	8:35 p m	6:50 a m
3:10 p m through Wagner Parlor Car.			
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. Almquist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.
C. L. LOCKWOOD,
General Passenger and Ticket Agent.

CHICAGO JUNE 17, 1892.
AND WEST MICHIGAN RY.

GOING TO CHICAGO.
Lv. GR'D 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. GR'D RAPIDS..... 3:55pm 10:10pm *6:10am

GRAND RAPIDS AND CHICAGO.
Via St. Joe and Steamer.
Lv Grand Rapids..... 1:35pm + 6:30pm
Ar Chicago..... 8:30pm 2:00am
Lv Chicago..... 9:30am 9:30am
Ar Grand Rapids..... 5:20pm 5:20pm

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 5:20pm 10:35pm

TO AND FROM MUSKEGON.
Lv. G. R..... 8:40am 5:40pm
Ar. G. R..... 10:45am 1:45pm 5:20pm
TRAVERSE CITY, CHARLEVOIX & PETOSKEY.
Lv. G. R..... *7:30am 2:10pm 6:35pm 11:15pm
Ar. G. R..... 12:15pm 6:45pm 10:55pm 4:30am
Ar. Ch'oi'x..... *2:27pm 8:50pm 7:00am
Ar. Pe'ty..... *4:57pm 9:4 pm 7:4 am
Ar. B. V. w..... *3:10pm 9:25pm 7:40am

Ar. from Bay View, Petoskey, etc., 6:30 am, 11:10 am, 1:15 pm, *9:45 pm.

TO AND FROM OTTAWA BEACH.
Lv. G. R..... 8:40am 1:35pm 5:40pm
Ar G. R..... 8:06am 1:45pm 5:20pm 10:35pm

SUNDAY TRAINS.
Lv G. R..... 10:00 am Lv Ottawa Beach 6:30 pm
THROUGH CAR SERVICE.
Wagner Parlor Cars Leave Grand Rapids 1:35 pm, leave Chicago 7:05 am, 5:25 pm; leave Grand Rapids 7:30 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.

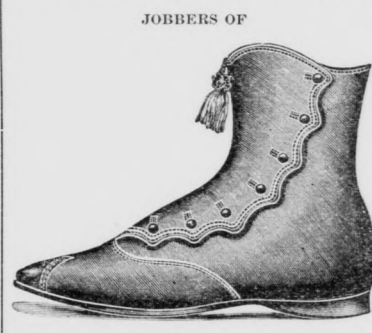
GOING TO DETROIT.
Lv. G. R..... 7:30am *2:00pm 5:40pm *11:00pm
Ar. DET..... 11:40am *5:50pm 10:35pm *7:00am

RETURNING FROM DETROIT.
Lv. DETROIT..... 7:50am 1:55pm 6:10pm
Ar. GR'D 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
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.

HIRTH, KRAUSE & CO.,
JOBBER OF



CHILDREN'S SHOES

Leather and Shoe Store Supplies.
12-14 LYON ST. GRAND RAPIDS

Geo. H. Reeder & Co.,
JOBBER OF

BOOTS & SHOES

Felt Boots and Alaska Socks.
State Agents for



158 & 160 Fulton St. Grand Rapids;

Purely Personal.

H. W. Samm, the Hillsdale grocer, was in town several days last week.

T. F. Moseley and family are spending a few weeks at Saranac, preceding a month's sojourn at the sea shore.

Elmer Thompson book-keeper for Perkins & Hess, has begun the erection of a handsome residence at 9 Cass street.

B. S. Runnels, postmaster and general dealer at Big Prairie, was in town last Friday, placing orders with local jobbers.

Miss Zillah J. Neal, assistant book-keeper for Perkins & Hess, is seriously ill with quinsy at her home on Fifth avenue.

Norton Gibbs, prescription clerk for Geo. W. Milner, at Big Rapids, has taken a similar position with C. B. Fuqua, at the same place.

H. F. Hastings starts for Kansas City on the 22d to attend the Supreme Lodge and tri-annual meeting of the Uniformed Rank, Knights of Pythias.

J. Howard Green, the Battle Creek druggist, is erecting a fine frame residence which he expects to be able to occupy by Thanksgiving day.

Milo J. Thomas, dealer in hardware and lumber at Corunna, Ind., was in town several days last week, buying goods and taking in the races.

The friends of W. K. Walker, the Lansing druggist, will sympathize with him in the death of his wife, caused by congestion and paralysis of the brain.

Zimmerman Ross, formerly engaged in the drug business at Chase, has taken the position of prescription clerk for Harry Snow, the Grand Ledge druggist.

Heman G. Barlow and wife, Chas. N. Remington, Jr., and wife and Mrs. M. S. Goodman sailed from Mackinac Island last Friday on a trip through the Georgian Bay to Owen Sound and Collingwood.

Wm. Judson has returned from a fortnight's outing, which he spent at Ne-ah-ta-wanta and at White Birch Point, where he was the guest of Willard Barnhart. He was accompanied by his family.

W. J. Mills succeeds Will Roxbury as prescription clerk at F. Fairman's drug store at Big Rapids. Mr. Roxbury intends to embark in business on his own account as soon as a desirable location can be secured.

A. Dunn, of Hoppertown, bought a new grocery stock in this market last Thursday and went to the races in the afternoon. He had \$40 in cash and his return ticket when he went to the grounds, but on his way back he discovered that a pickpocket had relieved him of both articles.

Friends of Chas. E. Olney will be pained to learn of the dangerous illness of his son, Geo. E. Olney, who served the Olney & Judson Grocer Co. a year in the capacity of assistant book-keeper. While playing ball at Thompson, Conn., on July 4, he suffered a severe hemorrhage of the lungs and the attacks have since been repeated. Expert medical aid was invoked from New York City and the young man taken to Saranac Lake where he lies in a critical condition. Mr. Olney is a lad of great promise and his friends will unite in the hope that he may ultimately recover.

The Olney & Judson Grocer Co. states that they received a full carload of one brand of fine cut tobacco in 1889, and that the claim of a neighbor house to having received the only car of the kind is therefore incorrect.

The Grocery Market.

Sugar—The refiners advanced their prices a sixpence last Thursday and another sixpence on Monday. The demand is active but not up to the expectations of the refiners.

Coffee—Rio grades are stronger, owing to the action of Brazilian handlers in elevating their holdings. Package manufacturers have advanced the quotations $\frac{1}{2}$ c. Mild coffees are quiet and steady.

Rice—Both foreign and domestic are in more active demand and are firm.

Oranges—Poor in quality and high in price.

Lemons—Very firm in price and arrivals light. No lower prices may be looked for until cooler weather.

Bananas—Arrivals freer and quality better.

Miss Nellie Openeer, book-keeper for Dykema & Bro., has returned from a ten days' vacation at Macatawa and Chicago.

O. A. Ball has returned home from Birch Point. His family expect to return for the season the latter part of the week, accompanied by the families of D. D. Cody and Willard Barnhart.

Canned Goods—Packers of corn and tomatoes now decline to name any quotations for future delivery.

Currants—Strong and advancing. New goods will be in market in about a week.

Cheese— $\frac{1}{2}$ c. higher, with the market strong and firm.

Oatmeal—Considerably firmer on account of the prospective shortage in the oat crop.

The Field of Gettysburg

is to the old soldier and the student the most interesting of all the earth's battle grounds. Those who go to Washington to attend the encampment of the G. A. R. in September, will have the best opportunity of visiting Gettysburg by taking the line of the Michigan Central and the Northern Central, which includes a side trip to Gettysburg either going or returning. For those who wish to return by way of Philadelphia, all return tickets will be honored either via the short line or via Philadelphia, allowing stop-over at Baltimore, Philadelphia and Harrisburg. The stop at Philadelphia will permit of a side trip to New York and return at the low rate of \$4.00.

During the summer season the Michigan Central gives the privilege of stopping over at Niagra Falls at any time within the life of the ticket returning, upon depositing it with the ticket Agent there, affording a valuable opportunity to see the beauties of the great cataract and vicinity at leisure.

Tickets are also sold to Washington via Toledo and the lines south and east therefrom.

The Michigan Central is the shortest route, the best route, and offers inducements that no other line can give. For any additional information apply to nearest Michigan Central ticket agent or to J. S. Hall, Mich. Pass. Agent, Jackson, Mich.

The Question Answered.

GRAND RAPIDS, Aug. 11—In your issue of the 10th inst is an article entitled "Too Much System," the purport of which is that customers dread to purchase when there is an excess of red tape. You ask, "Cannot systems be devised which shall be equally advantageous to the house and yet less objectionable to the patrons of the concern?" This can be answered in a few words. The National Cash Register system does not keep the customer waiting and customers prefer to trade where they are in use, because they do not have to wait and lose valuable time. The system is rapid and perfect in every respect.

ONE WHO HAS USED THEM FOR YEARS.

Mt. Clemens—Louis Wolf has sold his grocery stock to Rocher & Engelbrecht.

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.



What the Unarmed Man Wished for when He Met the Bear

IS EASILY GUESSED, and what he wished for at that time, all you sportsmen who are not now supplied will be wishing for when August 15 comes around.



ON THAT DAY the law on shooting woodcock will be "off," and if you have not now got a gun you ought to provide yourself with one. The new Baker for \$25 you will find to be the best double barreled shot gun you ever saw for the money. The Winchester Repeating Shot Gun, with which you can fire six shots without reloading is the best of the kind in the market and cheap at \$18. We have Remington Shot Guns for \$55, Whitmore Hammerless for \$50, Lefever Hammerless, Parker Bros.' Hammerless—you all know them, Smith Hammerless, Winchester and Marlin Rifles, Flobert & Quackenbush Rifles, Boys' Shot Guns, single and double barrel, from \$2 to \$10.

In fact, to make a long story short we feel justified in saying we have the largest and most complete assortment of Guns, Revolvers and Sporting Goods in general of any house in the State of Michigan.

FOSTER-STEVENS & CO.

MONROE ST.

PERKINS & HESS
DEALERS IN

Hides, Furs, Wool & Tallow,

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

HAVE AN ORIGINAL DESIGN Printed on your Commercial Stationery. It don't cost much.

Write to THE TRADESMAN COMPANY, They Do It.

MICHIGAN BARK & LUMBER CO.,



Successors to

N. B. Clark & Co.

14 and 19 Widcomb 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 appreciated.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

VOIGT, HERPOLSHEIMER & CO.,
WHOLESALE

Dry Goods, Carpets and Cloaks

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

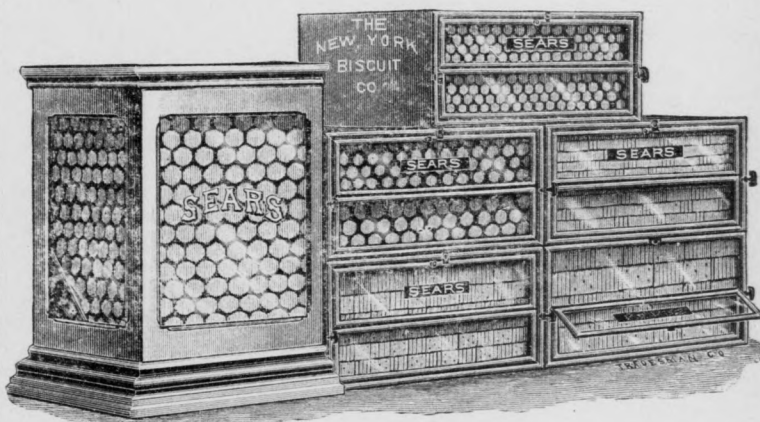
Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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

Cracker Chests.

Glass Covers for Biscuits.



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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

GOLD MEDAL
FINECUT

Is a Winner. Don't forget the
price,

-- 18 C. --

BALL-BARNHART-PUTMAN CO.

HOLIDAY SEASON 1892 NOW OPEN.



Give us a call and see the most complete line of Holiday Goods ever presented. Our sample tables are crowded with best selling goods from every country. All purchases made direct from manufacturers in

United States, England, Germany, Austria, France.

No middle profits to pay. Our experience of many years in the best Holiday lines shows us the safest and most satisfactory lines to buy. Our assortment was never so great, our stock was never so heavy, our prices never so low as in this Holiday season. Our personal and direct purchases from foreign and domestic factories show a grand assortment of the following goods:

Fancy China Decorated Ware.

A. D. Coffees
Moustache Cups and Saucers
Fruit Saucers
Ice Cream Sets
Ice Cream Dishes
Plate Sets
Bread and Milk Sets
Creams
Water Jugs
Toy Tea Sets
Fancy Match Safes
Toilet Sets.

Ash Receivers
Smoking Sets
Butter Dishes
Cracker Jars
Ornaments
Bric-a-Brac
China Vases
Motto Cups and Saucers
Fruit Plates
Tea Sets
Dinner Sets

Plush and New Fancy Wood Boxes

Dressing Cases
Comb, Mirror and Brush Sets
Shaving Sets
Smokers' Sets
Photograph Albums
Photograph Boxes
Infants' Sets
Work Boxes
Manicure Sets
Jewel Cases
Collar and Cuff Boxes
Whisk Broom Holders
Odor Bottles in Silver Frames
Glove and Handkerchief Boxes
Crescent Mirrors
Silver Ink Stands
Card Cases

Novelties from Many Countries

Jewel Cases
Dominoes
Blocks
Aluminum Goods
Aluminum Fans
Aluminum Placques
Aluminum Photo Frames
Aluminum Mirrors
Plush Mirrors
Steamboats
Playing Cards

Campaign or Chinese Lanterns
Candles
Ten Pins
Campaign Horns
Transparent Slates
Money Safes
Banks
Weeden's Guaranteed Steam Toys
Mechanical Banks
Chatter Box

1c, 2c, 5c, 10c, 25c, 50c Picture Books
Oliver Optic Annual
Zig Zag Series
Doll Carriages
Drums
Silver Hand Mirrors
Silver Novelties
Parcheesi
Picture Blocks
World's Fair Games

10c Games
25c Games
50c, 60c, 75c, \$1 Games
Playing Cards
Perfumery
Purses
Scissors
Silver Plated Ware
Glass Novelties
Baskets
Vases
Handled Bowls

New, Rich and Rare Colors in Bohemia
Glass, Water Sets, Lemonade Sets.

The Children's Favorites

Dressed Dolls
Doll Bodies
Doll Heads
Kid Dolls
Bisque Dolls
China Babies
Patent Dolls
China Limb Dolls
Bisque Babies
Paper Dolls
Dolls' Hammocks

Dolls' Shoes
Dolls' Arms
Dolls' Wigs
Dolls' Rubbers
and Waterproofs
Dolls' Chairs
Dolls' Spoons
Dolls' Worsted Shoes
Dolls' Worsted Jackets

French Dolls
Japanese Dolls
Negro Dolls
Mechanical Dolls
Papa-Mama Dolls
Toy Trunks
Toy Desks
Black Boards
Tables, Beds,
Chairs
Washboards
Noah's Arks
Tool Chests

Croquet Sets
Rocking Horses
Shoo Flies
Doll Furniture
Magic Lanterns
Toy Casters
Mettallaphones
Pianos
Fireman Sets
Policeman Sets
Soldier Sets
Mosquito Drums
Helmets
Ships

The Children's Favorites

Grocery Stores
Bellows Toys
Paint Boxes
Photo Frames
Pewter Tea Sets
Scholars' Companion
Laundry Sets
Tin City Cars
Tin Locomotives
Tin Fire Engines
Tin Animals
Tin Horses
Tin Wagons

Iron Bell Toys
Iron Carts
Iron Cat and Mouse Banks
Iron Sad Irons
Iron Trains, 12 kinds
Iron Steamboats
Iron Fire Engines
Iron Hose Carriages
Iron Chemical

Iron Hook and Ladder
Iron Chief's Wagon
Pop Guns, Pistols
Carved Animals
Harmonicas
Jews Harps
Christmas Tree Ornaments
Wheeling Toys
Penny Goods
Snakes
Bears
Booby Prizes
Wooly Sheep

Menageries
Animals
Swallowing Toys
Doll Houses
Toy Trumpets
Song Trumpets
Rattles
Toy Watches
McGinty Watches
Marbles
Agates
Agate Railways

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