

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 9.

GRAND RAPIDS, SEPTEMBER 7, 1892.

NO. 468

Our Fall Lines of

Oil Cloths, Carpets and Curtains

Now ready. Write for prices.

SMITH & SANFORD, 68 Monroe St.

C. N. RAPP & CO.,

9 North Ionia St., Grand Rapids.

WHOLESALE FRUITS AND PRODUCE.

Mail Orders Receive Prompt Attention.

MUSKEGON BRANCH UNITED STATES BAKING CO.,
Successors to

MUSKEGON CRACKER CO.,

HARRY FOX, Manager.

Crackers, Biscuits and Sweet Goods.

MUSKEGON, MICH.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

PEACHES! PEACHES! PEACHES!

Can Ship Them 1000 Miles

I make a specialty of them. Wire for prices. Am bound to please. Give me a trial and be convinced!

THEO. B. GOOSSEN,

Wholesale Commission, 33 Ottawa St., Grand Rapids, Mich.

G. S. BROWN,

—JOBBER OF—

Foreign and Domestic Fruits and Vegetables.

Oranges, Bananas and Early Vegetables a Specialty.

Send for quotations.

24-26 No. Division St.

BEANS

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

W. T. LAMOREAUX CO.,

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

THE NEW YORK BISCUIT CO.,

S. A. SEARS, Manager.

Cracker Manufacturers,

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

J. L. Strelitsky,

Jobber of **Bigars**

10 So. Ionia St., Grand Rapids.

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

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

PEACHES!

PRICES have been ruling low, but on account of the poor quality of the early varieties they were not so cheap after all. From now on we shall be drawing in better stock. The Hale's Early and Early Michigan are next, which commenced coming this season about the 22d inst. The trade will be supplied mostly with these two varieties between now and the first week in September.

THEN YOU CAN EXPECT PEACHES.

Honest Johns, Red Crawfords,

Barnards and Early Crawfords

Follow the above named. If you are in the market it will be greatly to your interest to correspond with us at once. Our quotations and market report will be mailed free to all our customers during the height of the season we handle from

8 TO 12 HUNDRED BUSHELS DAILY.

Consequently can supply you to your own satisfaction. Write us. Yours truly,

ALFRED J. BROWN,
Seedsman and Fruit Commission Merchant,
24 & 26 N. Division St., Grand Rapids.

NO BRAND OF TEN CENT

CIGARS COMPARES **G FAUDE'S F**
WITH THE

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



See Quotations.



The Green Seal Cigar

Is the Most Desirable for Merchants to Handle because

It is Staple and will fit any Purchaser.

Retails for 10 cents, 3 for 25 cents.

Send Your Wholesaler an Order.

Don't Forget when ordering

NUTS, FIGS, **CANDY** DATES, ETC.

To call on or address

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

Special pains taken with fruit orders.

During the building of the Kansas & Pacific Railway

BUFFALO BILL

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

BUFFALO

We have taken the contract to furnish every dealer in Western Michigan with

BUFFALO SOAP

BEST LAUNDRY SOAP ON EARTH.

I. M. CLARK GROCERY CO.

SOLE AGENTS.

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
PETOSKEY,

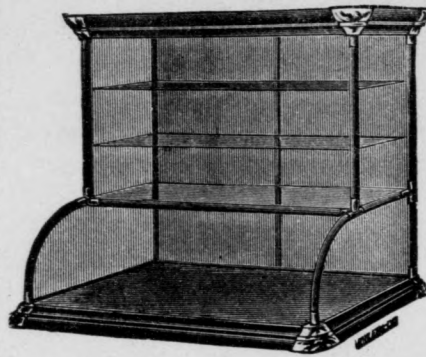
CADILLAC,
LUDINGTON.

HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

Heyman & Company,

Manufacturers of



Show Cases

First-Class Work Only.

Of Every Description.

WRITE FOR PRICES.

63 and 65 Canal St., - GRAND RAPIDS.

WHO URGES YOU TO KEEP

SAPOLIO?

The Public!

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

Any Jobber will be Glad to Fill Your Orders.

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS

New Prints

Received in all the Best Well Known Brands.

Also Fine Line of Robes

OUTINGS, WIDE BLUES, FANCY SHIRTINGS, DRESS GINGHAMS, SATINES.

Dress Goods

IN CHEVRONS, WHIPCORDS, BEDFORD CORDS, STORM SERGE EFFECTS.

Yarns, Blankets, Comforts, Underwear. Overshirts, Pants and Overalls.

Correspondence receives our Personal Attention.

P. STEKETEE & SON.

MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 7, 1892.

NO. 468

A. J. SHELLMAN, Scientific Optician, 65 Monroe Street.



Eyes tested for spectacles free of cost with latest improved methods. Glasses in every style at moderate prices. Artificial human eyes of every color. Sign of big spectacles.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

Reference Books issued quarterly. Collections attended to throughout United States and Canada

COMMERCIAL CREDIT CO.

65 MONROE ST.

Formed by the consolidation of the
COOPER COMMERCIAL AGENCY,
AND THE
UNION CREDIT CO.,

And embodying all the good features of both agencies.

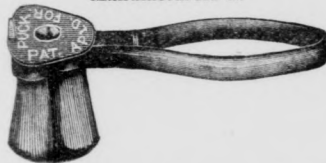
Commercial reports and current collections receive prompt and careful attention. Your patronage respectfully solicited.

Telephones 166 and 1030.

L. J. STEVENSON, C. A. CUMINGS,
C. E. BLOCK.

GRAND RAPIDS BRUSH CO.,

Manufacturers of



BRUSHES

Grand Rapids, Mich

Our goods are sold by all Michigan Jobbing Houses.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 S. Ionia St., Grand Rapids.

THE **Grand Rapids** FIRE INS. CO.

PROMPT, CONSERVATIVE, SAFE.

T. STEWART WHITE, Pres't.

W. FRED MCBAIN, Sec'y.

OYSTERS!

Solid Brand Cans.	
Selects	\$ 30
Standards	22
E. F.	24
Daisy Brand.	
Selects	\$ 28
Standards	20
Favorites	18
Mrs. Withey's Home-Made Mince Meat.	
Large bbls.	6
40 lb pails	6 1/2
10 lb "	7
1/2 bbls.	6 1/4
20 lb pails	6 1/2
2 lb cans, usual weight, per doz.	\$1 50
4 lb "	3 50

Choice Dairy Butter	18
Pure Sweet Cider in bbls.	16
" " " " " "	10
Choice Lemons, 300 and 360	7 00
New Pickles in bbls, 1200	5 25
" " half bbls, 300	3 00

The above prices are made low to bid for trade. Let your orders come.

EDWIN FALLAS,

Prop'r of Valley City Cold Storage

215-217 Livingston St., Grand Rapids.

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicombe Bldg.

HENRY ROYCE, Supt.

FRANK H. WHITE,

Manufacturer's Agent and Jobber of

Brooms, Washboards, Wooden

AND

Indurated Pails & Tubs,

Wooden Bowls, Clothespins and Rolling Pins, Step Ladders, Washing Machines, Market, Bushel and Delivery Baskets, Building Paper, Wrapping Paper, Sacks, Twine and Stationery.

Manufacturers in lines allied to above, wishing to be represented in this market are requested to communicate with me.

125 COURT ST.,

GRAND RAPIDS, MICH.

BARLOW BRO'S PATENT BLANK BOOKS
WITH PHILA. PAT. FLAT OPENING BACK
SEND FOR PRICES GRAND RAPIDS, MICH.

S. A. MORMAN,

WHOLESALE

Petoskey, Marblehead and Ohio **LIME,**

Akron, Buffalo and Louisville

CEMENTS,

Stucco and Hair, Sewer Pipe,

FIRE BRICK AND CLAY.

Write for Prices.

10 LYON ST., - GRAND RAPIDS.

TOM'S 'LIZA.

I.

Every scientist knows that where facts and theories disagree, it is the facts that are at fault. The evolutionists say there must be a link between the ape and the man; search long enough and you will find it. There must be iron ore among the mountains of the North Shore, the geologists insist; hunt diligently enough and you will discover it. As the scientists said so and the capitalists hoped so, between them they induced the state to send half a dozen of us, surveyors, geologists, and mining experts to look for it.

We made our headquarters for the summer at Bois Bleu because of its close connection with the great world. A tug from Duluth touched there once a week, brought us our mail, and took away the fisherman's lake trout and Siskiwit. When we discovered iron, Bois Bleu would become a great city; meantime, it boasted eight houses, including the lightkeeper's house, the post office, and Colonel Bob Weston's "hotel," where we boarded. The other five were seven by twelve log huts that belonged to no one in particular, stood vacant all winter, and were occupied by the first fishermen who arrived in the spring. Besides these dwellings of the dominant race, the beach and hillside were dotted with Indian teepees.

It was obviously desirable for us to be on friendly terms with the scanty population of Bois Bleu; moreover, the fishermen were good fellows; so we often dropped into the post office of an evening and joined the noisy but not disorderly group around the stove. It was there that I first heard of Tom's 'Liza.

I had been tramping all day among the hills, carrying a huge hammer for breaking rocks. The result was, I had only enough energy left to lounge in an armchair and sleepily tease Dr. Sinclair's great tortoise-shell cat, which looked too provokingly comfortable to be let alone. The doctor sat near by, stroking his long, white beard, smiling benignantly, and looking very much out of place—which, truth to tell, he was. I used to wonder at first how the doctor ever drifted to Bois Bleu, but later on I understood quite well. He was one of those men who have every quality that brings success, except combativeness; but that omission is fatal. He had made a mistake, moreover, in his profession; he was too sensitive, too womanish for it; he felt responsibilities too keenly. The little practice that he had, had broken down his nervous system completely. An entire change of scene and occupation was ordered, and he had gone into the wilderness. Now, remember the dislike of a dreamer for the noise and rush and dirt of civilization. Being once in the wilderness, he had stayed there. It was all plain enough. The unspoiled beauty of lake and hill and sky soothed him as a woman's touch soothes an aching forehead. And his books were with him, those well-read, well-pondered, well-loved volumes that filled the shelves in the corner of the post office. The doctor had plenty of interest; he had

a mineralogical collection, a botanical collection, and a collection of butterflies and beetles, all quite remarkable in their way. The post office could scarcely have been lucrative, but he eked out his income by keeping a little store in an unbusinesslike way, and furnishing the natives with tobacco and fishing tackle and cotton cloth. On the whole, the doctor's life was a very peaceful one; but, perhaps a trifle lonely.

I had grown tired of speculating about the doctor, and, half unconsciously, I found myself listening to the talk among the men.

"Why, what ails Tom ter night?" Colonel Bob was saying, as he knocked the ashes out of his pipe. "He ain't opened his mouth sence he come."

"I don' know," drawled the little French Canadian with a twinkle in his eye. "Unless he have lost de heart to one o' de many charmin' ladees o' dis towan." There was a general laugh.

"Ef you fellers don't shet yer mouths, I won't tell ye what I see ter day," broke in the subject of their remarks, suddenly bringing his feet and the front legs of his tilted chair onto the floor with a thud.

"Sarpints?"

"Wuss'n thet! Ye mayn't believe me, boys, but I seen—a gal!"

He paused for effect, but was met by a chorus of jeers.

"Tom see Meeses Bardee in de new sunbonnet," suggested the Frenchman.

"Or the colonel's missus."

"Ye leave my wife alone, boys, d'ye hear?" roared the colonel.

"Come, colonel, nobody wa'n't a hurtin' her.

"Tom, me boy," put in Mr. Brady, the lightkeeper, who often acted as peace-maker in an unobtrusive manner, "air ye often tuk this way?"

"An' air it gen'ally dangerous to them near by?"

"It's the Lord's truth, boys; I seen her."

"What's Tom doin' wi' the Lord's truth?"

"He ain't got no business with it, thet's sartin. Better take it back, Tom, 'fore the Lord misses it."

"I dunno about thet. He might make by keepin' it a spell. I think I see the Lord advertisin', "No questions axed an' a lib'rul reward fer its return!"

"You folks air a plaguey sight too funny. I won't tell ye 'bout thet gal now, not ter save ye!" And Tom relapsed into silence for the rest of the evening.

It so happened that Tom and I got up to go at the same time. For several minutes we walked on together under the stars without saying a word. Then I broke the silence.

"I say, Tom, what was that you were giving the boys about having seen a girl to-day?"

"Fact, sir, though they chose ter be so cussed funny 'bout it. I'll tell ye how it was. 'Twas too thick fer fishin' this mornin', so I jest slung on my rifle and went up the slope lookin' fer some game—an', by gosh, I found it! Maybe ye've

noticed them sticks with white rags a floatin' from 'em up yonder on the hill-side? They're Injun buryin' grounds, ye know. Wal, I stumbled on one uv 'em in the fog, not seein' rightly whar I was goin'. There was a big kind o' box-like thing thar, with rough drawers an' cubby-holes in it. An' kneelin' down in front uv it, an' puttin daisies an' sech like weeds inter them holes as serious ez ye please, was about the likeliest lookin' gal I ever soteyes on. Injun? Oh, o' course, an' wrapped up in a red blanket jest like any squaw. Up she jumps, scart ez anything. Gosh, but she was han'some! Tall an' straight ez them white pines the lumbermen set store by, an' yet sort o' bendable like—more in the natur' uv a saplin'. Ye could see the blood jest cavortin' up an' down her cheeks right through the skin. An' her eyes hed the look uv hev'n' been melted an' then sot afire to. I asks her sort o' gruff what's she doin' thar. She says, in her lingo, 'It's the month o' flowers, an' I'm bringin' 'em ter the dead.'—'Much good it does 'em a rottin' down below,' says I, 'ter hev weeds poked in them cubbies fer 'em.'—'Oh,' says she, 'ye're a white man,'—ez much ez ter say, 'thet accounts fer ye're bein' sech a blockhead.' I felt sort o' tuck down, an' wanted ter begin on a new tack. So I jest lays my hand on her shoulder an' starts ter say somethin' pleasant consarnin' her good looks—when, whew! off she goes like she was shot out uv a gun, an' I see her about half a mile down the slope, runnin' like some wild thing out o' the woods—which, I suppose, she is, fer a fact," he added meditatively.

I expressed my interest in the adventure, for Tom had paused in a way that led me to think it was incumbent on me to say something. But I evidently overdid my politeness, for my late communicative and poetical companion suddenly stood still, eyed me from head to foot, and then growled in a significant tone.

"Look-y here, sir. You axed me 'bout this here gal, an' I told you everything I knowed. But if so be ez ye set great store by this world, ye won't start out to hunt her up. She's *my* find, an' I don't go shares with no one."

I assured Tom that I had no thought of interfering with his rights as discoverer and we parted amicably at the colonel's door.

II.

Soon after this I went off, with the mining expert and a couple of Indian guides, on an extended expedition among the back hills. Returning after three weeks in the open air, several days of which were spent among the black-flies, I found my much-inhabited bunk at the colonel's a marvel of luxury, and I regarded the brown paper partition between my room and the next as a triumph of civilization.

The morning after my return, as I was sauntering out with a cigarette, Mrs. Colonel called after me and told me to get some fish for dinner, gently intimating that that festive meal wouldn't come off at all if I didn't. Mrs. Colonel was one of those people whom to hear is to obey. She was a tall, thin, bony woman, composed of a great number of acute angles. Having been brought up in the idea that there are no straight lines in nature, I saw no alternative but to regard Mrs. Colonel as a work of art. But once when I ventured on propounding this theory to my companions, the surveyor vowed that, if she was a work of art, she

was "damnable out of drawing." Her voice was like her person—all acute angles. The amusing part of it was that she was perfectly aware of her external attractions, while she clung to the universal belief of ugly people that "appearances are deceptive." She intimated as much to me one day, while telling me about a fisherman's wife who had been at Bois Bleu the summer before, and what a little vixen she was, in spite of her doll-baby looks. "But thet jest shows how we alluz gits led astray, if we set out jedgin' folks by their looks, an' thet's a fact. Anybody 'ud a thought thet woman was an angel, jest seein' her outsides, and ye kin say for yerself ef anybody, ter look at me wouldn't take me fer a panther!" I remember that I agreed with her so heartily that she didn't seem at all pleased; but inconsistency is ingrained in the nature of women.

Having received my orders to get fish, and not feeling in the least like fishing, I bethought me of my friend Tom, and directed my steps to his cabin to see if I could buy a lake trout. Tom was sitting on his doorstep, with his slouch hat on the back of his head and his pipe in his mouth. Evidently he was taking a day off. He got up as I approached, and removed the pipe.

"How air ye?" he said quite cordially. "Did ye strike any ore?" Then, the instincts of hospitality asserting themselves, he added, "Walk inter the shanty, won't ye, an' set down?"

I caught a glimpse of petticoats through the half-open door and said I would.

Tom's shanty had undergone a transformation since I last saw it. It had acquired the indescribable air of a home. The forlorn bunk in the corner had made way for a four-poster bed, resplendent in a calico quilt. The walls were covered with advertisement cards and pages from the illustrated papers. A rocking-chair with a tidy had been added to the room, and a carpet rug with pink and red roses on a light blue ground blazed on the floor. But the most telling touch of all was a row of fish geraniums in tin cans ranged on the window-sill. Over these household goods presided the most beautiful Indian girl I ever saw. I say presided, to be accurate; she retreated to the farthest corner and stood with her finger in her mouth, looking as sheepish and frightened as can well be imagined. I greeted her as civilly as I knew how, but not a word did she answer.

"She ain't no great shakes on English," Tom explained, "an' she's kinder scart o' you, being no wise used ter the gentry. Never mind *her*. Jest set down."

I sat down in the rocker and Tom stood up, as the establishment afforded no other chair.

"You're looking very comfortable here, Tom—quite home-like," I began.

"Why, yes—don't it look nice?" he replied, much gratified. "'O' cour-e, it's a poor place ter *you*, but I ain't been so fixed up fer a long spell. Why, ye see, when me an' 'Liza set up together I thought we might jest ez well make ourselves ter home an' not act like we was tentin' out. Besides, I'm edicatin' 'Liza in the ways o' civilization an' home life. So ez I hed ter go ter Duluth anyhow, I jest laid in a stock o' truck an' brung it back with me on the tug. 'Tis pretty nice, ain't it now?"

"But how on earth did you ever think of putting flowers in your window?"

"It was surprisin' on my part, wa'n't it? Wal, ye know I got ter thinkin' how the livin'-room used ter look ter hum when I was a little chap, an' I recollect-ed seein' them red flowers in the winder an' how chirky they alluz looked, an' I set off straight ter Marm Brady an' she says, 'Tom, I hadn't ort ter be encouragin' ye in the paths o' wickedness'; but she takes me inter the yard all the same an' cuts me them slips." And Tom chuckled softly at the recollection of the experience.

"Tom," I said, "you're a lucky dog. And is this young lady the one you were telling me about before I went away?"

"She air thet, sir. But ye ain't got no call ter be so damn polite about it, bein' ez 'Liza don't understand yer lingo, an' bein' ez I'm quite up ter the diff'rence 'twixt a lady an' a squaw."

"By the way," I continued, wishing to change the subject, "how did she come to have such a civilized name as Eliza?"

Tom leaned back against the wall and laughed.

"Lord bless ye, ye didn't suppose she was so baptized? When she come here I axed her her name, an' it was the jaw-breakin'est thing I ever sot ears on. Dad alluz called mother 'Liza, so I concludes thet was a proper kind o' name fer a woman, an' says ter her, 'Jest drop thet, yer name is 'Liza'; an' she, ez is her way, sayin' nothin', 'Liza she was, an' 'Liza she still is.'"

Tom evidently thought he had answered enough questions, so he began pumping me about my trip. Not having found iron, it was a rather sore subject with me, and I got through my cross-examination as quickly as possible and stated the errand on which I had come.

"I'm mighty sorry not ter accommodate ye, but I turned over my fish ter the tug only yesterday, an' ez ye see I ain't been out this mornin'." He reflected a moment. "I'll tell ye! Would a white fish fill yer bill? I see the old Injun in the tepee yonder comin' home jest now with a whoppin' big un he'd speared."

"Capital! But will he let me have it?"

"Oh, 'Liza'll git it fer ye; 'Liza, jest run over ter the tepee yonder an' ax yer respected gran'dad fer the white fish he jest brung in. Tell him the white man'll give him a dime fer it."

"Better say a quarter," I suggested.

"Jest ez ye like," he said, casting a look of withering scorn at me, "but I wouldn't be a fool ef I was you."

I subsided meekly. Just here an unexpected obstacle occurred in 'Liza's refusing to go. Not a word did she say, but she retreated still further into the corner and shook her head violently. Tom stormed and swore, but to no purpose.

"Well, drat it, I'll go myself!" he exclaimed finally—and he did.

"Queer, ain't it," he said to me as he returned in triumph with the fish, "how she hates ter go near her own folks? She's been thet way ever sence she tuk up with civilization."

"Civilization and you," I added.

Tom grinned and I returned to Mrs. Colonel, fortified with the wherewithal for dinner.

III.

A couple of years later an old college chum from the East was visiting me, and wanting to show him some phases of Western life with which he was unfamiliar, and at the same time give him some good fishing and shooting, I be-

Chase & Sanborn, THE BOSTON TEA AND COFFEE IMPORTERS,

Are now receiving by every incoming steamer and Overland,

New Crop Teas

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

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

Chase & Sanborn,
IMPORTERS,
BOSTON. CHICAGO.

SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

—AND—

Gents' Furnishing Goods.

REMOVED TO

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

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

The GENUINE THOMPSON'S Wild Cherry Phosphate

A Delicious Beverage Condensed, Possessing Wonderful Medicinal Properties.

Tonic--Nervine--Diuretic
Anticeptic--Refrigerant

Cheaper and Easier made than Lemonade and much more palatable.

DIRECTIONS.

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

Ask Your Jobber for It.

F. A. GREEN, Gen'l Agt.

34 Canal St., Grand Rapids, Mich.

Send for circulars or call and sample it.

thought me of Bois Bleu. We took the weekly tug, and were nearly suffocated all the way up by the smells of fish, old and new, which haunted it. The colonel and his wife met us at the wharf, and gave us a hearty welcome. On our way to the house, I caught sight of an old man with bent shoulders and patriarchal beard, whom I took to be Dr. Sinclair, leading by the hand a wee mite of a girl, dressed very prettily in city clothes, all in white, with a *pique* hat tied under her chin—as unlike the settlers' children as could be imagined.

"Who's the young lady our friend, the doctor, is escorting?" I ventured to ask. "She kinder belongs to him," snapped Mrs. Colonel.

I began to laugh.

"You don't mean to say the doctor has been having an adventure?"

The colonel went off into peals of laughter, and Mrs. Colonel smiled sourly.

"I means what I sez, an' nothin' more. Ez for the doctor, he ain't got spunk enough to have a child of his own."

I took this to be an exoneration of the doctor, though no very satisfactory explanation of the mystery, but it had an accent of finality and I did not dare pursue the subject.

When the enlivening collation of pie and cheese known as "tea" was over, I took my friend out to see Bois Bleu. We soon wandered down to the end of the pier, and sat for some time at the foot of the lighthouse, smoking peacefully and watching the sunset tints as they faded from crimson to pink and from pink to gray.

The lighthouse suggested the light-keeper. I had always been fond of the Brady family, and by some unwonted streak of brilliancy I had thought to bring a box of candy for the children. So we turned into the well-kept enclosure which surrounds the lightkeeper's trim and somewhat pretentious frame house. The light is a sixth-order, pier-head lantern in a tower fifteen feet high. The house is a two-story and a half Queen Anne cottage containing eight or ten rooms. I have often noticed these compensations in government offices.

Mr. Brady had gone to the post-office to smoke. Mrs. Brady I found just the same as ever, not a whit less cheerful or energetic, in spite of the brand-new baby and the yearling that had been added to her establishment since I last saw her. Having delivered the candy and inquired after the family, I was on the point of leaving when the vision of the little tot in white clutching the doctor's hand flashed through my mind, and I hastened to ask Mrs. Brady about it.

"Oh, bless yer soul, he's been a father ter that child of ever a man was. Ye recollect the fisherman, Tom, thet tuk up with a young squaw the summer ye was here? Wal, it's *their* child."

"You don't tell me so!" I exclaimed. "And what has become of 'Liza'?"

Mrs. Brady pointed significantly toward the ceiling.

"I reckon she's up there, though she was a heathen. She went through enough, ef that counts for anything."

"Dead? The poor little girl!"

"I'll tell ye about it some day when ye've time to listen. It's a middlin' long story."

I begged her to tell me right away.

"Sure ye ain't in no hurry? Wal, this is the way it was. Ye know what kind o' men them fishermen is—the winter in

Duluth, this summer here, the next summer there, an' a wife everywhere. They don't seem to mean no great harm by it; but sometimes harm comes uv it, fer all thet. Wal, long in the fall, on the last trip o' the tug, off goes Tom, and never lets on ter 'Liza ez he ain't comin' direkly back. When it come time fer the tug ter be back, an' it didn't turn up, she begins ter git kind o' anxious, an' I see her standin' in the doorway day after day shadin' her eyes with her hand, an' lookin' out on the Lake so sad and lonely like—an' me knowin' all the while he wa'n't comin' back! I could most a cried ter see her watchin' fer him, knowin' what I did. I hope the Lord'll fergive me fer all the lies I told her first and last. They was well meant, anyhow. I tuk ter stoppin' ter see her, ter chirk her up a bit. I told her right out it was the last trip o' the tug, but let on ez, o' course, Tom hadn't knowed it, an' would be sure ter come jest ez soon ez the ice on the lake was hard enough ter travel on. An' she, poor child, tuk it all in and she then tuk ter goin' down on the pier every day ter poke the ice with a stick. The poor young thing! It makes my heart ache now, ter think uv her! An' what a store she did set by thet good-fer-nothin' Tom! When I first tuk ter goin' ter see her she was kinder shy an' scart, but by an' by she gits quite frien'ly like an' tells me 'bout the calico frock Tom said he'd bring her when he came home, and wants ter know ef I don't think Tom's the wonderfulest man thet ever breathed, an' asks me fifty thousand questions 'bout the city an' how long it'll take Tom ter git up when the ice is firm enough. Ter all o' which I jest ladles out lies ter chirk her up. It was easy enough ter see the way she was in; but she, either from bein' so young, or bein' a Injun, or bein' so much wrapped up in her Tom, didn't seem ter hev no great store o' nat'ral feelin's. 'I don't want no younguns. I hopes the thing'll die,' she says. An' when I tuk ter tellin' her how cunning it ud be, an' how much company fer her, she says kinder sad-like, 'Tom's all the company I want—an' younguns ud pester him.' She never fer a moment hed a doubt thet thet precious Tom wa'n't a-comin' back ter her jest the first moment he could git there. 'I reckon Tom'll be here by to-morrow,' she'd say ter me every time I went there. An' I alluz says, 'Yes, me dear, I've no doubt he will.' Ye may remember, sir, what a cold winter thet was. I don't recollect anything like it.

The wind jest bit yer nose off ter so much ez open the door. The Injuns was dyin' all over the mountains like musketers. An' 'Liza she hadn't nothin' ter eat—an' livin' in a house all the season, she'd kinder lost her Injun ways an' couldn't git nothin'. She'd git what she could at the store, sayin' Tom ud pay fer it when he come back, an' the doctor gives her all she wants an' never lets on. But ye know yerself, the doctor don't keep much in the way of vittles outside of coffee an' sugar an' mint sticks, the which ain't over and above sustainin'; an' I reckon she'd a lived pretty narrow ef I hadn't sent my Janie over 'most every day with a mess o' venison or a bit o' puddin'. An' she'd say yes, ef Tom should happen ter drop in unexpected it ud come in very handy. But she never says nothin' about bein' in need o' things herself—not she.

"You, sir, livin' in the city hev no

idee what the winter's like up here, ner how long an' dreary it seems ter the best uv us. Ye look out at the lake, an' thet's white an' dazzlin'; ye look up at the hills, an' they're white an' dazzlin'; ye look under foot, an' it's white an' dazzlin',—everywhere the same whiteness and dazzlin'ness. An' then it's so lonesome. I git mighty tired 'fore it's over o' seein' nobody but me own folks an' the doctor an' the colonel an' his missus. So ye kin jest think how many years long that winter must er seemed ter 'Liza, all alone, an' every day expectin' Tom.

"Wal, long in the spring, 'bout March er April, but long afore the ice an' snow hed thought o' sech a thing ez meltin', I was woke up one night by a terrible thumpin' at the door. Brady, he jest snores through it all, ez happy ez ye please. Ez I opens the door, a great puff o' wind comes in, a pilin' up the snow in the hall,—an' thar was 'Liza, all pinched up with the cold, with jest a little plaid shawl throwed over her head. She was half scart to death, not knowin' rightly what ailed her. 'Twan't no time fer her to be goin' home, so I jest tumbles her inter some warm blankets, an' starts fer the doctor. An' the Lord only knows how thet poor child ever got from her shanty ter us. The snow was so thick an' blindin' I got lost a dozen times jest between here an' the doctor's, an' I kept flounderin' in the drifts, an' once't I got inter a drift up ter me armpits, an' I thought I was done fer. I alluz says I'll be ready when the Lord calls me, but I kept thinkin' what a mess Brady 'ud make a bringin' up all them children without me. O' course I got out in the Lord's own time, an' the doctor's door bein' unlocked, I jest runs right in, an' I reckon he was pretty much scart when he woke up an' see me standin' by the bed all covered with snow, lookin' fer all the world, like any ghost. I tells him quick enough what's the matter, an' he jumps up an' begins pullin' on his clothes. An' we went back tergether ter 'Liza."

Here Mrs. Brady stopped to get her breath and wipe her face with the corner of her apron. Presently she went on:—"Oh, Lord, shall I ever fergit thet night an' the follerin' day! It all comes back ter me when I'm sittin' alone after dark, and when I wakes up o' nights, I thinks uv it even now. Lord help us, what a world this is! Wal, wal, the baby was a gal, ez fat and likely a young un ez I ever see; but poor 'Liza laid there without a grain of strength in her body, with a kinder look about her ez ef she was more'n half in the other world a'ready. I thought she'd take comfort in seein' her baby, but she was too much uv a child herself ter take any int'rest in the other child, an' she give it a little push ter show she ain't got no use fer it. Pretty soon she got ter feelin' thet she's goin' an' she begun ter scream. 'Oh, I'm goin' ter die, an' I don't want ter die. I want ter see Tom. Don't let me die! Oh, the ugly thing, ter make me die! Why can't it die and let me stay with Tom!' 'Hush, me dear,' says I, 'ye ain't neither uv ye goin' ter die. An' ye can't help lovin' yer little babe. See how much she favors Tom. She's jest the livin' image uv him.' Thet fetched her, an' she boosted herself up on her elbow ter look at it. 'Why so it is,' she says, and fell ter kissin' it. 'But I'm goin' ter die an' never see Tom no more—without he should git here right off. He'll feel so bad when he finds out—poor Tom! Then she reaches up

and takes the doctor's hand, an' I see the tears kinder tricklin' down his face. 'You're a good man,' says she, 'will ye promise me ter take good care o' the baby till Tom comes fer her? 'Twan't be long, and Tom 'll pay ye fer it when he comes?' The doctor looks kind o' funny. An' there was the poor dyin' thing a lookin' at him ez ef she could see clear through ter his heart, an' then thet mite uv a baby, jest ez ef it understood what was goin' on, stuck out its little arms an' set up the pitifulest wail ez ef it hadn't a friend in the world. An' I see the doctor rub his eyes with the back uv his other hand, an' he smiles the way I've alluz pictured the angels a smilin', an' he says very gentle like, 'Yes, me dear, I'll keep her an' take good care uv her, till Tom comes ter git her.' An' she smiled kind o' contented. Thet was the last thing she ever knowed. Pretty soon she went out uv her mind, an' begun ravin' 'bout Tom an' the Lord knows what all, an' we hed ter hold her ter keep her from flingin' herself out o' bed. Long about night she got still again, an' about five o'clock in the mornin' she jest quietly passed away."

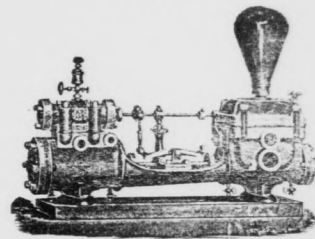
There was a pause. Presently she added:

"Now ye know how the doctor came by the child. He knowed about ez much ez a calf how ter take care uv it, but bein' half Injun, o' course it was hard ter kill, an' I did all I could to help him along. Ef anything turns up, he comes ter me to talk it over ter this day. Wal, he's jest guv himself up ter takin' care o' thet child, an' dotes on it, ez I never see a man dote on a child yet. He's sot out ter make a lady ov her, I reckon, with all them store clothes he rigs he up in. Think so? 'Liza's child bein' a lady! She's pretty much spoilt, o' course, but he will hev it so. An' I do believe the Lord'll make it a blessin' ter him in the end."

EDITH ELMER.

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.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

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

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

AMONG THE TRADE.

AROUND THE STATE.

Bay City—N. Comeau has removed his stock of clothing to Mt. Pleasant.

Cheboygan—James Gallagher succeeds Gallagher Bros. in the grocery business.

Ewart—The Engel Lumber Co. will remove its office from this place to Cadillac.

Bay City—The grocery firm of Larkin & Olmstead is succeeded by Chas. S. Welter.

Oscoda—The stock of Geo. M. Barnes, dealer in fruits, etc., has been seized by creditors.

Caro—Frank Johnson is reported as having succeeded W. H. Parker in the grocery business.

Carleton—J. F. Coleburn has purchased the furniture and undertaking business of A. Gee.

Shepherd—H. M. & A. Hance have purchased the agricultural implement stock of A. G. Struble.

Imlay City—J. T. Messer & Co. have purchased the general stock and banking business of Lamb & Messer.

Brown City—Rice & Mapes are reported to have succeeded Sherman, Mapes & Co. in the hardware business.

Hancock—Hamilton Stewart is succeeded by Richard Barkell in the furniture and undertaking business.

Lake—J. Henry Manning, who had been engaged in general trade here since 1888, died August 18, aged 44 years.

Chesaning—A. B. Clough is succeeded by Clough & Walker in the grocery, drug and agricultural implement business.

Alpena—A. B. DeChampayne is reported to have succeeded E. H. Barlow & Co. in the fancy and dry goods business.

Bronson—The hardware and agricultural implement stock of Fisk & Clark is in the sheriff's possession and a receiver has been asked for.

Lake Odessa—I. M. Tolles has purchased the grocery stock of M. R. Alden and will continue the business at the same location.

Lansing—Rouser & Conklin have purchased the drug stock of W. K. Walker. Mr. Rouser has been prescription clerk for Mr. Walker the past seven years and Mr. Conklin is brother-in-law of Mr. Rouser.

Shelby—F. W. Van Wickle has purchased the drug stock of R. Fuller and will consolidate the same with his own. D. V. Jackaway has purchased the holiday and fancy goods stocks of both Mr. Van Wickle and Mr. Fuller and will conduct the business in the store formerly occupied by the latter.

MANUFACTURING MATTERS.

Traverse City—Wm. H. White has sold his interest in the Traverse City Lumber Co. to his partner, C. A. Barker.

Hart—The deal which Peck & Cutler thought was consummated by which they were to come into possession of the Wigton grist mill, was declared off and the property sold to Messrs. T. S. and C. A. Gurney. Peck & Cutler are now looking up timber with which to supply the mill they will erect at South Grand Rapids.

The Grocery Market.

Sugar—The refiners have advanced their prices $\frac{1}{2}$ ¢ during the past week and the market is strong and excited, rendering further advances by no means improbable. The refiners are heavily over-

sold and a scarcity in some grades of refined may ensue as the result. The refiners now ask a sixpence extra for granulated in sacks and an eighth extra for other grades in sacks, which practically leaves anything but goods in barrels out of the market.

Corn Syrup—The manufacturers have advanced their prices 2¢ and the jobbers have followed suit.

Jelly—The market has sustained an overall advance, 17 lb. pails now selling for 85¢, while 30 lb. pails bring \$1.30.

Fish—Mackerel is in less urgent demand, but prices are practically unchanged. Cod is unchanged and dull. Herring are in moderate request and nominally steady.

Fruits—Currants are firm for prime stock. Dates are inactive and nominal. Prunes are still firm for spot goods or those to arrive.

Spices—Black Singapore pepper is strong. White Singapore is firmer.

Confectionery—Advancing in sympathy with sugar. The market is very active and the demand is strong.

Oranges—Out of market.

Lemons—Scarce and prices remain the same as a week ago.

Bananas—Will be scarce for a week, owing to a break in the arrivals at the seaboard markets. Prices are steady and unchanged.

Will Be Here Next Week.

William Connor will be at Sweet's Hotel Sept. 15 and 16 with his closing out bargains, and such merchants as call upon him will see such great bargains in ready made clothing as is seldom offered to the trade, as his employers, Michael Kolb & Son, of Rochester, New York, have decided to make a general clearance early this season and offer these great bargains to the trade generally, instead of their falling into the hands of one or two leading houses, who are always on the alert for such bargains. Don't forget the day, Thursday and Friday, Sept. 15 and 16. WILLIAM CONNOR.

PRODUCE MARKET.

Apples—Sweet Boughs, Dutchess and Pippins are in good demand and adequate supply at 65¢ per bu.

Beans—Dry stock is in small supply and active demand. Dealers pay \$1.50@1.60 for unpecked and hold city handpicked at \$1.85@1.95 per bu.

Beets—50¢ per bu.

Blackberries—Wild berries continue to come in, commanding 7¢@7½¢ per qt.

Butter—Higher and firmer. Dealers pay 18¢ for choice dairy and hold at 20¢.

Cabbages—50¢ and 60¢ per dozen, according to size.

Celery—Choice home grown commands 25¢ per dozen bunches.

Cranberries—A few consignments of unripe wild berries have come to market, but not enough to establish a price.

Dried apples—Evaporated is firmly held at 8¢@9¢; sundried is strong at 5¢@6¢.

Eggs—Higher and harder to get. Dealers pay 15¢ and hold at 16¢ per doz.

Grapes—Ives are in limited supply and demand, commanding 65¢ for 10 lb. basket.

Green Corn—10¢ per doz.

Honey—14¢ per lb. Very scarce.

Musk Mellons—Osage, \$1.25 per crate; nutmeg, \$1 per dozen.

Onions—Onions of good keeping quality will be in comparatively light supply and prices are likely to range high for such stock. There is an immense amount of immature and poor onions that will have to be sold early, thus for a time causing an apparent over-supply and a depression of prices in September and October. The commercial onion fields of Michigan, Illinois (mostly about Chicago), Iowa (about Davenport) and the extensive onion plantations in Ohio will average no more than the very short crop of last year in those regions, while the quality is very poor due to the extremely wet season.

Peaches—The market is well supplied this week, commanding about the following prices: Early Crawfords, \$2; Barnards and Honest Johns, \$1.50@1.75; Early Michigans, \$1.50. Next week will be the big week of the peach harvest.

Pears—Clapp's Favorite command \$1.50@1.75 per bu.; Bartlett's bring about \$2; Flemish Beauties are beginning to arrive and will be in market by the end of the week.

Peppers—Green, \$1@1.75 per bu.

Plums—Green Gages bring \$2@2.25; Lombards and Damsons are in ample supply at \$1.50@1.75 per bu.

Potatoes—Local dealers pay 50¢ per bu. and sell at 60¢.

Sweet Potatoes—Will be a smaller crop than last year. In Jersey they promise a full crop, in Texas and Arkansas an average crop, but in most other states the yield will be below that of '91. Dealers quote Jerseys at \$4.50 and Baltimores at \$3.50 per bbl.

Tomatoes—Acme and Trophy are in ample supply and active demand at 50¢ per bu.

Watermelons—In fair supply at \$20 per 100.

Whortleberries—The crop is nearly all marketed, stray lots bringing \$2.50@3 per bu.

PAMPHLETS

CUTS for BOOM EDITIONS

For the best work, at reasonable prices, address
THE TRADESMAN COMPANY.

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.

A GOOD CHANCE FOR AN A. N. O. 1 GROCERY business. Reason of selling, poor health. W. L. Mead, Ionia, Mich. 576

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

I WANT TO QUIT WORK, BUT CAN'T DO IT because I have a first-class stock of drugs on my hands. If there is a man in Michigan who wants to buy I can give him a bargain. Address "Quinine," care Michigan Tradesman, Grand Rapids. 571

FOR SALE—A FINE AND WELL-ASSORTED stock of dry goods, boots, shoes, hats, caps and gents' 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. Address No. 571, care Michigan Tradesman. 571

FOR SALE OR EXCHANGE—CLEAN STOCK of dry goods and gents' furnishing goods. Good point for trade. Reason for selling, other business requires our attention. Address No. 568, 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 \$2,500 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—GROCERY AND CROCKERY stock, located in a thriving village with 1,800 inhabitants and doing the largest trade in the town. Will invoice about \$3,000. Sales last year, \$28,000. Good location and best reasons for selling. Address No. 575, care Michigan Tradesman. If you want a good thing, write. 575

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—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

SITUATIONS WANTED.

WANTED—SITUATION AS REGISTERED druggist. Twelve years' experience, good references. Address care Michigan Tradesman. No. 578. 578

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 CHEAP—THREE WILLIAMS fruit evaporators; also other apparatus belonging to fruit evaporator plant. Fenton Electric Light Company, Fenton, Mich. 577

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. 570

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

"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¢ 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.

BANANAS!

If you want large bunches of the best quality, send your order to

THE PUTNAM CANDY CO.

Peaches!

Plenty for All.

The EARLY CRAWFORDS are just beginning to come in and with favorable weather there will be plenty to supply all orders latter part of the week and first of next. Let us suggest that you place your order for CRAWFORDS to be shipped at the first opportunity

When quality is fine

and prices are reasonable.

At present we can supply choice grades of Mountain Rose, Honest Johns, Early Michigans, Snows, Orange, Crane's Early Snows, Fosters, Barnards, etc., at lowest market value. We are headquarters. If you are in the market write us or wire for prices. Market report and quotations furnished free of charge. Address

ALFRED J. BROWN,
Grand Rapids, Mich.

GRAND RAPIDS GOSSIP.

Jacob Fisher & Co. have opened a grocery store at 117 West Bridge street. The Olney & Judson Grocer Co. furnished the stock.

Wm. Graham, flour and feed dealer at 703 Madison avenue, has put in a line of groceries, supplied by the Lemon & Wheeler Company and Musselman & Widdicomb.

The Widdicomb Furniture Co. recently purchased a tract of red oak timber, situated about six miles north of Falmouth, and is building a spur railway, two and one half miles long, running from the Eastern terminus of Chittenden & Herriek's logging railroad, which connects with the G. R. & I. system at Lake City. The company will transport the logs to Grand Rapids, where they will be converted into lumber at its mill near the factory.

Purely Personal.

Sumner Wells, buyer for the I M. Clark Grocery Co., is spending a fortnight's vacation at Sylvan Beach and other resorts.

Henry B. Fairchild left Thursday night for Sault Ste. Marie and will spend ten days on the fishing streams of the Upper Peninsula, going wherever inclination dictates.

J. M. Cook, the Grand Haven grocer, has sold his blind trotting stallion to Alvin Jackson, of that place. Mr. Cook found that a grocery store and a trotting horse do not go well in the same class.

Frank C. Hawkins, book-keeper for the Grand Rapids Packing & Provision Co., left Saturday night for Chicago, where he will spend his fortnight's vacation. He is accompanied by his wife and son.

Willis Dimick, of Ithaca, N. Y., is spending a few days in this city, the guest of his cousin, Harry D. Jewell. Mr. Dimick is favorably impressed with Grand Rapids and may conclude to take up his residence here.

H. J. Koopman, junior member of the firm of John Koopman & Son, of Falmouth, was in town a couple of days last week. The firm conducts a general store, grist mill, saw and shingle mills, owning about 25,000,000 feet of hardwood timber, which is being converted into lumber at the rate of about 3,000,000 a year.

Chas. McCarty, the Lowell Poo Bah, was in town Monday on his way home from Macatawa Park. He says it a matter of everlasting regret to him that he did not enter the lying match at the annual picnic of the Grand Rapids Retail Grocers' Association, as he is confident that his presence in the race would have precluded any competitor entering the same contest.

Monday was the twenty-fifth anniversary of the wedding of Frank J. Wurzburg, the Monroe street druggist. With an excellent wife and a family circle of eight happy, healthy children — which has never been invaded by the Angel of Death—Mr. Wurzburg enters upon his second quarter of a century of married life with calm resignation and ample assurance that he will yet live to celebrate his golden anniversary.

Lower Prices on Oil.

The Standard Oil Co. has reduced quotations on its W. W. Headlight and Water White oil and stove gasoline $\frac{1}{2}$ c per gallon.

Use Tradesman's Superior Coupons.

THE ART OF GETTING THERE.

In business, as in a foot race, there are always two ends to the procession. One gets there, the other does not. The comparison holds good, not only in results, but in reasons. The winner may secure the prize on his merits as a leg manipulator, or he may handicap his competitors and win in a hippodrome, but be that as it may, success secures applause and a silver cup. It is so in business, the man who succeeds is seldom cross examined as to his methods, and the fact of a stone front and a big bank account covers a multitude of sins. There is nothing in modern times that can redeem a reputation or give it a finish as can a greenback and a check book. In saying this we do not assume or imply that business success is impossible with a fair amount of conscience and an approximate regard for the ten commandments, but we wish to emphasize the point that the public mind is so keenly appreciative of results that it insists on lifting its hat to success without a care whether the winner is a sinner or a saint. No one needs to go out of the corporation in which he lives to know this. The measure of a man is not made by a legitimate tape line, but is nevertheless the popular yard measure.

When the man who made his business a success retires from his ledger to his coffin, he is honored generally, not for what he carries with him, but for the bulk he leaves behind him, and in death and in life it is the money more than the man to which the public makes a crook in its marrow bones. Those, however who in the race are found at the tail end, are labelled as being "no good." Their biography is peppered with criticism, and as blanks in a lottery. They are disappointments and failures. Good qualities with no interests in the mint are overlooked, and no record of virtue or honor can compensate for the inability to "get there." With this sarcastic and fallacious sentiment served up as choice, diet on the public plate it ceases to be a surprise that the man who gorges on chicken should grow feathers, and that scores of men in business should have no higher aim in life than "getting there."

It is perfectly right for a man to aim high, and to do his level best to make his business a success, but if he is morally indifferent as to the methods he uses, if his fortune should reach the upper story his soul is on the door mat. We cannot, of course, eliminate the ambition, but we can do a great deal with a broom in the methods. The law of legitimate success is based on integrity, industry, good judgment and persistent application. These are indispensable, and if they sometimes fail in making a fortune, they never fail in making a man. It is of this kind of stuff the national and individual character must be made and, to men on the threshold of business life their chances both of personal happiness and prosperity are dependent on their character. That uppermost, success can never demoralize a man, but that missing, there will be more money than man at the end of the race. In that sense, success is a misnomer, and "getting there" a case of suicide. FRED WOODROW.

Ignorance is the pasture ground of the lawyer and doctor.

A man who is so good and generous to the outside world that he has no goodness and generosity left for home use needs reforming.

The West Michigan Fair

AT COMSTOCK PARK,

Grand Rapids, Sept. 19 to 23, 1892.

Will Excel Any Held by the Society.

Half Fare ON ALL Railroads

The Famous Grounds, Fast Track, Fine Buildings, Ample Accommodations and Unusual Facilities, backed by Liberal Premiums, will bring Exhibits and Visitors and make a grand success.

The Bench Show will bring Hundreds of Fine Dogs.

Liberal Purses will Draw Fast Horses.

Every Day Will Have Many Attractions.

Every Stock Grower and Manufacturer Should Exhibit and Everybody Should Attend the Fair. For Premium Lists, Fold-ers, Entry Sheets, Etc., address

C. L. WHITNEY, Sec'y,

Grand Rapids.

H. H. COOPER & CO.,

UTICA, N. Y.,

Manufacturers of

Men's, Youths', Boys' and Children's

CLOTHING!

Snaps in every line.

We are the people!

REPRESENTED BY

J. H. WEBSTER,

Owosso, Mich.

Store Advice to Customers. From Dry Goods Bulletin.

Many storekeepers are frequently non-plussed to know how to reply to customers when the latter enquire what they shall buy to eat, or to wear; particularly in frequent cases where the customer is undecided between two or three things. So far as eatables are concerned a good answer is to select that which is seasonable, and whenever it is done the customer usually says he was well satisfied at the proprietor's selection. Then it is always well for storekeepers to make a specialty of seasonable eatables, because such things when in season are far more palatable than when out of season. Then again it helps the farmers in the neighborhood; consequently when the latter learn that the storekeeper is making a practice of recommending things just when they are ready for market, they will give that particular store their best trade, for with them it is merely a question of reciprocity.

With dry goods, shoes, etc., while the case differs somewhat, in a general sense the same rule should apply, if a fine judgment of appropriateness accompanies the advice. It is right here that many storekeepers retain a large class of customers which other stores asking lower prices for the same goods are unable to get. And this is one of the secrets of the successful salesman. Many storekeepers think it the safer policy to be noncommittal when asked to decide for the customer, particularly if the purchase is important or comparatively costly. But the weight of the evidence on both sides inclines the decision that it pays best to enter right into the feelings of the customer and advise in accordance with all the circumstances which can be brought to bear on the question.

It is well to try it anyway, particularly where a certain taciturnity has long prevailed; there is so much room for judgment, and the most skillful judgment in such matters, that storekeepers who have not already become proficient, in other words, experts in this particular, will be greatly interested in noting the effects of the adoption of such a policy. There is not one lady in ten who knows exactly what she wants when she is buying; she is frequently governed by the surrounding influences of the moment, and in consequence about as often buys what she does not want as what afterwards is calculated to afford permanent satisfaction.

If the salesman really understands his business in such cases he has right here the whole field to himself to make a permanent and valuable customer. He must sink the fashions into some degree of appropriateness for the customer's circumstances; while in other cases an extra fashion is calculated to give the more permanent satisfaction. A book might be filled with the details of how a salesman should act when his best advice is asked, but the limits of this article do not permit too many explanations. The first point is never to deceive the customer under any circumstances; and next in importance is to be frank and above board and never advise the purchase of goods because the store wants to get rid of them; and, last of all, never try to load up a customer with more goods than the customer can afford to purchase. Sharks advise otherwise we well know, and for a time seem to thrive in consequence, but if the salesman wishes to build up a permanent trade he must sincerely make his customers' interests his own.

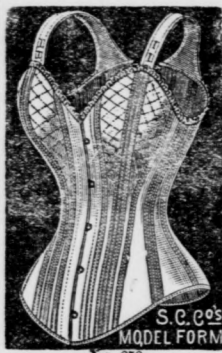
Card to the Public.

GRAND RAPIDS, Aug. 29, 1892. Certain statements having been made derogatory to the character of Messrs. Rowland & Gauthier, growing out of the entry of bogus wrappers in our towel distribution, we take pleasure in stating, in justice to Mr. Gauthier, that a thorough investigation of the matter convinces us that Mr. Gauthier had nothing whatever to do with the attempt to impose on our company, Mr. Rowland being solely responsible for same.

L. WINTERITZ, Gen'l Agt. JOHN SMYTH, Grand Rapids Agt. Fermentum Compressed Yeast.

Use The Tradesman Co.'s Coupon Books.

Schilling Corset Co.'s



CORSETS THE MODEL FORM. (Trade Mark.)

Greatest Seller on Earth!



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

SCHILLING CORSET CO.,

Detroit, Mich. and Chicago, Ill.

BUY THE PENINSULAR Pants, Shirts, and Overalls

Once and You are our Customer for life.

STANTON, MOREY & CO., Mfrs.

DETROIT, MICH.

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

USE



Best Six Cord

- FOR -

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions.

Dry Goods Price Current.

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

Table listing various goods such as DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, CANVASES AND PADDING, DUCKS, WADDINGS, SILESIA, SEWING SILK, HOOKS AND EYES, NEEDLES, TABLE OIL CLOTH, COTTON TWINES, PLAID ORNAMBLES, and various other items with their prices.

MICHIGAN VS. COLORADO.

How the Grocery Business is Conducted in the Centennial State.

Written for THE TRADESMAN.

In answer to your letter of late date as to the difference in handling groceries and provisions in Colorado and in Michigan or Chicago, I would say I have had some new experiences in Colorado. My first impressions here were very unfavorable—to an Eastern traveling salesman—but, after a residence of a year or more, I am of the opinion some branches of the retail grocery business is done, from a mathematical standpoint, to better advantage than at home.

All vegetables and fruits are sold by the pound or gallon. The words peck, half bushel or bushel are almost unknown, and I sometimes think the people from the East pay the long price for disclosing their former homes. It would probably seem quite strange to a Michigan traveling salesman to sample up his grip and have no green coffees. His line of sugars would be granulated (in 100 lb. sacks) and one or not to exceed two samples of C sugar. Very little cut loaf or powdered are used. Granulated sugar being about the chief sweetening, Confectioners' is entirely unknown. Pork in barrels is unheard of, or lard in tierces. Lard is put up in 50 pound and smaller cans, while hams, bacon, dried beef and picnics are put up in sacks. Barrels are a strange commodity here, boxes and sacks being the general run of packages. The bulk of dried fruits are from California or Utah. Michigan evaporated apples and quarters have a ready sale, while New York State and Michigan fall and winter apples are the highest standard. Kansas, Missouri and home grown apples have a tough skin and are very poor and tasteless. An Eastern housewife labors under a great many disadvantages as to cooking vegetables, especially onions and pork and beans. It takes an expert to cook either and have onions well done or beans well browned, a la Boston style. The water used and consumed is soft, all off the mountains. I have not washed in rain water or even seen a cistern since leaving Michigan. Flour is handled exclusively in cotton sacks and is a home grown Colorado product which is sold here by the hundred pounds and fractions thereof. The flour is very strong and makes an excellent loaf, being very spongy and not dry. California canned fruits, jellies and jams all have the preference. While some Eastern packs of corn, beans and tomatoes are consumed here, the bulk of all canned goods, either fruits or vegetables, are of Western pack; and, in selling, everything in the canned goods line is figured by the case, instead of by the dozen. The high altitude has its effect on a great many lines of goods as to shrinkage, cheese and fish more particularly. The bulk of the coffee trade is well-known Eastern brands of packages and cans. Price's and Royal baking powders and C. & B. pickles have an immense sale.

A leading wholesale grocery house here is the Shields-Morley Grocery Co., and the Grand Rapids wholesalers would look with envy on their convenient office, salesroom and storehouse—a large, brick store 50x180 feet, three floors, with elevators and conveniences for shipping and receiving—facing the Rocky Mountains. The salesroom is finely furnished and stocked with samples of goods from every

climate and is under the management of a former Grand Rapids jobber—John G. Shields, who is President and General Manager, ably supported by F. H. Morley, the Secretary, a relative of the well-known Saginaw and Cleveland Morleys. Their trade extends away up in the mountains among the mining camps and summer resorts and down on the plains where the hardy ranchman goes for miles for his bacon and tobacco.

"Pike's Peak or bust" was the cry for this locality, even before the late war. Time has proved that the emigrant ran right away from the golden Eldorado. Eighteen miles from here is a well-developed gold camp and, with the advent of the iron horse and a little Eastern capital, Pike's Peak gold mines will be no myth and the hardy miner of to-day will eventually meet with the success due to Yankee pluck and hard labor.

The most surprising thing I notice here is the extra cost of fresh meats. When I mention 18 cents for sirloin steak and 14 cents for rib roasts, you may well wonder why this is considered a cattle raising section. Salt meats are sold at about Grand Rapids prices, while butter at 35 cents or fresh eggs at 30 cents are considered cheap. California fresh fruits bring big prices and home-grown small fruits are even worse. To-day I paid 25 cents a box for fresh blackberries.

Wages are very low and some of the Michigan traveling boys would kick with a vengeance if they had to struggle against fate out here; but one thing we have and that is good, pure, mountain air and beautiful sunny weather, which offsets a great many of our other discomforts. B. F. EMERY.

COLORADO SPRINGS, Colo., Sept. 3, 1892.

How to Keep Fine Cut Tobacco Moist.

One who has had much experience in this line says: "The best moistener I ever had, and the only one I would use, is a double fold of heavy red flannel. I place the dry side next the tobacco in the pail, and in the winter time dip my hand in water usually only once and not oftener than twice, and rub it over the upper fold of the flannel; the dry atmosphere of the store acts on this and never reaches the tobacco. The cloth can be removed and washed and dried as often as it is necessary to keep it clean. In the summer there is usually too much moisture in the atmosphere, and then I keep the flannel absolutely dry. If a pail of tobacco becomes dry but has not fermented, I can always bring it back into condition by turning it out, putting a dry fold of flannel round it, and moistening an outer fold to the same extent as already indicated, and leaving it in this way for two or three days. Fine cut should never be sprayed either with water alone or any other combination."

Hardware Price Current.

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

Table listing hardware prices for AUGURS AND BITS, AXES, BARROWS, BOLTS, BUCKETS, BUTTS, CAST, and WROUGHT IRON.

Table listing hardware prices for WROUGHT IRON, BLOCKS, CRADLES, CROW BARS, CAPS, CARTRIDGES, CHISELS, COMBS, CHALK, COPPER, DRILLING PANS, ELBOWS, EXPANSIVE BITS, FILES—New List, GALVANIZED IRON, GAUGES, KNOBS—New List, LOCKS—DOOR, MATTOCKS, MAULS, MILLS, MOLASSES GATES, NAILS, PLANES, PANS, RIVETS, and PATENT PLANISHED IRON.

Table listing hardware prices for HAMMERS, HINGES, HOUSE FURNISHING GOODS, WIRE GOODS, LEVELS, ROPE, SQUARES, SHEET IRON, SAND PAPER, SASH COORD., SASH WEIGHTS, SAWS, HORSE NAILS, WRENCHES, MISCELLANEOUS, METALS, PIG TIN, ZINC, SOLDER, and ROOFING PLATES.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

Published at

100 Louis St., Grand Rapids,

— BY —

THE TRADESMAN COMPANY,

One Dollar a Year, - Postage Prepaid,

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

Subscribers may have the mailing address of their papers changed as often as desired. Sample copies sent free to any address.

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

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

E. A. STOWE, Editor.

WEDNESDAY, SEPTEMBER 7, 1892.

EVOLUTION IN TRANSPORTATION.

In the evolution of commerce the first demand is to increase the area of trade. For this purpose natural waterways are the most available as channels of transportation, and consequently population first spreads itself along the coasts of seas and lakes and upon the shores of navigable streams. People seldom remove far from such means of transportation and communication, unless tempted by mines of the precious metals and other such riches or advantages.

This is the history of the settlement of all new countries. But when settlements are once established in the interior the construction of artificial means of communication at once becomes a necessity. For this purpose canals or artificial waterways were first in demand, but the rise and development of railways have furnished a means of transportation so well suited to the requirements of commerce that they have, to a great extent, superseded the ordinary canals, and although several of the most important are still maintained in use, it is not likely that any more canals for the ancient horseboat service will be constructed.

When, however, we come to ship canals, or cuttings through which large vessels may pass and thereby have their voyages shortened or be enabled to deliver cargoes at an extreme destination without breaking bulk or trans-shipment, it may be said that the era of these important works is just coming into a deserved prominence. Too much cannot be said in favor of connecting seas, lakes, rivers and other such natural waterways by means of artificial cuttings, and the day is not distant when ships will be able to sail through the American isthmus from the Atlantic to the Pacific Ocean. There will also be a ship canal across the peninsula of Florida, and another across Cape Cod peninsula. Lake Ontario will be turned into the Hudson River and Lake Michigan will have an open waterway into the Mississippi River.

For the improvement of the means of intercommunication there is an obvious demand, for not only is the quick dispatch of merchandise desirable, but the

greatest economy of expense in effecting the transfer is also necessary. The most significant step of progress in the evolution of modern commerce is seen in the cheapening and speeding of transportation. It is this great increase of speed and economy that has cheapened the prices of most necessities. At places far in the interior, through the blessings of cheap transportation and quick dispatch, the people are enabled to enjoy as daily indulgencies articles which for the lack of railroads were luxuries so costly as to be beyond the reach of any but the richest. There are not wanting persons who remember paying fifty cents per copy for eastern newspapers, and a dollar apiece for oysters in the shell, when those articles were brought at great expense and with much difficulty in the winter in sleighs or coaches on the overland stage routes to remote mining camps in the Rocky Mountains. To-day those places are reached by rail in palace cars and every luxury to be had anywhere is found there.

The stage coach which carried mails and passengers has given place to fast steam trains and the lumbering wagons dragged by mules or oxen through muddy sloughs and over mountain ranges have been set aside for the through freight trains provided with refrigerator cars to carry to the most distant markets slaughtered meats and fresh fruits and vegetables. And with all this increase of speed there has been a corresponding increase of economy, for whatever other exactions commerce may endure, it will not bear high freight rates. And so in cheapening the prices of necessities, the vast aggregations of capital invested in railways operate directly for the benefit of every consumer, every workman.

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.

During the summer season the Michigan Central gives the privilege of stopping over at Niagara 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. 470

Correction as to Price.

Through an oversight on the part of THE TRADESMAN, the price of Gillies & Co.'s "Aroma" coffee was quoted in another portion of this week's paper at 17½c. It should be 18½c.

Gillies & Co. have made a complete revolution in their scheme spices, having decided to put up nothing but pure goods hereafter.

Use Tradesman Coupon Books.

ACTS OF THE SPECIAL SESSION.

The following laws were enacted at the special session of the legislature August 5 and 6 for the reapportionment of the state into senatorial and representative districts:

AN ACT

For the apportionment of senators in the state legislature.

Section 1. The people of the state of Michigan enact, that this state shall be and is hereby divided into thirty-two senate districts, each district to be entitled to one senator, which said districts shall be constituted as follows, viz:

First district—The ninth, eleventh, thirteenth and fifteenth wards in the city of Detroit, and the townships of Grosse Pointe, Hamtramck, Greenfield, Redford, Livonia and Plymouth, in the county of Wayne.

Second district—The first, second, third, fifth and seventh wards of the city of Detroit.

Third district—The fourth, sixth, eighth and tenth wards of the city of Detroit.

Fourth district—The twelfth, fourteenth and sixteenth wards of the city of Detroit and the townships of Canton, Nankin, Dearborn, Springwells, Van Buren, Romulus, Taylor, Ecorse, Sumpter, Huron, Brownstown and Mounaungon and the city of Wyandotte in the county of Wayne.

Fifth district—The counties of Lenawee and Monroe.

Sixth district—The counties of St. Joseph, Branch and Hillsdale.

Seventh district—The counties of Berrien and Cass.

Eighth district—The counties of Allegan and Van Buren.

Ninth district—The counties of Kalamazoo and Calhoun.

Tenth district—The counties of Jackson and Washtenaw.

Eleventh district—The county of St. Clair.

Twelfth district—The counties of Oakland and Macomb.

Thirteenth district—The counties of Livingston and Genesee.

Fourteenth district—The counties of Shiawassee and Ingham.

Fifteenth district—The counties of Barry and Eaton.

Sixteenth district—The first, second, third, fourth, fifth, sixth, seventh, eighth, ninth and twelfth wards of the city of Grand Rapids, in the county of Kent.

Seventeenth district—The tenth and eleventh wards of the city of Grand Rapids, and the townships of Tyrone, Solon, Nelson, Spencer, Sparta, Algoma, Courtland, Oakfield, Alpine, Plainfield, Cannon, Gratian, Walker, Grand Rapids, Ada, Vergennes, Wyoming, Paris, Cascade, Lowell, Byron, Gaines, Caledonia and Bowne, in the county of Kent.

Eighteenth district—The counties of Ionia and Montcalm.

Nineteenth district—The counties of Clinton and Gratiot.

Twentieth district—The counties of Huron and Sanilac.

Twenty-first district—The counties of Tuscola and Lapeer.

Twenty-second district—The county of Saginaw.

Twenty-third district—The counties of Muskegon and Ottawa.

Twenty-fourth district—The counties of Bay, Arenac and Midland.

Twenty-fifth district—The counties of Osceola, Newaygo, Mecosta and Isabella.

Twenty-sixth district—The counties of Manistee, Mason, Lake and Oceana.

Twenty-seventh district—The counties of Benzie, Wexford, Grand Traverse, Leelanaw, Kalkaska, Antrim and Charlevoix.

Twenty-eighth district—The counties of Crawford, Osceola, Alcona, Missaukee, Roscommon, Ogemaw, Iosco, Clare and Gladwin.

Twenty-ninth district—The counties of Otsego, Montmorency, Alpena, Presque Isle, Cheboygan, Emmet and Manistow.

Thirtieth district—The counties of Mackinac, Chippewa, Luce, Schoolcraft, Delta and Menominee.

Thirty-first district—The counties of Marquette, Alger, Dickinson and Iron.

Thirty-second district—The counties of Houghton, Baraga, Keweenaw, Gogebic, Ontonagon and Isle Royal.

Section 2. The election returns of each county forming one senate district shall be made to the county clerk's office of said county. The election returns of each senate district composed of more than one county shall be made to the

county clerk's office of the county in such senate district containing the largest number of inhabitants, according to the census of one thousand eight hundred and ninety. The election returns of a county shall be made to the county clerk's office of such county.

This act is ordered to take immediate effect. Approved August 6, 1892.

AN ACT

To apportion anew the representatives among the several counties and districts of this state:

Section 1. The people of the state of Michigan enact, that the house of representatives shall hereafter be composed of one hundred members, elected agreeable to a ratio of one representative to every twenty thousand nine hundred and thirty-eight persons, including civilized persons of Indian descent not members of any tribe, in each organized county, and one representative of each county having a fraction more than a moiety of said ratio, and not included therein, until the one hundred representatives are assigned; that is to say: Within the county of Wayne, twelve (12); Kent, five (5); Saginaw, four (4); Bay, three (3); St. Clair, three (3); Lenawee, two (2); Jackson, two (2); Calhoun, two (2); Wash-

tenaw, two (2); Berrien, two (2); Oakland, two (2); Muskegon, two (2); Marquette, two (2); Genesee, two (2); Kalamazoo, two (2); Allegan, two (2); Ingham, two (2); Houghton, two (2); Ottawa, two (2); Montcalm, two (2); Ionia, two (2); Sanilac, two (2); Tuscola, two (2); Monroe, two (2); Eaton, two (2); Macomb, two (2); Shiawassee, one (1); Hillsdale, one (1); Van Buren, one (1); Lapeer, one (1); Gratiot, one (1); Huron, one (1); Clinton, one (1); St. Joseph, one (1); Branch, one (1); Manistee, one (1); Barry, one (1); Cass, one (1); Menominee, one (1); Livingston, one (1); Newaygo, one (1); Mecosta, one (1); Isabella, one (1); Mason, one (1); Oceana, one (1).

The counties of Midland, Gladwin and Arenac shall constitute a representative district and shall be entitled to one representative, and the election returns of said district shall be made to the county of Midland.

The counties of Wexford, Missaukee and Clare shall constitute a representative district and be entitled to one representative, and the election returns of said district shall be made to the county of Wexford.

The counties of Osceola and Lake shall constitute a representative district and be entitled to one representative, and the election returns of said district shall be made to the county of Osceola.

The counties of Grand Traverse, Leelanaw and Benzie shall constitute a representative district and be entitled to one representative, and the election returns of said district shall be made to the county of Grand Traverse.

The counties of Antrim, Charlevoix and Kalkaska shall constitute a representative district and be entitled to one representative, and the election returns of said district shall be made to the county of Antrim.

The counties of Iosco, Alcona, Roscommon and Ogemaw shall constitute a representative district and be entitled to one representative, and the election returns of said district shall be made to the county of Iosco.

The counties of Alpena, Montmorency, Otsego, Osceola and Crawford shall constitute a representative district and be entitled to one representative, and the election returns of said district shall be made to the county of Alpena.

The counties of Cheboygan, Emmet and Presque Isle and Manitow shall constitute a representative district and be entitled to one representative, and the election returns of said district shall be made to the county of Cheboygan.

The counties of Chippewa, Mackinac and Luce shall constitute a representative district and be entitled to one representative, and the election returns of said district shall be made to the county of Chippewa.

The counties of Delta, Schoolcraft and Alger shall constitute a representative district and be entitled to one representative, and the election returns of said district shall be made to the county of Delta.

The counties of Dickinson, Iron and Baraga shall constitute a representative district and be entitled to one representative, and the election returns of said district shall be made to the county of Dickinson.

The counties of Gogebic, Ontonagon, Keweenaw and Isle Royal shall constitute a representative district and be entitled to one representative, and the election returns of said district shall be made to the county of Gogebic.

This act is ordered to take immediate effect. Approved August 6, 1892.

TRADE WINNERS

All Goods Manufactured by Us.
Quality the Best! Purity Guaranteed!

PUTNAM CANDY CO.

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

Write to THE TRADESMAN COMPANY, They Do It.

Some Phases of the Labor Situation.

A certain labor union in this city recently conceived the idea of increasing the scale of journeymen's wages from \$14 to \$15 per week, ignoring the fact that the scale at Kalamazoo, Muskegon and other competing points is \$12 per week. For the benefit of those who are not posted as to the exact meaning of the term "scale," it may be stated that it is an arbitrary figure, established by the unions, representing the minimum amount which may be paid a union workman. No matter how incompetent he may be, he must be paid the scale, and when he becomes so enfeebled by age or illness that he is unable to retain his position, either through competency or charity, he is crowded out of the race by younger members of the union and consigned to the charity of friends or the tender mercies of the poorhouse. As a matter of fact, thoroughly competent men never have to work for the scale, and in the trade above mentioned probably as many men were receiving \$15, \$16 and \$17 a week as those who received the scale price of \$14 per week. The employers declined to grant the demanded advance, on two grounds: (1) The condition of the business did not warrant any change in the present rate of wages and (2) the men who were worth more than \$14 were receiving more, regardless of the established scale. The union thereupon appointed a committee of a dozen workmen—some of them of pronounced anarchic views—and a committee of the employers gave them a respectful hearing, but firmly declined to grant any advance over the existing rate of wages. A written proposition, embodying the demands of the union, was then sent to the employers, and was promptly laid on the table. An organizer from the national organization was then summoned by telegraph and came on from Louisville. He established himself in state at a first-class hotel—within convenient distance of the bar—and summoned some of the refractory employers to appear before him. No one appeared, and he was compelled to humiliate himself by calling on the obstinate gentlemen in person, but without result. A meeting was subsequently arranged between the organizer and a committee from the union on one side and a committee of the employers on the other, when a proposition was made that the employers concede the advance to \$15 and reduce the men who were receiving \$16 and \$17 to \$15—to even the thing up. This proposition was so warmly supported by the organizer and his committee that an agreement was reached at once. The organizer then demanded that the employers sign the scale, which they firmly declined to do. He then peremptorily informed the committee that he was authorized to insist on the signing of the scale or declare a strike, but he subsequently cowed down and informed the committee that he would not insist on the signing of an agreement. When asked if he thought it was not unjust to reduce the wages of competent men, in order to raise the wages of incompetent men beyond their earning capacity, he remarked that the "Good men can take care of themselves," or words to that effect. The result of the readjustment of wages is undoubtedly a net gain to the employers, but the workmen whose wages are cut down by the action of their organizer are loud in denunciation of his arbitrary methods

and some of them threaten to secede from an organization which relentlessly barter away the rights of the competent man in the attempt to secure unmerited compensation for the incompetent. These men are bound by an iron-clad oath, however, and in all probability they will continue to be led around by the nose until they are engulfed in the impending wreck of unionism.

* * *

No competent workman is compelled to join the forces of unionism to secure remunerative employment, but the slowly, incompetent and unreliable workman almost invariably allies himself with an oath-bound organization, knowing that the influence of the union will be exerted to hold his wages above his honest earning capacity, no matter how much the competent workman may have to suffer by reason of this artificial forcing process.

* * *

The significance of "labor day," to the average trade unionist, is conclusively shown by a glance at the official programme, published by the Central Labor Union, which contains the cards of over sixty saloons and liquor dealers. The inauguration of this nonsensical holiday in 1888 witnessed more drunkenness than was ever seen on the streets of Grand Rapids on any similar occasion and the ratio of intemperance appears to increase each year, the event of each succeeding season culminating in a saturnalia of drunkenness and disorder.

* * *

The incongruity of designating the autumnal celebration of Bacchus "labor day" will be conceded when it is remembered that only a small portion of the laboring men of the country are permitted to participate in the event—the privilege of walking in the procession being accorded only to those poor dupes who have taken an oath which arbitrarily and absolutely governs their future conduct and deprives them of their liberty and every attribute of freedom, binding them hand and foot, body and soul, to the despot exactions of the walking delegate, master workman, strike committee and district organizer. Such distinctions tend to create class feeling—to array clique against clique and clan against clan—thus encouraging and maintaining a warfare which ought to be discouraged by every honest man and patriotic citizen.

Gripsack Brigade.

John N. Loucks has returned from Ottawa Beach and will resume his former position as traveling representative for J. L. Strelitsky.

T. M. Sims, who has represented the Thompson & Taylor Spice Co., of Chicago, for the past four months, has severed his connection with that house.

J. H. Webster, Michigan representative for H. H. Cooper & Co., clothing manufacturers at Utica, N. Y., was in town a couple of days last week, leaving Saturday for his home in Owosso.

H. C. Booth, junior member of the firm of Beach & Booth, proprietors of the New Kent, is an old traveling man, having covered the retail trade of Connecticut and Massachusetts nine years for Bennet, Sloan & Co., jobbers of fancy groceries and grocers' sundries at New York City. Mr. Booth is a man of pleasant address and rare ability as an entertainer, as many representatives of the fraternity have already ascertained by stopping with him.

RINDGE, KALMBACH & CO.,

12, 14, & 16 PEARL ST.

Fall Season 1892.

GIVE US A CALL AND SEE OUR COMPLETE STOCK.

FACTORY GOODS. *If you want the best wearing qualities, we make them.***JOBGING GOODS.** *We carry a full line and can show you all the novelties of the season at prices we know will be satisfactory.***WARM GOODS.** *We never had so nice a line of shoes, slippers and buskins, also felt boots and socks.***RUBBER GOODS.** *We sell the best, the Boston Rubber Shoe Co.'s. Satisfaction guaranteed.***TELFER SPICE COMPANY,**

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

MOSELEY BROS.,

- WHOLESALE -

FRUITS, SEEDS, BEANS AND PRODUCE,

26, 28, 30 & 32 OTTAWA ST.,

Grand Rapids, Mich.

LION COFFEE

DRANK BY MILLIONS EVERY DAY.

Best Possible Proof of Its Fine
Drinking Qualities.**MERCHANTS:**

If you wish to build up a lasting trade on package coffees, it will pay you to try Lion Coffee. Superior quality is its strong point, but the premiums given to customers also render its sale an easy matter to the merchant. We roast all kinds of coffees, and invite a trial order.

WRITE YOUR JOBBER FOR QUOTATIONS
OR CALL ON

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

T. S. FREEMAN,
Distributing Agent.
101 Ottawa St. Tel. 414-1R.
Grand Rapids, Mich.

Drugs & Medicines.

State Board of Pharmacy.

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

Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkhill, Owosso.
Vice-Presidents—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. Kipp; Secretary, W. C. Smith.
Muskegon Drug Clerks' Association.
President N. Miller; Secretary, A. T. Wheeler.

Courtesy as an Element of Success in Business.

Written for THE TRADESMAN.

Among the manifold items of advice tendered in print, referring to the relations between dealer and customer, politeness is mentioned as the principal means of building up and retaining a profitable business. Each writer has, no doubt, in view some living exemplification of his ideal Chesterfield. This may not consist so much in language, action or dress; though each is a part of what may prove attractive to most people. Outside of all this there is a certain subtle something which no writer can describe or account for, that goes into the make up of a truly popular salesman and may easily be recognized by nearly everyone at first sight. When once noticed or felt, however, it remains a permanent impression of such a pleasing nature that one is always glad to duplicate the favorable sensation at the earliest opportunity.

The men of whom the above may be truthfully asserted constitute the army of commercial progress that singly and sometimes in squads attack the outposts of country dealers, and by their genial, good-humored way of putting things win in the great majority of engagements.

This much in passing is due to the traveling man, the true business pioneer, who at first is coldly received, being only partially understood; but later on proves himself an apostle of courtesy, and a friend whose regular visits are gladly welcomed. If here and there one of a different manner is encountered, the exception serves to bring out in brighter contrast the sterling character of those who, as a whole, maintain the honor of the guild.

Politeness is a virtue not always easy to practice in this age when so many customers are a continual provocation to the exercise of an opposite manner. Too many are in the habit of considering one who sells goods as a common enemy, whom it is lawful to circumvent, even at the expense of truth. They accordingly decry the quality of goods, hector, contradict and abuse the one who for the time happens to be the unfortunate victim to their bad manners. In the face of false statements made to serve a purpose, or coarse, insulting insinuations, the average dealer or clerk deserves all the credit he receives for keeping his equanimity under pressure. But when people of a higher moral tone equally lacking the spirit of true courtesy use their whims and perverse fancies as scorpion

whips to goad the hard-worked employes who vainly attempt to please, the Mark Tapley of trade becomes a conspicuous figure entitled to special merit.

Among the large number who in the way of business are brought in contact with the public, politeness finds expression in various ways. Yet the ways of some who really mean to please do not always attract nor conciliate. I once knew the proprietor of a large hotel who threw into every action a palpable effort to be agreeable; but he succeeded in being a bore of the first magnitude—making his guests uncomfortable in proportion to their differing degrees of sensitiveness, and provoking the sarcastic comments of a few to whom every human peculiarity is lawful game. Another who carried about him more suavely to the square inch than even Beau Brummel of olden fame, found it wasted on the public, because all could see that it was too constrained and unnatural for the genuine article. The first had no tact—the last lacked the germ of courtesy, which is sincerity. Even the roughness of him who means well showing it to be inbred is preferred to either of the samples described.

The quiet, even-tempered business man with no pretense to polish can win the approval of the public where pompous and overbearing civility is sure to fail. He will also have an advantage over the one whose politeness is for revenue only, and whose business tag is visible through all of his pretense. For, like a garment, genuine courtesy looks best on the person that it best fits. As in the different shades of color in the garment it proclaims the tone of the wearer as well as his personality.

No refinement of manner, however, can gild a bargain in the eye of a purchaser the second time if the goods first bought have not proved to be as represented. In the competition of seasonable or fashionable goods the tendency is in advertising, to tempt the customer by statements that, while technically true, create a false impression and pave the way to disappointment. The gilt of polite behavior cannot make these varnished temptations always pass current in open market. When found lacking in the intrinsic value of truthfulness they are often discounted more than the alloy really denotes, because of the damage done to confidence. The most important thing is to have whatever is done or said in the way of good feeling or kindly personal attention be at the time just what it is intended to seem.

After all, the successful prosecution of business does not depend on the civility shown to customers. They are not, in the main, governed by sentimental considerations when making purchases. In many stores where the largest sales are made no one has time to stand on ceremony. The graces are neglected for the all-important question of cheapness. Self-interest is the drawing card, added to the momentum with which a prosperous trade gathers increasing patronage.

I have in view a dealer who has the manner of a chestnut burr. He has a wide reputation for being a rough diamond, and thus attracts many customers who desire to become personally acquainted with this modern Petruchio of commerce, whose language even, is ruffled with lapses into profuse Saxon. Yet his lack of polish seems to be a passport to public favor, if the volume of trade is

any index; since in no other point does he surpass any of his competitors.

The influence of refinement and surface polish upon trade is felt mostly in certain lines, and to a limited degree as an incidental attraction. It is not the main feature that dominates the avenue to commercial success. But when business is conducted wholly through personal contact and solicitation the best manners and most polished address win against all competitors.

In this money getting age men often forget, in the rush for wealth, gems by the wayside that, if seen and gathered, would enrich the possessor by making his material gains more available for permanent happiness. The small courtesies that smooth the asperities of trade—the sterling honesty of purpose that would rather give or lose than take another's disadvantage—the spirit of fairness that conquers self—the sweet charity that places in needy hands unnumbered and unrecorded gifts, prompted alone by an impulse that knows no change through fear or hope of reward—and above all an unflinching belief that whatever happens in the vicissitudes of commercial life, the right way as blazed by conscience is the only true way to final success—these are the "gems of purest ray serene" without which no business man, though possessed of technical knowledge and insight into human nature beyond the ordinary, is perfectly equipped for his calling.

S. P. WHITMARSH.

The Drug Market.

Opium is steadily advancing. Oils orange, bergamot, anise and pennyroyal are higher. Castor oil has advanced.

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.

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS

MICHIGAN MINING SCHOOL.

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

MICHIGAN

Fire & Marine Insurance Co

Organized 1881.

Fair Contracts,

Equitable Rates,

Prompt Settlements.

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

D. WHITNEY, JR., Pres.

EUGENE HARBECK, Sec'y.

GOLD MEDAL, PARIS, 1878.

W. BAKER & Co.'s Breakfast Cocoa

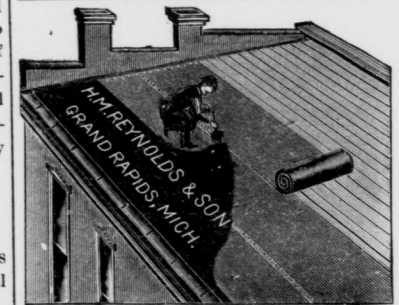
Is Absolutely Pure
and it is Soluble.

Unlike the
Dutch Process

No alkalis or
other chemical
or dyes are used
in its manufac-
ture.

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

W. BAKER & CO., Dorchester, Mass.



ASPHALT FIRE-PROOF ROOFING

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

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

FIRE-PROOF ROOF PAINT,

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

H. M. REYNOLDS & SON,

Practical Roofers,

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

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.

Wholesale Price Current.

Advanced—Opium, oil orange, oil bergamot, oil anise, oil pennyroyal, castor oil. Declined—

Table of Wholesale Price Current listing various goods such as ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, and OLEUM with their respective prices.

Table of Wholesale Price Current listing various goods such as Morphia, S. P. & W., C. Co., S. N. Y. Q. & C. Co., Moschus Canton, Myrsicina, No. 1, Nux Vomica, Os. Sepia, Pepsin Saac, H. & P. D., Pictis Liq., N. C., 1/4 gal, Pictis Liq., quarts, Pili Hydrarg., Piper Nigra, Piper Alba, Pix Burgun, Plumbi Acet., Pulvis Ipeac et opil., Pyrethrum, boxes H & P. D. Co., doz., Pyrethrum, pv., Quassa, S. P. & W., Rubia Tinctorum, Salacn., Sanguis Draconis, Sapo, W., M., G., Seldlitz Mixture, Sinapis, opt., Snuff, Macaboy, De Voes, Soda Boras, Soda et Potass Tart., Soda Carb., Soda, Bi Carb., Soda, Ash, Soda, Sulphas, Spis. Ether Co., Myrcia Dom., Vini Rect. bbl., Less 5c gal., cash ten days, Strychnia Crystal, Sulphur, Subl., Tamarinds, Terenbenth Venice, Theobromae, Vanilla, Zinci Sulph., Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw, Lindseed, balled, Neaf's Foot, winter, strained, Spirits Turpentine, PAINTS, bbl. lb., Red Venetian, Ochre, yellow Mars, Putty, commercial, Vermilion Prime American, Vermilion, English, Green, Peninsular, Lead, red, 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, Extra Turp 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.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

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

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

Grocery Price Current.

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

Table of grocery prices including categories like AXLE GREASE, BAKING POWDER, COFFEE, GAGES, MEATS, VEGETABLES, and various oils and flours.

Table of grocery prices including categories like PITTED CHERRIES, PRUNELLES, RASPBERRIES, FOREIGN, PEEL, RAISINS, ENVELOPES, FARINACEOUS GOODS, and FISH-SALT.

Table of grocery prices including categories like HERBS, INDIGO, JELLY, LICORICE, LYE, MATCHES, MINCE MEAT, MEASURES, MOLASSES, OATMEAL, PICKLES, POTASH, RICE, SPICES, and SYRUPS.

Table of grocery prices including categories like Pepper, SAL SODA, SEEDS, SODA, SOAP, and VINEGAR.



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

To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 cent. for shrinkage.

TEAS.	
JAPAN—Regular.	
Fair	@17
Good	@20
Choice	@24
Choicest	@32
Dust	@12
SUN CURED.	
Fair	@17
Good	@20
Choice	@24
Choicest	@32
Dust	@12
BASKET FIRED.	
Fair	@18
Choice	@25
Choicest	@35
Extra choice, wire leaf	@40
GUNPOWDER.	
Common to fair	@25
Extra fine to finest	@35
Choicest fancy	@75
OOLONG.	
Common to fair	@23
IMPERIAL.	
Common to fair	@23
Superior to fine	@30
YOUNG HYSON.	
Common to fair	@18
Superior to fine	@30
ENGLISH BREAKFAST.	
Fair	@18
Choice	@24
Best	@40
TOBACCO.	
Fine Cut.	
Palls unless otherwise noted	
Hawatha	60
Sweet Cuba	34
McGinty	24
" 1/2 bbls.	22
Valley City	32
Dandy Jim	27
Torpedo	20
" in drums	19
Yum Yum	26
Plug.	
Sorg's Brands.	
Spearhead	38
Joker	24
Nobby Twist	39
Oh My	29
Scotten's Brands.	
Kylo	22
Hawatha	38
Valley City	34
Finzer's Brands.	
Old Honesty	40
Jolly Tar	32

Middletown's Brands.	
Here It Is	28
Old Style	31
Jas. G. Butler & Co.'s Brands.	
Something Good	38
Toss Up	26
Out of Sight	25
HIDES, PELTS and FURS	
Perkins & Hess pay as follows, prices nominal:	
HIDES.	
Green	2 1/2 @ 3 1/2
Part Cured	@
Full	@ 4 1/2
Dry	5 @ 5
Kips, green	2 1/2 @ 3 1/2
" cured	@ 4 1/2
Calfskins, green	4 @ 5
" cured	@ 7
Deaconskins	10 @ 30
No. 2 hides 1/4 off.	
PELTS	
Shearlings	10 @ 25
Lambs	20 @ 50
WOOL.	
Washed	20 @ 23
Unwashed	10 @ 20
MISCELLANEOUS.	
Tallow	3 1/4 @ 3 1/2
Grease butter	1 @ 2
Switches	1 1/2 @ 2
Ginseng	2 00 @ 25 65
GRAINS and FEEDSTUFFS	
WHEAT.	
No. 1 White (58 lb. test)	68
No. 1 Red (60 lb. test)	68
MEAL.	
Bolted	1 40
Granulated	1 70
FLOUR.	
Straight, in sacks	4 20
Patent " barrels	4 40
" sacks	5 20
Graham " barrels	5 40
" sacks	2 00
Rye " "	2 30
MILLSTUFFS.	
Less Car lots quantity	
Bran	\$14 00 \$15 00
Screenings	15 00 15 00
Middlings	15 00 15 00
Mixed Feed	20 00 20 50
Coarse meal	20 00 20 50
CORN.	
Car lots	52
Less than car lots	54
OATS.	
Car lots	38
Less than car lots	40
HAY.	
No. 1 Timothy, car lots	11 00
No. 1 " ton lots	12 00

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.	20
Soft crabs, per doz	1 00
Shrimp, per gal	1 25
Cod	10 @ 12
No. 1 Pickerel	@ 8
Pike	@ 7
Smoked White	@ 7
OYSTERS—Cans.	
Fairhaven Counts	@ 40
F. J. D. Selects	@ 35
Selects	@ 27
Anchor	@ 25
Dandy	@ 22
SHELL GOODS.	
Oysters, per 100	1 25 @ 1 50
Clams	1 00 @ 1 25
OILS.	
The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
Eocene	9
Water White, old test	@ 3 1/2
W. W. Headlight, 150°	7
Water White	@ 6 1/2
Naptha	@ 7
Stove Gasoline	@ 6 1/2
Cylinder	@ 27
Engine	@ 13
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 1/2
Pork loins	@ 9
" shoulders	@ 7
Sausage, blood or head	@ 4 1/2
" liver	@ 4 1/2
" Frankfort	@ 7
Mutton	@ 7
Veal	@ 6
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



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



FERMENTUM

THE ONLY RELIABLE

COMPRESSED YEAST

Sold in this market for the past Fifteen Years.

Far Superior to any other.
Correspondence or Sample Order Solicited.
Endorsed Wherever Used.

JOHN SMYTH, 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.



TANGLEFOOT

Sticky Fly Paper.



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

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



No sheet will spoil, no matter how long a box may last.

FOR SALE BY ALL JOBBERS.



ASTORE DO YOU RUN ONE?

You should by all means use our Coupon Books.
You will avoid great loss.

THE TRADESMAN COMPANY,
100 Louis Street, Grand Rapids, Mich.

SCIENTIFIC SHOPPING.

A Man Accompanies His Wife on a Purchasing Tour.

From the New York News.

Of course it goes without saying that the unhappy side of my picture refers to places that do not advertise. With this introduction, permit me to introduce my family.

I have often wondered why, when my good wife returned from a shopping tour, she always looked as if she had been drawn through a knot-hole, and why she was as cross as a saw-buck, and why she invariably appeared as if she wished she had a dozen children, so that she could turn them end for end and impress upon their minds and bodies the fact that she was the warmest friend they had in the world.

I have solved the problem, and I herewith present the elucidation for the benefit of my brothers in misfortune who may not know exactly how, when or where to switch off a cyclone that is heading straight for them, without going down into their cellar or scooting for the woods.

The lady of whom I write is of a naturally timid disposition, except when she is in my company, and knows that nobody dare talk back or insult her while she's hauling me over the coals, and she has doubtless, therefore, been greatly imposed upon and snubbed by salesladies with whom she was compelled to come into contact.

The scheme was this, to wit: The somewhat prodigal use of our apparel had rendered rehabilitation absolutely necessary, and she wanted some new dress goods, shoes and so forth, and I required a summer suit, hat, etc., in order that I might flash a becoming presence upon a busy-body world that would not mistake my shabbiness for eccentricity and might imagine that I had been playing the wrong horse.

Said I: "This talk about tiresome shopping, as an excuse for barbed-wire temper, is all fol-de-rol. I don't come home that way when I've been doing chores. Now, when you go shopping the next time I'll go with you. I'll note everything you have to contend with. The next day you go with me, and note my experiences. Then we'll compare notes, and organize a swear-off association."

The motion was put and carried unanimously. The next day we started out. It was wife's day, and this is what I saw:

We entered a dry goods store. There were a million women, and if I underestimate the number, it is because I was dazed at the sight. Not a woman of them appeared to see any other woman in the store. They walked with their elbows unfurled, as if they were taking their first lessons in flying and were trying to get there first, in order to win the prize. They pushed, and shoved, and rushed, and dashed, and were wild-eyed and frenzied-looking. One in a hundred purchased.

"I reckon the place is afire, and we'd better get out," I whispered to my wife.

She vouchsafed me a withering smile, and said: "Bargain counter! Hurry along, or we won't get any!"

She took my hand and pulled me toward the Mecca where crash towels were selling at the ruinous sum of five cents per crash. She grabbed six of them, and just as she was telling a haughty-looking princess behind the counter that she'd taken them, another woman grabbed them from her hand. She made a reach for more, but, presto! the counter was swept as clean as a pie-

plate that the pet of the family has chaperoned.

The disappointed members of the congregation looked at each other and scowled and set their teeth firm and hard. Suddenly we were almost carried off our feet by a rush in another direction. We got there involuntarily. Women stood five deep around the counter. They were shrieking:

"Is there a skirt to match this waist?" "Is there a waist to match this skirt?" "Will the goods wash?"

The girl behind the counter shouted back, at all points of the compass, and not at anybody in particular: "I don't know, madam;" "I'll see, madam;" "I think they're all gone, madam."

They were selling muslin suits for \$1.49, and they were going with a bang. Only the women with the longest arms and shrillest voices got there. Some got misfits, but everything went, and then they handed over what they had grabbed, together with the money, and waited for their change and parcel. In the meantime the surging crowd had swept them out of their places, and when the change and parcel showed up they were far, far away. They finally connected, however, and unwrapped their parcels. Some of them had suits that would do as sore throat bandages, while some little women had sentry-box fits. After awhile matters were straightened out to everybody's satisfaction, and, scowling at each other, and dealing in women's swear words, they melted away in search of more bargains.

Material for a dress was finally obtained. It was of India silk, and cost fifty cents per yard. Twelve yards were procured. That cost \$6, as wife said she wanted something cheap to summerize in. Then I summarized:

"Now I must get some lining for it," she said.

She obtained eight yards of silk lining, at fifty cents per yard. I suggested that, as they cost the same, the India business could be used as lining, and could be built on the double back action plan, so that she could turn the dress on alternate days. She reminded me that I had promised to keep my door closed, and I shut up. She then proceeded to the lace counter, and purchased ten yards of lace at a bargain. That cost her \$8.90, as the bargain price was eighty-nine cents per yard. Then she purchased five yards of ribbon, at twenty cents per yard, and the buttons, sewing-silk and whalebones cost her \$1.

"How much is it going to cost you to have that dress made?" I gasped.

"Ten dollars," she answered, glibly.

"Holy cucumbers!" said I; "the original material cost \$6; the trimmings and decorations and making, \$24.90; total, \$30.90. Jewhittaker! If that ain't like buying a \$10 umbrella to cover a \$4 suit of clothes, I'll chew my shoes."

She withered me again, for she was getting hot under the collar. She hadn't been able to get exactly what she had wanted. The princess at each counter had bulldozed her by telling her that this or that desired article wouldn't suit her complexion, was out of style or wouldn't match. The trusting woman had not dropped to the racket that perhaps the thing she wanted wasn't in stock. She finally, however, obtained all that she desired there, and we were elbowed out to the sidewalk at a gait the reverse of slow.

I had noticed that the shop-girls, alias salesladies, were not Chesterfieldian in their behavior. I did not wonder at that. Were I a shop-girl, I imagined that I would carry a club always on tap up my sleeve, and, as it is against the rules to sass customers, I would biff when they weren't looking, and blame it on some other woman. A shop-girl's life is not a happy one, and they have to rub up against some rare specimens. On the other hand, I had noticed that they snubbed only the timid, fluttering women and kept off the grass when they braced up against a woman with trouble in her eye.

I had also noticed that most of the women carried parasols, or umbrellas, and that they were in for war. They wore the parasols or umbrellas in a halo all around them, and thus kept would-be trespassers at a safe distance.

PROVISIONS.

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

Table with columns for various meats like Mess, new, Short cut, Extra clear pig, etc., and prices.

Table for LARD with columns for Kettle, Rendered, Granger, Family, Com. pound.

Table for BEEF IN BARRELS with columns for Extra Mess, warranted 200 lbs., etc.

Table for SMOKED MEATS—Canned or Plain with columns for Hams, average 20 lbs., etc.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

Table for STICK CANDY with columns for Full Weight, Bbls., Palls.

Table for MIXED CANDY with columns for Full Weight, Bbls., Palls.

Table for FANCY—In bulk with columns for Full Weight, Palls.

Table for FANCY—In 5 lb. boxes with columns for Per Box.

Table for Caramels with columns for No. 1, wrapped, 2 lb. boxes, etc.

Table for BANANAS with columns for Small, Medium, Large.

Table for ORANGES with columns for Californias, 96, etc.

Table for LEMONS with columns for Messina, choice, 300, etc.

Table for OTHER FOREIGN FRUITS with columns for Figs, fancy layers, 6b., etc.

Table for NUTS with columns for Almonds, Tarragona, etc.

Table listing various nuts like Walnuts, Grenoble, Marbot, etc., and prices.

Crockery & Glassware

Table for FRUIT JARS with columns for Pints, Quarts, Half Gallons, etc.

Table for LAMP BURNERS with columns for No. 0 Sun, No. 1, etc.

Table for LAMP CHIMNEYS—Per box with columns for 6 doz. in box, No. 0 Sun, etc.

Table for LAMP WICKS with columns for No. 0, per gross, No. 1, etc.

Table for STONEWARE—AKRON with columns for Butter Crock, 1 and 6 gal., etc.

Table for MILK PANS with columns for 1/2 gal., per doz., etc.

17 1/2-CENTS-17 1/2

Advertisement for EDWIN J. GILLIES & CO'S BLENDED DIAMOND JAVA NEW YORK. IF YOU ENJOY A GOOD CUP OF COFFEE READ THIS. THE fact that a coffee in Java does not always imply that it will make a delicious beverage, for Java differ very materially in amount of the seed in the Island of Java, on which they are grown and the method used in cultivating, some being grown by private planters, other under the government supervision. Some of these Javans are delicious, others rank and worthless. The DIAMOND JAVA is a blend of those Javans which excel in any peculiar degree in fine flavor or full strength, and which mingling harmoniously together produce the perfection of a coffee. The DIAMOND JAVA is packed in air-tight cans when taken hot from cylinders, and its fragrant aroma is thus preserved until used. This brand of Whole Roasted Coffee is intended for those that appreciate a fine article, and desire to use the best coffee that can be obtained. ASK YOUR GROCER FOR IT. If he cannot supply you send us his name.

AROMA A clean blend, whole Roasted Coffee only 17 1/2 cts. I am coming, but do not wait until I call—drop me a postal for anything you need in our various brands, they are all bargains—especially on a rising market. J. P. VISNER, 167 No. Ionia St., Grand Rapids, Mich. REPRESENTATING E. J. GILLIES & CO., NEW YORK.

The Hardware Market.

Wages—Now that this all-important question has been settled in almost all of the manufacturing districts, the hands of labor are nearly all busy. Nail mills, iron mills, steel mills and glass factories are again all busy.

Wire Nails—The starting up of nearly all of the mills has, as yet, made no change in the price; but it has enabled dealers to get full assortments again. Prices at mill rule \$1.65 to \$1.70 and from store \$1.80 to \$1.90.

Cut Nails—The demand continues light and prices remain as usual.

Bar Iron—In this commodity it was getting to be impossible to keep up assortments, as none of the mills had much stock on hand but, now that they have commenced operations, jobbers will soon be in shape to fill all orders promptly.

Sheet Iron—The inability of dealers to get their iron has been the cause of great inconvenience to the trade, as stove selling has begun and everybody wants sheet iron. Not a sheet mill was in operation during July and August, and it has been an impossibility for the jobber to keep up his stock. The mills now promise to do all they can to catch up on their orders, but it will be fully a month before stocks will be complete.

Window Glass—The resumption of some and soon of all glass factories is beginning to be felt by making it much easier to keep up sizes. No change in price has yet been made. Discount by the box is 80 per cent. to 80 and 10.

Tin Plate—Quiet and no change to note in prices.

Galvanized Iron—At this time of the year is in great demand. The discount is 60 and 10 to 65 per cent. In large purchases this price could be bettered.

Stones—In all lines of oil stones there has been going on, for more than a year, a gradual absorption of all the stone quarries into the hands of one company. In many instances prices have been doubled. The following prices represent the market:

No. 1 Washita oil stones	30c per lb.
Extra Lilly White	45c "
No. 1 Washita oil slips	55c "
No. 1 Hindostan stones	10c "
Axe stones	18c "
No. 1 Arkansas slips	3 00 "
No. 1 " stones	2 00 "

Lead Pipe—Owing to the weakness of pig lead, the price on lead pipe is off a little. The price is now 5c per pound in full coils.

Chain—As logging operations will soon begin, dealers have commenced to make inquiries for chain. The following prices rule, for small orders.

Proof	6 1/2	5 1/2	4 1/2	4 1/4	4 1/4	4 1/4	4 1/4	4 1/4	4 1/4
B B test'd	6 1/2	5 1/2	5	4 3/4	4 3/4	4 3/4	4 3/4	4 3/4	4 3/4
B B B "	8 1/2	7 3/4	6 3/4	6	5 3/4	5 3/4	5 3/4	5 3/4	5 3/4

From Out of Town.

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

- J. Koopman & Son, Falmouth.
- A. Purchase, South Blendon.
- Geo. E. Burley, Canada Corners.
- Geo. Schichtel & Co., New Salem.
- J. L. Covey, Reno.
- Chas. McCarty, Lowell.
- White & Fairchild, Boyne City.

A good way to make tramps mend their ways is to make them mend the public highways. If every tramp were compelled to earn a meal before he got it, by preparing enough macadam to fix even one bad rut, there would be fewer bad places on the road or fewer tramps on it.

DO NOT FAIL TO VISIT

BELKNAP, BAKER & CO.'S

Exclusive Carriage Repository

AND INSPECT THEIR LINE OF

Carriages,
Surreys,
Phaetons,
Buggies.

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

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	pr gr
Pints.....6 75	Pints.....10 50
Quarts.....7 00	Quarts.....11 00
Half gallon.....9 00	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.

CHAS. A. GOYE,

MANUFACTURER OF

Awnings & Tents

Horse and Wagon Covers,

JOBBERS OF

Hammocks and Cotton Ducks

SEND FOR PRICE LIST.

11 Pearl St., Grand Rapids, Mich.

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

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.

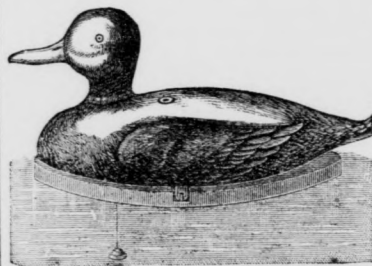
PERKINS & HESS
DEALERS IN
Hides, Furs, Wool & Tallow,

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

THE P & B BRAND
OYSTERS

Will again this year, as in the past, be the very best procurable and packed daily from the sweetest and best stock. Regular season opens Sept. 15. Start in with us and do the Oyster business of your town.

THE PUTNAM CANDY CO.



The Game Laws
OF THE
State of Michigan

Say that "Jack Snipe, Red Headed, Blue Bill Canvas Back, Widgeon Pin Tail Ducks and Wild Geese, may be killed between September 1st and May 1st. Other wild fowl and snipe between September 1st and January 1st."

The above will undoubtedly be read with much interest by all fond of duck shooting, and it will also be interesting for them to know we have an assortment of first quality DECOY DUCKS, representing Mallards, Red Heads, Blue Bills and Teals.

Success in duck shooting is assured when correct decoys are used and we have them. A coat is also quite a necessary feature in the outfit of a sportsman, and we can show you the best in the market.



Barnard Shooting Coats

Are made of canvas. The game pocket extends all the way around the skirt and is divided into three sections with a separate entrance to each. There are four shell, two breast and a whistle pocket. The shoulder pieces are padded to prevent the gun when carried on the shoulder, from bruising it. The sleeves are cut in such a manner as to allow the raising of the arms in shooting without lifting the load of game and shells. We claim that the

Barnard Shooting Coat will wear Longer,

Is nearer waterproof and comes closer reaching perfection than any shooting coat we know of. Cheaper coats do not compare with it.

FOSTER-STEVENS
& CO.
MONROE ST.

MICHIGAN BARK & LUMBER CO.,



Successors to

N. B. Clark & Co.

14 and 19 Wisconsin Building.

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

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.

GOLD MEDAL FINECUT

Is a Winner. Don't forget the price,

-- 18 C. --

BALL-BARNHART-PUTMAN Co.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

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.

HERCULES POWDER



HERCULES,
THE GREAT STUMP AND ROCK ANNIHILATOR.

SEND FOR DESCRIPTIVE PAMPHLET.



Stamp before a blast. | Fragments after a blast.

STRONGEST and SAFEST EXPLOSIVE
Known to the Arts.
POWDER, FUSE, CAPS,
Electric Mining Goods,

AND ALL TOOLS FOR STUMP BLASTING,
FOR SALE BY THE
HERCULES POWDER COMPANY,
40 Prospect Street, Cleveland, Ohio.
J. W. WILLARD, Manager.

Agents for
Western Michigan.
WRITE FOR PRICES



Cracker Chests.

Glass Covers for Biscuits



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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

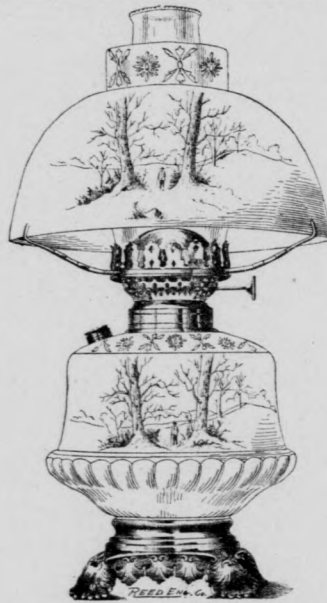
S. A. Sears, Mgr.

GRAND RAPIDS.

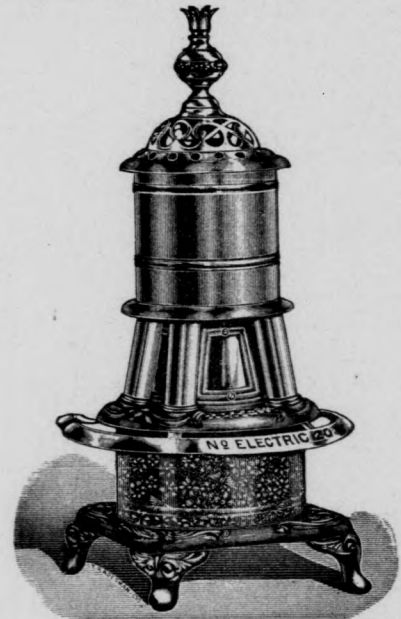
OUR FAMOUS QUICK SELLING SPECIALTIES.



Lamp Retail for \$1.25. This solid brass Lamp, nickel plated, which has always been out of reach of the ordinary buyer, retailing anywhere from \$2.50 to \$3.50 each is now controlled by us in such quantities that it is offered to the retail trade at above figures. Dealers can make a good profit. Ask for quotations on our **No. 202 Nickel Plated Parlor Lamp.** Umbrella shades and holders to fit, retail for 35c each.



Vase Lamps & Shades To match are proving the winning card of the season. **One Retail Dealer Reports the sale of 24 Barrels** Of our assortments in August. Our lamps are positively the handsomest for the price ever shown. Prices are 50 per cent. below last season, with much more elaborate and tasty decorations. Send for our price list and lithographed sheets showing our lines in actual colors.



No. 20 Electric Oil Heating Stoves. Greatly improved for this season, shown with full nickel trimmings, new and simple wick lift, and is the only stove on the market that can be operated with entire freedom from smoke or odor. We are the exclusive agents for Western Michigan and can offer best factory discounts. Write for special quotations.



Retail Price, \$2.37. With decorated, 14 inch Dome Shade and Fount to match. One of our incomparable assortments as shown on our lithographed sheets. We are positively showing the best value of any lamp manufacturer this season, and prices are lower than ever before. Heavy and strong fixtures. Send for our sheets and prices. Send for catalogue No. 108.

Our **Mammoth Rochester Store Lamp** is a universal-ly acknowledged to lead the world in durability and light giving powers. Positively gives the light of 400 candles by government test.



Our prices guaranteed as low as the lowest. Prompt shipment. Complete line of mammoth lamp cuts sent on request with net prices.



Tubular Globe Post Lamp is the triumph of manufacturers' skill for outdoor lighting. Our catalogue shows everything that is BEST in this line and our prices are guaranteed to be at the bottom.

STREET LAMPS. HALL LAMPS.
BARN LAMPS. LANTERNS.
MILL LAMPS. HEADLIGHTS.

H. LEONARD & SONS.

SPECIAL NOTICE! Our Holiday lines of Fancy Goods in China, New Glass, Silverware, Dolls, Plush Goods and complete assortment of foreign and domestic toys is now ready for exhibition. Our purchases are in such quantity and so direct that we pay no middle profits to any. See our wonderful selections, price them, and you will be convinced. Call early while assortment is full. Terms—Due Jan. 1st, 1893.