

Michigan Tradesman.

Published Weekly.

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VOL. 10.

GRAND RAPIDS, SEPTEMBER 14, 1892.

NO. 469

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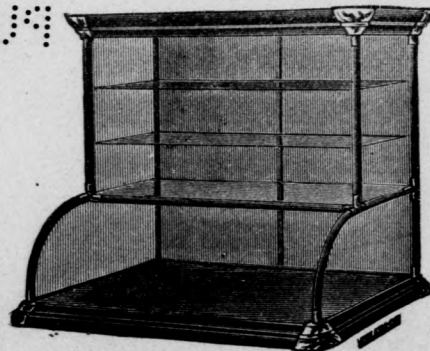
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MICHIGAN TRADESMAN.

VOL. 10.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 14, 1892.

NO. 469

ESTABLISHED 1841.

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THE LOYALIST'S STRATAGEM.
Early in the winter of 1779, Washington's army was encamped at Morristown; and about twenty miles west of that place was the residence of Squire John Kitchell, one of the most widely known and unyielding patriots of northern New Jersey. His farm and dwelling bordered on the main road; and one evening, late in November, the usual family worship had just closed, his wife and his daughters had retired upstairs, and the squire was quaffing his nightcap of sweet cider when his ear caught the hoof-beats of a horse outside.
Presently a step sounded on the stoop; and when the squire unfastened the door, his flaring candle shown fitfully upon the long beard and blue-caped cloak of a stranger. The new-comer, somewhat bent by the weight of apparently sixty years, asked the favor of a night's hay for his horse and, for himself, only permission to rest in the barn beside him; for his purpose was to depart before sunrise. He was on his way to the American army with supplies, he said, and his laden wagon was but half a day's journey behind him. He supported his request by showing a pass which allowed Captain Job Spring, with his team, a safe passage to the army and a return to the Delaware River.
To all this the squire replied that he was welcome to such quarters for himself and horse as he could find in the barn. Taking a lantern, he led the way, adding that in one of the stalls he had, an hour before, given lodging to a young man about to join the patriot ranks, and that his farm hand, Black Tom, also slept in the hay near by. After seeing the stranger and his roadster fairly accommodated, the squire bade him good-night and returned to his homestead.
It was at least an hour after midnight when the repose of the sleeping household was rudely disturbed by the tramp of horses and the voices of a body of men demanding admittance. The alarmed inmates hastily answered the summons.
"Squire Kitchell, you are my prisoner!" cried the leader of the party.
"Who are you, sir, and where is your warrant?"
"We are all true blue and belong to the Sussex militia, and here is the warrant of the county committee to arrest you for communicating secretly with King George's commander in New York."
"Pooh! Pooh!" lightly exclaimed the squire. "Everybody knows I am a good whig; and when you bring me before General Washington, he'll just laugh at you and tell you to go about better business."
"Well, you won't go before General Washington, and we have no time to waste any words. We'll just search your house and then escort you safely to our county jail at Newton."
"Here's more of 'em, leftenant!" cried a couple of troopers, hastily entering, in charge of Captain Job Spring, together with the young man who had oc-

cupied a stall near him, and Black Tom, the farm-hand.
"Strap the nigger fast behind one of the men and see that he don't escape. Squire, you and these other two will go into the parlor and keep quiet there along with your family, while we search upstairs for your treasonable papers. Sergeant, place sentinels around the house and one outside the parlor door, and see that no one leaves the room.
The leader and his men rushed upstairs to begin their search.
The prisoners were left alone in the parlor, and the door was closed; but by his tramp and voice they knew that a sentry was stationed in the hall outside. A candle on the table feebly illumined the room, and the silence was broken only by the sobs of the squire's wife and daughters. At length the old gentleman soothed them and then seized the opportunity to explain the situation to his guest, Captain Spring, and solemnly to protest his entire innocence of the charge alleged against him.
"Squire Kitchell, I believe you with all my heart," replied the captain, "and this will yet prove to be some grand mistake. I have heard of you before as one of our staunchest patriots. But what can you do at present? From what I have learned, there appears to be no charge against me nor against anyone but you. They cannot go behind my pass nor detain me."
"Nor detain me a moment, if my son at army headquarters could but get word of it. He is one of Washington's most trusted officers," said the squire.
"And his name?"
"Lieutenant Kitchell, of the commissary department."
"What! Lieutenant Kitchell!" cried the captain. "Why, my eldest son was once under his command, and his letters home often mentioned the lieutenant with gratitude. He is on the staff, then?"
"Yes," said the squire. "He is a young man of fine education, and so was put in general charge of the army records as well as those of the commissary."
"And that," interrupted the sobbing wife, "is no small affair in an army of ten thousand men."
"So many as that!" exclaimed Captain Spring.
"No, no, wife, not quite so many—" began the squire.
"Well, no matter," put in the captain. "Let us look at this matter coolly—and quickly, too. Now, have you paper, pen and ink in this room?"
In an instant the squire had opened a bureau and placed the required articles on the table.
"Now," said the captain, "sit here, squire, and write only a few lines to your son. Tell him you send them in haste by me, Captain Job Spring, from the Delaware. Say you have been apprehended unjustly by the Sussex militia, and state the charge. Now say they are about to burn the house, and you may add they will probably hang you before they leave. Make it strong enough to bring relief quickly."

"What if these scoundrels should be Moody's men, after all!" suddenly cried the squire.

"Moody, the British spy? A good idea! Put that in, too. So, sign your name. Now I propose to take this letter and gallop off to headquarters as soon as these rascals leave. As for this young man—what is your name?"

"Maxwell—Robert Maxwell," was the reply of the young man.

"Well, I shall tell these fellows you are one of my teamsters. That's the only way to get you clear of them. And, as you are going to join the army, I want you to hasten after me and meet me at the Morristown camp just as quickly as you can."

"Come, Squire Kitchell! To horse!" exclaimed the sentry, suddenly throwing open the parlor door.

Then, after a sorrowful scene of parting, the troopers rode away with their two captives, the squire and Black Tom.

Very soon afterward the faint dawn was just appearing when Captain Spring mounted his nag in front of the house, and said to young Maxwell:

"Push after me, my lad, as fast as you can. I have saved you, and I want you at Morristown, to state what you have witnessed here this night."

The young man gratefully assented. But as soon as the captain was out of sight, he took good care to leave the road and get into the woods and fields, on a course that would bring him considerably to the northward of Morristown. The truth was, he had been a British prisoner, taken with Burgoyne's army, had escaped from his confinement in Pennsylvania, and was making his way to the British lines at New York. He certainly had no desire to follow in the track of Captain Spring.

It was full ten o'clock that morning when the captain was passed through the lines of the American army and ushered into the commissary's office on Bottle Hill above Morristown. Lieutenant Kitchell was alone in the office, busily writing at a table covered with record-books. First exhibiting his pass, Captain Spring then handed him the squire's letter.

"Good Heavens!" exclaimed the lieutenant, "this must have instant attention!" and he rushed in an agony out of the office.

The captain sat still for a few moments. Then he rose and looked curiously over the record-books, made a few notes from them, and ended by putting one of them into the breast-pocket of his coat. A grand review of the army was going on in the plain below on the borders of the village, and, as the lieutenant seemed in no haste to return, the captain mounted his nag and rode down to see the parade. The commander-in-chief and his suite were there, and, like any other old rustic, the captain and his jade rode slowly up and down near the line, apparently enjoying the sight. Presently someone in the crowd seemed to recognize him and hailed him; but to this he gave no attention. He merely turned his horse and, in an absent sort of way, ambled through the streets of the village, westward. After getting beyond the town, his nag began to trot, then to gallop, and it seemed as if the rider had forgotten all about his business, his supplies, his laden wagon and everything, except getting back home to the Delaware as fast as possible.

The deep boom of a cannon sounded from the heights above the town. It was the "Old Sow," an eighteen-pounder, that was fired only in case of a general alarm. The report seemed to act like a spur on the captain's steed. As he reached the summit of a hill he hastily looked back, and, in the distance, beheld a cloud of dust rising on the high-road. A squadron of dragoons was in full gallop, and the captain flew like a flash. They were evidently the pursuers and he the pursued. He was pressing toward the distant defiles of the mountains. Three miles more brought him into a forest road. A single dragoon, outriding the others, dashed up; but the captain's pistol-shot emptied his saddle. The chase grew furious, desperate. Two other troopers fell in succession. His pistols were empty, and his only resource was continued flight. There was still one remaining pursuer—and but one—at his heels, and he came near enough to grasp the fugitive's cloak. Adroitly slipping it loose, and urging his horse to the utmost, once more he dashed ahead. The dragoon followed fast and, coming alongside, aimed a slashing cut, that would have finished the flight had not the captain's horse stumbled, and, in his headlong fall, dashed his rider to the ground. He was at the mercy of his foe. The pursuing soldier leaped from his saddle, and, advancing with threatening blade, cried:

"At last, Moody, at last!"

Before the fallen man could make a sign of surrender, there was a rustle in the neighboring bushes. A stranger sprang out of them in the rear of the excited trooper. A heavy club was in his hand, and with one blow he laid the unsuspecting soldier low. The next instant Captain Spring—Moody, the British spy—flung himself on the dragoon horse and, with a wave of his hand, dashed westward to the mountains. In his unlooked-for deliverer he recognized young Maxwell.

Moody's object had been gained. He had obtained for Sir Henry Clinton the ration-book and all other information relative to Washington's army, and when he rejoined his loyalist band that night, his first care was to set free Squire Kitchell, who had so unwittingly aided him. Moody's well-known retreat in that region was an inaccessible cavern on the borders of two ponds, known as the Big and Little Muckshaw, and about two miles south of Newton in Sussex County. Between this lurking-place and the city of New York was his line of operation and the region of his many famous exploits.

When Moody escaped, Maxwell, his deliverer, did not succeed in evading the remaining body of dragoons who immediately came up. He was captured, and, being identified by Squire Kitchell, was charged with aiding in the attack and plunder of his house. Eventually he was taken to Newton jail and there confined under sentence of death. Moody, however, had not forgotten his good service. Often absent on perilous expeditions, it was not until the succeeding spring that the loyalist spy learned of the doom impending over his rescuer. Death threatened young Maxwell for an act of which he was innocent and of which Moody himself was the perpetrator. The spy, therefore, determined to attempt his release at any risk.

The midnight rescue is one of the not-

Established 1868.

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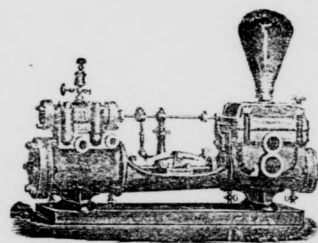
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THE PUTNAM CANDY CO.

able historical incidents of Sussex County, and the details can also be found in Moody's "Revolutionary Journal," published by himself in London in 1782.

Taking with him six picked men, the spy entered the village of Newton late at night. It was a perilous enterprise, and stratagem became necessary. The keeper of the jail was hailed, and he appeared at an upper window.

"I have a tory prisoner to deliver to you," said Moody, assuming the character of a continental officer. "You know him well. It is Jaquette, one of Moody's men.

The jailer was overjoyed at the prospect of having so notorious a loyalist in his custody; but he was cautious. He refused to open the doors.

"Moody and his men are out—so it is said—and my orders are not to unbar the door after sunset. You will have to wait till morning."

The spy then abandoned stratagem, and sternly exclaimed;

"The man who now speaks to you is Moody! I have a strong party here! Instantly open the doors, or I'll pull the jail down and hang you on the nearest tree!"

The jailer vanished from the window and sounded the alarm-bell. The people of the town were aroused by it, and their approaching steps were heard in the darkness. The spy knew that in former years, not long past, the village had been the scene of Indian attack and massacre, and he ordered his men to set up a terrific yell and a succession of war-whoops. The villagers were panic-stricken.

"The savages are upon us!" they cried, as they hurried back to defend their homes.

In the meantime an entrance had been forced, and Maxwell was found in his cell, peacefully slumbering. The sudden vision of armed men startled him. Instant execution menaced him, as he thought, and he was thrown into an agony of despair. The next moment, the words: "You are free!" raised him to such a frenzy of joy that he could scarcely be hurried away in time to escape the pursuit that followed.

Young Maxwell was afterward recaptured and suffered death. He was the brother of Lieut.-Gen. Sir John Maxwell, who in 1830, was the last survivor of the British officers who had served in the American Revolution. Moody himself, as he has recorded, went to London, bearing the sad news of his young friend's fate; and the tale we have here told was once as well known on "Maxwellton braes" as the story of Lucknow and Annie Lawrie.

J. BARNITZ BACON.

Will Be Here Fair Week.

William Connor will be at Sweet's Hotel Sept. 22 and 23 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. 22 and 23.

WILLIAM CONNOR.

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

Sauerkraut Will Be High.

Sauerkraut appears to have followed the example set by pickles and determined to roost high during the season now about begun. Manufacturers of kraut at Chicago claim that the cabbage crop this year is so short that the price of kraut is likely to touch \$8 or \$9 before the end of the season. August made kraut sold at \$5.50 from first hands and it is claimed that September made will be at least \$1 higher.

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THE DAILY PRESS

Is a mighty power to right wrongs, to diffuse knowledge and to bring to justice offenders against our laws, but when power is needed on the head of an apple barrel it

Is No Good.

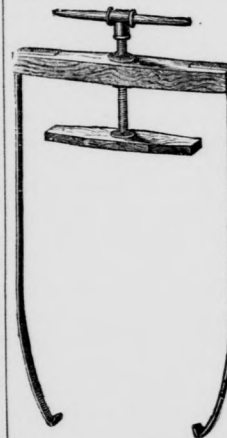
Realizing this fact, and knowing the time for packing and shipping apples has arrived, we have purchased a large stock of

APPLE PRESSES

Both lever and screw, and are now prepared to furnish you any quantity you want. Extended remarks concerning the utility and convenience of these machines is unnecessary, as all packers of fruit are acquainted with their merit. It will be sufficient to say that, as usual, we have the best of the kind in the market.

We have something else also to talk about this morning entirely different, but fully as useful, and which is many times employed in connection with the Presses.

The article we refer to is



The Little Giant Potato Scoop

Made of malleable iron in one piece. They are much stronger than any wire scoop can be. If you have the strength you can lift a man with one of them without bending or breaking the scoop. Any time in the scoop can be bent up in the shape of a watch spring without breaking. It is made deeper than any other scoop, therefore strength is added, as the center tines brace up the sides. There being no sharp corners or edges they never bruise or scratch potatoes or apples in handling. The front edge being smooth and reasonably sharp, farmers use them to pick up corn or potatoes in the field.

The above are but a few of the many points of excellence that make the Little Giant the best potato scoop on earth.



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

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.

AMONG THE TRADE.

AROUND THE STATE.

Clare—Wm. Giberson will remove his general stock to Clio.

Joyfield—John Beeman is operating a general store at this place.

Sand Beach—Essler & Cary succeed F. C. Davis in the drug business.

Gregory—O. L. Smith has purchased the general stock of Kuhn Bros.

Reed City—J. S. Pierce has purchased the bazaar stock of S. A. Amsden.

Lakeview—Northrup Bros. succeed C. M. Northrup in the wool business.

South Lake Linden—Stephen Lee has removed his grocery stock to Hancock.

Gaylord—White & Townsend succeed W. J. White & Co. in the meat business.

Mancelona—S. Goldman has removed his confectionery stock to Traverse City.

Kalamazoo—Martin W. Morton has sold his grocery stock to Middaugh & Craver.

Shelby—C. E. Abraham has purchased the furniture stock of the Shelby Furniture Co.

Greenville—Merritt & Whitney succeed Merritt & Stevenson in the dry goods business.

Escanaba—Wm. Duncan is succeeded by Duncan & Campbell in the grocery business.

Corunna—E. M. Johnson has purchased the fruit and confectionery stock of Geo. W. Schlagel.

Constantine—J. B. Randolph is succeeded by Baker and Randolph in the fruit business.

Burr Oak—Chas. M. Rockwell succeeds M. O. Rockwell & Co. in the drug and jewelry business.

Milan—W. R. Needham is succeeded by L. J. Hitchcock in the bakery and restaurant business.

Eckford—J. N. Smith has purchased the agricultural implement stock of Hamilton & Rogers.

Coleman—Geo. Mitchell, of the firm of Steers & Mitchell, dealers in agricultural implements, is dead.

Gladwin—The grocery firm of H. Simpson & Son has dissolved, Henry Simpson continuing the business.

Cheboygan—O. W. Grover is considering the project of building a planing mill and box factory at this place.

Millburg—F. M. Witbeck has removed his implement stock to Benton Harbor, which he will make headquarters hereafter.

Baldwin—L. B. Chapel has traded his store building and hardware stock for property in Fenton. His successor here is D. Horton.

Lacota—Frank L. Deal has sold his general stock to J. L. Goldbraith, but still continues the agricultural implement business.

Marquette—The grocery firm of Lattrell Bros. has dissolved, the business being continued by Frank Lattrell under the same style.

Big Rapids—The Crescent Furniture Co. has sold its retail stock to O. R. Bushe, of Au Sable, who will continue the business at the same location.

Mancelona—Elmer E. White has bought an interest in his father's grocery and provision stock and hereafter the firm name will be Geo. L. White & Son.

Detroit—The Vulcan Transportation Co., composed of Edward T. Peck, John B. and Samuel A. Baugh and James Findlater, has filed articles of association. The capital stock is \$100,000.

Muskegon—D. M. Stever & Co. have sold their dry goods stock to Glasgow Bros. & Dack, who conduct a dry goods store at Jackson. The business here will be under the personal management of J. B. Glasgow.

MANUFACTURING MATTERS.

North Bradley—Button & Son are prospecting with the intention of building a sawmill about one mile south of Beaver-ton.

Chippewa Lake—James Moor is about buying the shingle mill on the north side of Chippewa Lake and will put in a lumber mill.

Chippewa Lake—Reed & Wilson have dissolved partnership and will discontinue the manufacturing of shingles at this place.

Saginaw—The Asphalt Roofing Co. has been incorporated under the same style as heretofore, the capital stock being \$10,000.

Dodge—The Lansing Lumber Co. is building a logging spur to connect with a large tract of hemlock recently purchased a few miles from the mills.

Ludington—James Foley is building camps and will soon begin logging 12,000,000 feet over the Danaher railway for the Pere Marquette Lumber Co.

West Bay City—The capital stock of the Crumps Manufacturing Co., manufacturing boxes, sash and blinds, has been increased from \$10,000 to \$50,000.

Coleman—Simons & Babcock are building a switch connecting with the Beaver-ton branch of the Flint & Pere Marquette Railroad, and will get over 10,000 pieces of cedar this fall.

Chippewa Lake—The Chippewa Lumber Co. has sold its planing mill to Merrill & Co., of Saginaw, and it is now being loaded on the cars to be taken to Toledo, where it will be rebuilt.

Saginaw—Avery & Mumford will lumber a number of million feet of logs in Tittabawassee waters, Midland county, this fall and winter. They sell the logs to mill firms on the river.

Saginaw—E. O. & S. L. Eastman & Co. will cut several million feet of hard and soft wood logs in Bentley township, Gladwin county, and the work of building camps will be started in a few days.

Sault Ste. Marie—The Sault Lumber Co. has put on a night force, and will operate the mill continuously to the end of the season. The company is now engaged in sawing a big raft of logs for Bradley & Hurst.

Hammond's Bay—It is not unlikely that the reported disastrous failure of the Presque Isle Lumber Co. may turn out not so bad as at first reported. The company owes Sibley & Bearinger \$45,000, and an Alpena bank \$13,000, which are secured, and the other indebtedness is said to be nominal. It has 6,000,000 feet of logs afloat in the Ocqueoc, valued at \$45,000; 17,000 acres of lands, well timbered with hardwood, and fully one-half that is well adapted for farming purposes; about 10,000,000 feet of timber, worth \$25,000, and other property.

Bay City—The future of Bay City as a lumber manufacturing locality is assured for many years. The success of log-raftering from the upper lakes and from Canada to this point guarantees the receipt of more than 1,000,000,000 feet of logs to be delivered here already in sight, and lumbermen are scouring the Georgian bay region for new limits. Besides this, several hundred million feet in the

Upper Peninsula and the northern portion of the Lower Peninsula are booked for the Bay City mills. The excellence of this market and the manner of manufacturing lumber to suit the trade have given the Saginaw river mills a reputation which makes them a favorite with Eastern buyers.

Alpena—Alger, Smith & Co. have been lumbering the timber purchased of the J. E. Potts estate, and also a quantity of their own on the Black river, and they have also a large body of timber in Presque Isle county and have had crews looking over other tracts in that county on which they have secured options. They will send down the lake in all about 90,000,000 feet of long logs this season, and the Sanborn mill at Osineke is cutting short logs for them. They have built twenty miles of logging road this season and it is calculated next season that the Alger road will be pushed up into Presque Isle county. They were obliged to cut a number of million feet of logs on lands that had been burned over and put them into a lake where they will lie until the railroad is extended north as there is no other way in which they can be reached.

Captured by the House Organs.

A conference of representatives of the independent trade papers of the country was called to meet at Chicago last Tuesday, but the house organ men took possession of the meeting and thus defeated the objects set forth in the call. They proceeded to organize an association, in which movement two or three editors of independent journals joined, but the meeting was utterly devoid of incident, interest or result. The party was shown the World's Fair grounds and buildings, through the courtesy of the editor of the *New England Grocer*, and handsomely entertained at a banquet by Chase & Sanborn.

The West Michigan Fair.

Secretary Whitney has done most effective advertising for the West Michigan fair, to be held here next week, and all indications point to the largest and most comprehensive display ever made at a Michigan fair.

PRODUCE MARKET.

Apples—Dutchess are in fair supply and excellent demand at 80c per bu. Pippins and Culverts are in moderate demand at 60c 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—50c per bu.
Butter—Higher and firmer. Dealers pay 18c for choice dairy and hold at 20c.
Cabbages—50c and 60c per dozen, according to size.
Celery—Choice home grown commands 20@25c 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@9c; sundried is strong at 5@6c.
Eggs—Higher and hard to get. Dealers pay 15c and hold at 16c per doz.
Grapes—Lives are in limited supply and demand, commanding 50@55c for 10 lb. basket.
Green Corn—8@10c per doz.
Honey—14c per lb. Very scarce.
Musk Mellons—Osage, \$1 per crate; nutmeg, 75c per dozen.
Onions—Dry stock is scarce, small in size and fair in quality, commanding \$1.10 per bu.
Peaches—This is the big week, the market being well supplied. Early Crawford's command \$1.25@1.75 and Barnards bring \$1@1.50 per bu.
Peas—Flemish Beauties and Clapp's Favorite command \$1.50 per bu. and Bartlett's about \$1.75 per bu.
Peppers—Green, 80c per bu.
Plums—Green Gages bring \$1.75@2; Lombards and Damsons are in ample supply at \$1.50@2 per bu.
Potatoes—Local dealers pay 55c per bu. and sell at 65c.
Sweet Potatoes—Jerseys command \$3.75 per bbl. and Baltimores \$3.25.
Tomatoes—The market is higher again, choice stock commanding 80c per bu.
Watermelons—In fair supply at \$20 per 100.

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. NO. 1 GROCERY business. Reason of selling, poor health. W. L. Mead, Ionia, Mich. 576

FOR SALE—AT ONE-HALF ITS VALUE, the valuable woodenware factory plant formerly owned by the Shepherd Clothespin Factory Co., located at Shepherd, Isabella county, Mich., where all kinds of timber in any quantity can be bought at lowest known prices. Buildings and machinery new and well adapted for any wooden ware factory work. O. H. Stanton, Jackson, Mich. 580

FOR SALE—\$3,800 DRUG STOCK IN THE most central location in a thriving city in Michigan. Population about 30,000. First-class business established. Reason for selling, proprietor not a druggist. Address 581, care Michigan Tradesman. 581

FOR SALE—A STOCK OF GENERAL MERCHANDISE in LeRoy, Michigan. Stock will invoice \$10,000, but we will reduce to any desired amount. We court a thorough investigation, as we offer an established trade and a profitable investment. Will rent or sell the building. M. V. Gundrum & Co. 582

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. 579

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—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

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—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 cents to \$1 per day. First-class restaurant and dining room in connection. Free transfer of baggage from Union Depot.

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

BEACH & BOOTH, Props.

GRAND RAPIDS GOSSIP.

The style of the Princess Dressing Case Co. has been changed to the Michigan Cabinet Co.

Folger & Rynbrandt, meat dealers and grocers at 305 Broadway, have dissolved, Folger & Jennison succeeding.

Fisher, Mansfield & Harmon succeed C. S. Harmon in the drug business at the corner of West Fulton and Mt. Vernon streets.

Herold, Bertsch & Co. have opened for business at 5 and 7 Pearl street, where they occupy the ground floor and basement of the new Morman & Wilmarth building.

T. Kraai has sold his one-half interest in the firm of Lieffers, Kraai & Co., grocers at 788 Grandville avenue, to John L. Lieffers and Herman Lieffers, who will continue the business under the style of Lieffers & Son.

Purely Personal.

W. J. Haughey, the New Era grocer, was in town one day last week. He was accompanied by his wife.

Wm. T. Hess is happy over the receipt of a handsome gold watch, presented to him by Luce & Manning, the Boston wool merchants.

Wm. H. Hoops, of Chicago, was in town a couple of days last week on his way to and from a visit to his business interests at Luther.

Fred H. Ball, Secretary of the Ball-Barnhart-Putman Co., may be addressed at Henderson, Ky., until Sept. 20. He is accompanied by his wife.

Christian Bertsch has returned from Boston, where he spent a couple of weeks, buying goods for the new jobbing house of Herold, Bertsch & Co.

Lester J. Rindge is spending a couple of weeks in Boston and environs and will accompany his family, on their return from the seashore, the latter part of the week.

Dr. D. B. Kilpatrick, the veteran druggist and grocer at Woodland, was in town last Thursday on his way home from a ten days' tour of the Northern resorts. It was his first visit to the resort regions for ten years.

Gripsack Brigade.

P. H. Carroll, Michigan representative for Selz, Schwab & Co., has returned from a six weeks' visit to the Pacific coast.

John M. Shields (Daniel Lynch) and Horace Shields (Brown, Hall & Co.) leave Friday for a fortnight's inspection of Baltimore, Washington and Gettysburg.

Willis P. Townsend, formerly on the road for S. K. Bolles & Co., but for the past few months in the employ of the Hanselman Candy Co., has severed his connection with the latter house.

Cornelius Crawford is hobbling around the State again and hopes soon to regain his former alacrity. One thing has not deserted him during his illness—his *penchant* for effective trading—and there is a well grounded rumor to the effect that he started out with a jackknife two weeks ago and is now the possessor of a second-hand trotting horse.

The Reason.

She entered a department store
One morning just at ten,
And when the shades of evening fell
She issued forth again,
And when her husband asked her why
She took so long to range
Within that store, she told him that
She did it for the change.

The Hardware Market.

Iron and Steel—Matters are shaping in the iron and steel trade in a manner which is not altogether satisfactory to those who had been hoping for a better condition of affairs. Here and there transactions are cropping up which seem to justify those who predicted a return to the prices prevailing before the labor troubles.

Pig Iron—Is quiet in all markets. Quite a large number of contracts have been placed for Bessemer pig at the low prices lately ruling.

Bar Iron—The resumption of nearly all the mills will soon result in full stock in the hands of the jobbers. The price remain at the \$1.80 to \$1.90 base.

Cut Nails—Eastern manufacturers have advanced their price 10c a keg, but the Western makers have, as yet, made no change.

Wire Nails—The market is quite active with a good demand. So many mills have lately resumed operations that little difficulty is encountered in keeping fully supplied. The price will still remain \$1.85 to \$1.90.

Barbed Wire—Still in large demand, notwithstanding which prices seem to be tending downwards. Galvanized is held at \$3 and painted at \$2.55, but for good orders these figures can be shaded.

Apple Presses—Beginning to move quite freely. The screw and lever presses are quoted at \$13.50 per dozen.

Shot—Market active, but no change to note in price, \$1.50 for drop and \$1.75 for B B and layer being the market.

Dynamite—This explosive, which is used so largely by farmers and others in stump blasting, has been reduced in price by the leading manufacturers. A poor article is dear at any price, and merchants should be careful in buying and insist upon a well-known and standard brand.

Sheet Iron—Still scarce and jobbers find hard work to buy full assortments at any reasonable figure. It will be a month before the sheet mills get caught up in their orders.

The Grocery Market.

Sugar—The market is firm and practically unchanged from a week ago. C's slumped off last week, but more than regained the lost ground on Saturday.

Fruits—Prime currants command full prices. Dates are firmer. Foreign prunes are without change. New California are firmer. Domestic dried fruits retain their steadiness.

Spices—The market is more active and the activity is likely to continue throughout the month. Fluctuations in values are not important, but the tendency is firm all along the line.

Coffees—Rio grades are firm and higher and manufacturers of package have advanced their quotations $\frac{1}{2}$ c.

Tobacco—Several manufacturers have issued circulars to the trade announcing advances in low grade plug, fine cut and smoking brands ranging from 1 to 3 cents per pound. The advances take effect the 16th, 18th, 20th and at later dates and are attributed to the recent advance in low grade leaf.

Lemons—In better supply and prices from 50c to \$1 per box lower.

Bananas—Without material change.

Peanuts—Prices are higher in Virginia and a much firmer feeling is noticed.

Confectionery—Firm at the advanced prices.

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.

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, Folders, Entry Sheets, Etc., address

C. L. WHITNEY, Sec'y,

Grand Rapids.

Only An Errand-Boy.

Only an errand-boy running all day.
Plenty of work, with the smallest of pay,
Glad to bring smiles to a mother's wan cheek;
"Rent can be paid with four dollars a week."

Only an errand boy, nimble and smart—
(That is, he ought to be, now at the start)
Commonly clad, as a rule, but who cares?
Time enough yet for the tailor's fine wares.

Only an errand-boy, lunching at noon.
With a boy's appetite Nature's sweet boon;
Simple the repast that rounds the fair cheek,
Bread can be bought with four dollars a week.

Only an errand-boy doing the chores,
Coming and going through gateways and doors,
Upstairs and downstairs, oh, hundreds of times!
Whistling and singing his rude boyish rhymes.

Only an errand-boy climbing the hill,
Good, honest manhood he'll reach with a will;
Digging and sowing good seed as he climbs,
Gaining the dollars by saving the dimes.

Only an errand-boy, bless his dear head,
Riding up home on the tail of a cart,
Carrying smiles for a mother's pale cheek,
Sunshine and smiles and—four dollars a week!
MRS. M. A. KIDDER.

Business Careers for Women.

"What would you do," asked one woman of another who is wise in the ways of bread-winning, "if you were a young girl and had your living to earn?"

"I don't know," was the answer "but I can tell you some things I wouldn't do."
"I wouldn't teach unless the 'call' was almost deafening, because then I should be carrying my little napkinful of talents to a market already sadly overcrowded."

"I wouldn't study stenography or type-writing unless I knew or had opportunity to learn two or three modern languages besides English, and unless I was to start uncommonly well educated; because, unless I could fit myself for one of the few extremely good places, I should find the other places had little money in them."

"I wouldn't go behind a counter unless I needed \$4 or \$5 or \$6 a week so urgently that I couldn't do without it while I was learning a better business. If I did turn saleswoman I wouldn't do my work languidly or negligently; for I hope I should know that the question of who should continue always to earn \$6 and who should earn \$10 would be conditioned by that other question, out of 800 or 1,000 who were the half dozen that had the most intelligence and capacity for application."

"Whatever I did I wouldn't do it with an eye to that and nothing more. I would remember a certain assistant book-keeper who does her work with perfect exactitude and punctuality, yet sees every lad who enters the office promoted above her head, because the lads open their eyes in many directions, and are ready and eager the moment there is chance for an advance, while every afternoon the book-keeper rolls up all thoughts of her work with the methodical rolling of her soap and white apron. She isn't really interested in it, and once her sense of duty is satisfied she goes home to embroider things for charity fairs and absorb herself otherwise. She is absolutely faithful, and like a majority of women workers, absolutely without intelligent ambition."

"Whatever I did, I would remember the saying of a leading dry goods merchant: 'Of all my employes the best women are the very best, but the average woman ranks far below the average man.'"
"If I wanted to succeed with any success beyond a bare living, I would try hard not to be an average woman."

Use The Tradesman Co.'s Coupon Books.

G. R. MAYHEW,

Grand Rapids, Mich.,

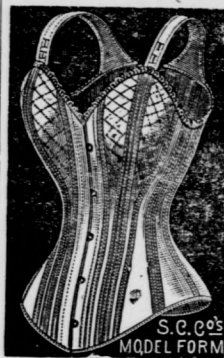
JOBBER OF

Wales Goodyear Rubbers,

Woonsocket Rubbers,
Felt Boots and Alaska Socks.



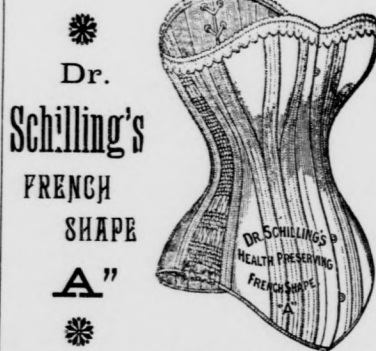
Schilling Corset Co.'s



CORSETS

THE
MODEL
(Trade Mark.)
FORM.

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.

UNBLEACHED COTTONS.	
Adriatic	6
Argyle	6
Atlanta A.A.	6
Atlantic A.	6
" H.	6
" P.	6
" D.	6
" LL.	5
Amory	6
Archery Bunting	4
Beaver Dam A.A.	5
Blackstone O.	32
Black Crow	6
Black Rock	6
Boat, AL.	7
Capital A.	5
Cavanat V.	7
Chapman cheese cl.	33
Clifton C.R.	5
Comet	6
Dwight Star	6
Clifton C.C.C.	6
BLEACHED COTTONS.	
A B C	8
Amazon	8
Amberg	7
Art Cambric	10
Blackstone A.A.	7
Beats All	4
Boston	12
Cabot	7
Cabot, %	6
Charter Oak	5
Conway W.	7
Cleveland	7
Dwight Anchor	8
" shorts	8
Edwards	6
Empire	7
Farwell	7
Fruit of the Loom	8
Fitchville	7
First Prize	7
Fruit of the Loom %	7
Fairmount	4
Full Value	6
HALF BLEACHED COTTONS.	
Cabot	7
Farwell	8
CANTON FLANNEL.	
Housewife A.	4
" B.	5
" C.	5
" D.	6
" E.	6
" F.	6
" G.	7
" H.	7
" I.	7
" J.	8
" K.	8
" L.	9
" M.	10
" N.	10
" O.	11
" P.	14
CARPET WARP.	
Peerless, white.	17
" colored.	19
Integrity	18
DRESS GOODS.	
Hamilton	8
" Nameless	20
" "	25
" "	27
G G Cashmere	30
Nameless	18
" "	35
CORSETS.	
Coraline	89
Schilling's	90
Davis Walsts	90
Grand Rapids	45
CORSET JEANS.	
Armory	6
Andreocoglin	7
Biddeford	6
Brunswick	6
PRINTS.	
Allen turkey reds.	6
" robes	6
" pink & purple	6
" buffs	6
" pink checks	6
" staples	6
" shirtings	4
American fancy	5
American Indigo	5
American shirtings	4
Argentine Grays	6
Anchor Shirtings	4
Arnold	6
Arnold Merino	6
" long cloth B.	10
" C.	8
" century cloth	7
" gold seal	10
" green seal	10
" yellow seal	10
" serge	11
" Turkey red	10
Ballou solid black	5
" colors	5
Bengal blue, green,	5
red and orange	5
Berlin solids	5
" oil blue	6
" green	6
" Poulards	5
" red %	7
" %	9
" 3-4 XXXX	12
Cocheo fancy	6
" madders	6
" XX twills	6
" solids	5
TICKINGS.	
Amoskeag A.C.A.	12
Hamilton N.	7
" D.	8
" Awning	11
Farmer	8
First Prize	11
Lenox Mills	18
COTTON DRILL.	
Atlanta, D.	6
Boat	6
Clifton, K.	6
Arrow Brand	
" World Wide	6
" LL.	4
" Full Yard Wide	6
" Georgia A.	6
" Honest Width	6
" Hartford A.	5
" Indian Head	7
" King A.	6
" King E.C.	5
" Lawrence L.L.	4
" Madras cheese cloth	6
" Newmarket G.	5
" B.	5
" N.	6
" DD.	5
" X.	6
" Nolbe R.	5
" Our Level Best	6
" Oxford R.	6
" Pequot	7
" Solar	6
" Top of the Heap	7
GEO. WASHINGTON	
" Glen Mills	7
" Gold Medal	7
" Great Ticket	8
" Great Falls	6
" Hope	7
" Just Out	4
" King Phillip	7
" OP.	7
" Lonsdale Cambric	10
" Lonsdale	8
" Middlesex	5
" No Name	7
" Oak View	6
" Our Own	5
" Pride of the West	12
" Rosalind	7
" Sunlight	4
" Utica Mills	8
" Nonpareil	10
" Vineyard	8
" White Horse	8
" Rock	8
" Dwight Anchor	8
HOUSEWIFE Q.	
" R.	5
" S.	6
" T.	8
" U.	8
" V.	9
" W.	10
" X.	11
" Y.	12
" Z.	13

DEMINS.

Amoskeag	12
" 9 oz.	13
" brown	13
Andover	11
Beaver Creek A.A.	10
" BB.	9
" CC.	7
Boston Mfg Co. br.	7
" blue	8
" d & twist	10
Columbian XXX br.	10
XXX bl.	12
Columbian brown	12
Everett, blue	12
" brown	12
Haymaker blue	7
" brown	7
Jaffrey	11
Lancaster	12
Lawrence, 9 oz.	13
" No. 220	13
" No. 250	11
" No. 280	10

GINGHAMS.

Amoskeag	7
" Persian dress	8
" Canton	8
" AFC.	10
" Teazole	10
" Angola	10
" Persian	10
Arlington staple	10
Arassapha fancy	10
Bates Warwick dress	8
" staples	6
Centennial	10
Criterion	10
Cumberland staple	5
Cumberland	5
Essex	4
Elfin	7
Everett classics	8
Exposition	7
Glenarie	6
Glenarven	6
Glenwood	7
Hampton	6
Johnson chalon cl	6
" indigo blue	9
" zephyrs	16
Lancaster, staple	7
" fancies	7
" Normandie	8
Lancashire	6
Manchester	5
Monogram	6
Normandie	7
Persian	8
Renfrew Dress	7
Slater'sville	6
Somerset	7
Tacoma	7
Toll du Nord	10
Wabash	7
" seersucker	7
Warwick	8
Whittenden	6
" heather dr.	8
" indigo blue	9
Wamsutta staples	6
Westbrook	8
" "	10
Windermeer	5
York	6

GRAIN BAGS.

Amoskeag	16
Stark	19
American	16
Valley City	15
Georgia	15
Pacific	13

THREADS.

Clark's Mile End	45
Coats, J. & P.	45
Holyoke	32
Barbour's	88
Marshall's	88

KNITTING COTTON.

White.	Colored.	White.	Colored.
No. 6	33	No. 14	37
" 8	34	" 16	38
" 10	35	" 18	39
" 12	36	" 20	40

CAMBRICS.

Slater	4
White Star	4
Kid Glove	4
Newmarket	4
Edwards	4
Lockwood	4
Wood's	4
Brunswick	4

RED FLANNEL.

Fireman	32
Creedmore	27
Talbot XXX	30
Nameless	27
T W	22
FT.	22
J R F. XXX	35
Buckeye	32

MIXED FLANNEL.

Red & Blue, plaid	40
Union R.	22
Windsor	18
6 oz Western	20
Union B.	22
Manitoba	23
Grey S R W	17
Western W	18
D R P	18
Flushing XXX	23

DOMEST FLANNEL.

Nameless	8
" 8 @ 9	9
" 8 @ 10	12

CANYASS AND PADDING.

Slater.	Brown.	Black.	Slater.	Brown.	Black.
9 1/2	9 1/2	9 1/2	13	13	13
10 1/2	10 1/2	10 1/2	15	15	15
11 1/2	11 1/2	11 1/2	17	17	17
12 1/2	12 1/2	12 1/2	20	20	20

DUCKS.

Severan, 8 oz.	9
Mayland, 8 oz.	10
Greenwood, 7 1/2 oz.	9
Greenwood, 8 oz.	11
Boston, 8 oz.	10
West Point, 8 oz.	10
" 10 oz.	12
Raven, 10 oz.	13
Stark	13
Boston, 10 oz.	12

WADDINGS.

White, doz.	25
Colored, doz.	20
Per bale, 40 doz.	87

SILKES.

Slater, Iron Cross	8
" Red Cross	9
" Best	10
" Best AA	12
L.	7
G.	8
Pawtucket	10
Dundie	9
Bedford	10
Valley City	10
KK	10

SEWING SILK.

Corticelli, doz.	75
twist, doz.	37
50 yd. doz.	37
Corticelli knitting,	
per 1/2 doz ball	30

HOOKS AND EYES—PER GROSS.

No 1 Bl'k & White	10
" 2 "	12
" 3 "	12
No 2-20, M.C.	50
" 3-18, S.C.	45
No 4-15 F 3 1/2	40
No 1 Bl'k & White	15
" 8 "	20
" 10 "	25

COTTON TAPE.

No 2 White & Bl'k	12
" 4 "	15
" 6 "	18
No 8 White & Bl'k	20
" 10 "	23
" 12 "	26

SAFETY PINS.

No 2	28
No 3	36

NEEDLES—PER M.

A. James	1
Crowley	1
Marshall's	1
Gold Eyed	1

TABLE OIL CLOTH.

5-4	25
6-4	35
7-4	45
8-4	55
9-4	65
10-4	75

COTTON TWINES.

Cotton Sall Twine	28
Crown	12
Domestic	12
Anchor	16
Bristol	16
Cherry Valley	15
I X L	18
Nashua	18
Rising Star 4-ply	17
3-ply	17

Good and Bad Money.

The methods employed by the government experts to detect counterfeit money are simple as they are infallible. Gently poisoning a bright silver dollar on the tip of the forefinger and with another dollar in the other hand a government expert in the treasury department the other day gave the first coin a sharp click, which caused it to make a clear, silvery ringing sound as long drawn-out and true to the final tone as a tuning fork. Then exchanging the genuine dollar on his finger for a spurious one he repeated the experiment. This time the sound that was heard was given by the striking coin and died at once. It was not necessary for the detector of good money to explain that the first experiment was made with two good coins and the second with a good and a bad one. The latter was a composition of lead and type metal, and a very poor piece of counterfeiting it was, too. He said that another reliable way to tell was to hold the doubtful coin up to the light, and if the reading, or milling on the edge was even and clean-cut the coin would be a good one; if rough and irregular, it is almost sure to be bad. The reason for this is that the government money is stamped from the cold metal, while the counterfeit money is moulded while hot.

Still another test, but one less used by experts, is to drop a little acid on the plated coin, and the eagle where the metal wears the most, will be quickly eaten away. The acid used for gold coin is a mixture of nitric acid $6\frac{1}{2}$ drachms, muriatic acid 15 drops, and 5 drachms of water; for silver plated coin, 24 grains of nitrate of silver and 30 drops of nitric acid, with an ounce of water, are used. One drop is enough to test either metal. Should the coin be heavily plated, it is well to scrape it a bit before using the acid.

Silver is much more largely counterfeited than gold, for the reason that it is hard to obtain a cheaper metal that will compare at all in weight with gold. Platinum used to be used, but its cost has so greatly increased in the past few years that it is almost as expensive as gold.

Speaking of the counterfeiting of paper money the expert said that the government has abandoned the use of blue silk thread in the paper certificates, and is now using a plain clear paper, similar to that in use prior to 1869. It is much more difficult for an expert to detect counterfeit bills than it is to tell good coin from bad. There are many reasons for this, chief of which is the greater variety of paper certificates. In all there are 36 portraits, and 44 vignettes, each of which is so finely engraved and so exactly wrought that the smallest turn of an eyelash or curl of a mustache can be made in a counterfeit and none but an expert could tell the difference. He must know every line and curve and dot on the face and back of every bill, and know it readily. To do this they have to devote years of careful study with the microscope and pass examinations before the old experts in the treasury department. The safest test for popular use is to note the shade of the inks used in numbering the certificates. These inks have never been successfully counterfeited. For red a bright carmine is used, and for blue a clear indigo. In the counterfeited notes the shades are brick red and blue black, both of which turn dark when rubbed with the finger. A test that is very little known and yet is quite reliable was explained by the expert:

"The check letter which the United States notes and certificates have in the corners diagonally opposite to the note numbers are made in this way: The notes are printed four on one sheet, lettered A, B, C, D from the top. Of course, as the notes are numbered consecutively, notes 1, 5, 9, 13, etc., would be A, and 2, 6, 10, 14, etc., B, and so on. So to get the proper check letter for a note the rule is to divide by four; if 1 is left over the check letter should be A; if 2, it should be B; if 3, C; and if there is no remainder it will, of course, be D. The counterfeiters use but one plate, and print all their notes alike, so that three out of every four are sure to be wrong. Of course, this is not an infallible rule,

but it is often a great help in picking out counterfeiters."

A rule that is frequently resorted to by crooks is to soak their bad money in muddy water and thus give it an old and time-worn appearance. Some have been known to carry them in their shoes to take the stiffness and polish out of them. But the ways and means of a clever counterfeiter are as multitudinous as the number of bills he turns out.

One Thing Which Must Be Extirpated.

From the Industrial World.

We mean that aggressive and insurrectionary element of strikes which arbitrarily determines that nobody else shall accept the employment and wages rejected by the striker, and which does not hesitate to use violence and bloodshed to enforce this unwarranted decree against all competing laborers. This pernicious spirit of intolerance is alien and hostile to the principles of our free institutions; its origin and habitat are European and monarchical; it is the vile spawn of ages of injustice and privation; on American soil, it is an exotic evil separated from the circumstances which nourished its roots, promoted its growth, and provided occasions for its legitimate manifestations as a society force acting against unendurable oppression; and, in this land of liberty, it is a dangerous assault upon one of the most sacred rights intended to be secured by the constitution of the United States to every one of the people under its aegis—the right to equality of privileges and immunities—a right ruthlessly trodden under foot whenever man or woman is intimidated from seeking or obtaining work and pay prohibited by the spurious authority of some self-aggrandizing labor union.

Punitive laws must be enacted to put a complete end to the delusion of workmen that, because they are organized, banded, and ramified, they have the right to force their services, at wages fixed by themselves, upon owners of establishments, and to carry out that design by beating, maiming, or killing all other workmen who, in their own behalf—in the independent and separate exercise of their right to make a contract which suits themselves—venture to accept the pay and the terms rejected by the strikers. There must be something radically wrong, either in the motives or the operations of a strike which cannot be made successful so long as it continues to be peaceable, and which must resort to intimidation and violence in order to win. The ultimate safety of society requires that no labor-union or any other association shall be permitted with impunity to reduce to practice its preposterous assumption that its members possess, on set occasions, a monopoly of liberty to work; for precedent, often repeated, may at length arrogantly seat itself in the abiding place of right, to be thrust out thence only by the stronger arm of military power. It is far easier to meet the encroachment of the new doctrine of liberty at the threshold of its advance, and strangle it there.

Wolverine—Roswell & Moore succeed Roswell & Co. in the grocery business.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's.....	60	
Cook's.....	40	
Jennings' genuine.....	25	
Jennings', imitation.....	50&10	
AXES.		dis.
First Quality, S. B. Bronze.....	7 50	
" " D. B. Bronze.....	12 00	
" " S. B. S. Steel.....	8 50	
" " D. B. Steel.....	13 50	
BARROWS.		dis.
Railroad.....	14 00	
Garden.....	30 00	
BOLTS.		dis.
Stove.....	50&10	
Carriage new list.....	75&10	
Plow.....	40&10	
Sleigh shoe.....	70	
BUCKETS.		dis.
Well, plain.....	3 50	
Well, swivel.....	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured.....	70&10	
Wrought Narrow, bright fast joint.....	60&10	

Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 1892.....	50
CHADLES.	
Grain.....	dis. 50&62
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	" 60
G. D.....	" 35
Musket.....	" 60
CARTRIDGES.	
Kim Fire.....	50
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 28
" " 14x52, 14x56, 14x60.....	26
Cold Rolled, 14x56 and 14x60.....	23
Cold Rolled, 14x48.....	23
Bottoms.....	25
DRILLS.	
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6 1/4
ELBOWS.	
Com. 4 piece, 6 in.....	dos. net 75
Corrugated.....	dis. 40
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16 17.....	
Discount, 60.....	dis.
GAUGES.	
Stanley Rule and Level Co.'s.....	50
KNOS—New List.	
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55
MATTOCKS.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled.....	50
MILLS.	
Coffee, Parkers Co.'s.....	40
" " P. S. & W. Mfg. Co.'s Malleables.....	40
" " Landers, Ferry & Clark's.....	40
" " Enterprise.....	30
MOLASSES GATES.	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25
NAILS.	
Steel nails, base.....	1 85
Wire nails, base.....	1 90
Advance over base:	
60.....	Base 10
50.....	Base 10
40.....	Base 10
30.....	Base 10
20.....	Base 10
16.....	Base 10
12.....	Base 10
10.....	Base 10
8.....	Base 10
7 & 6.....	Base 10
4.....	Base 10
3.....	Base 10
2.....	Base 10
Fine 3.....	Base 10
Case 10.....	Base 10
" " 8.....	Base 10
" " 6.....	Base 10
Finish 10.....	Base 10
" " 8.....	Base 10
" " 6.....	Base 10
Clinch 10.....	Base 10
" " 8.....	Base 10
" " 6.....	Base 10
Barrell %.....	Base 10
PLANES.	
Ohio Tool Co.'s, fancy.....	2 40
Sciota Bench.....	2 60
Sandusky Tool Co.'s, fancy.....	2 40
Bench, first quality.....	2 60
Stanley Rule and Level Co.'s, wood.....	2 10
PANS.	
Fry, Acme.....	dis. 60—10
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	40
Copper Rivets and Burs.....	50—10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 30
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs %c per pound extra.....	

HAMMERS.	
Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	3 1/4
Screw Hook and Eye, 1/2.....	net 10
" " " 3/4.....	net 8 1/4
" " " 1.....	net 7 1/4
" " " 1 1/4.....	net 7 1/4
Strap and T.....	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti-friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/4&10
WIRE GOODS.	
Bright.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s.....	dis. 70
ROPES.	
Sisal, 1/4 inch and larger.....	9 1/4
Manilla.....	13
SQUARES.	
Steel and Iron.....	dis. 75
Try and Bevels.....	60
Mitre.....	20
SHEET IRON.	
Nos. 10 to 14.....	Com. Smooth. Com. \$4 05 \$2 95
Nos. 15 to 17.....	4 05 3 05
Nos. 18 to 21.....	4 05 3 05
Nos. 22 to 24.....	4 05 3 15
Nos. 25 to 26.....	4 25 3 25
No. 27.....	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra.....	
SAND PAPER.	
List acct. 19, '86.....	dis. 50
SASH CORD.	
Silver Lake, White A.....	list 50
" " Drab A.....	" 55
" " White B.....	" 50
" " Drab B.....	" 55
" " White C.....	" 35
Discount, 10.....	
SASH WEIGHTS.	
Solid Eyes.....	per ton \$25
SAWS.	
" " Hand.....	dis. 20
" " Silver Steel Dia. X Cuts, per foot.....	70
" " Special Steel Dia. X Cuts, per foot.....	50
" " Special Steel Dia. X Cuts, per foot.....	30
" " Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.	
Steel, Game.....	dis. 60&10
Oneida Community, Newhouse's.....	35
Oneida Community, Hawley & Norton's.....	70
Mouse, choker.....	18c per doz
Mouse, delusion.....	\$1.50 per doz.
WIRE.	
Bright Market.....	dis. 65
Annealed Market.....	70—10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 00
" " painted.....	2 55
HORSE NAILS.	
Put Sable.....	dis. 40&10
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Bird Cages.....	dis. 50
Pumps, Cistern.....	71&10
Screws, New List.....	70&10
Casters, Bed a d Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65&10
METALS.	
PIG TIN.	
Pig Large.....	26c
Pig Bars.....	28c
Duty: Sheet, 2 1/2c per pound.....	
600 pound casks.....	6 1/4
Per pound.....	7
SOLDER.	
1/4 1/4.....	16
Extra Wiping.....	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson.....	per pound
Hallett's.....	" 13
TIN—MELYN GRADE.	
10x14 IC, Charcoal.....	\$ 7 50
14x20 IC, ".....	7 50
10x14 IX, ".....	9 25
14x20 IX, ".....	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal.....	\$ 6 75
14x20 IC, ".....	6 75
10x14 IX, ".....	8 25
14x20 IX, ".....	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, ".....	6 50
14x20 IX, ".....	8 50
20x28 IC, ".....	13 50
14x20 IC, ".....	6 00
14x20 IX, ".....	7 50
20x28 IC, ".....	12 50
20x28 IX, ".....	15 50
BOILER SIZE TIN PLATE.	
14x28 IX.....	\$14 00
14x31 IX.....	15
14x34 IX, for No. 8 Boilers, per pound.....	10
14x36 IX, " " 9.....	

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,

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E. A. STOWE, Editor.

WEDNESDAY, SEPTEMBER 14, 1892.

THE TENTH YEAR.

The issue of last week completed the ninth volume of THE TRADESMAN, consequently the paper this week enters upon its tenth publication year.

Satisfied with the patronage accorded the journal in the past and firmly convinced that it is more strongly entrenched in the good opinion of its patrons than ever, THE TRADESMAN enters upon its decennial year with confidence in the future and with gratitude to all who have so generously accorded it such hearty support.

SCHOOL DAYS HERE AGAIN.

The past fortnight has witnessed the re-opening of the schools of the country, both public and private, and if there is upon the face of the globe a people to whom education is of paramount importance, that population is the citizenry of this great republic.

Under our theory that one man is as good, as far as natural rights are concerned, as any other, and that every native born boy is a possible president, it becomes a most profound duty to prepare each incipient citizen for his possible high duties of being one day president, and his undoubted high duties of being an American citizen. Obviously the wives and mothers of citizens have a most important part to play in our system and they should be prepared by proper intellectual training to play their several roles to the best advantage. Education, mental and moral, for both sorts of developments should go on in unison, is a paramount duty for both sexes.

We should not, while dwelling on the importance of education, lose sight of its real character and worth. Education is simply a means; knowledge is merely a kit of tools to work with. The highest duty of the human race is to develop the earth, to discover its resources and put them to valuable uses; to make our planet more habitable; to increase the comfort and happiness of its inhabitants. There are mines to be opened, ores are to be reduced to metals, forests are to be felled,

fields are to be cultivated, cities are to be built, the navigable rivers and lakes are to be covered with boats and the sea with ships, the vast forces of steam and electricity, and others more potential, which we yet scarcely know, are to be harnessed to do our will and lighten the work of human muscle. Then there is a vast system of government, by and for the people, to be carried on. It is to fit the population for these grand and manifold duties that the men and women are to be educated.

We should send our sons and daughters to school, not to make mere scholars of them, not to convert them into mere animated receptacles of knowledge, not to make them walking encyclopedias, but to fit them, each in his or her place, for the part they are to play in this great work of rebuilding and improving the world. Educate each for his particular place if we only knew how to do it. It would be wise then to find out beforehand each child's bent of mind and special aptitudes and develop them. This is a practical age and there is so much to be done and so little time in which to do it, that to many the most essential part of the training should come first. If, then, there be time and disposition for more elaborate culture and a wider range of study every facility should be afforded for it.

THE TRADESMAN is not of those who think that education can be too extensive and profound for practical purposes. The highest and most complete culture is not too much for those who have a capacity for it, but should not be cast away on the unworthy. The possession of stores of knowledge is often a great consolation and comfort to men who have never been able to advance themselves above the most ordinary stations in the world's economy. Man does not work wholly for himself, or wholly for society. He has a duty to perform to each, but he is entitled to seek his own highest happiness, and an honest conscience and a well-stored mind are capable of conferring happiness which money cannot purchase and gratified ambition cannot secure.

Then let us educate all we can in the belief that each will get his share of personal benefit, and the human race will also profit by what each contributes to the world's great stores of progress.

DRYING UP.

It has been something like eighty years since Thomas Robert Malthus, an English writer on political economy, put forth his much criticised theory that the earth must one day become to a great extent depopulated because of a final failure of the food supply.

The Malthusian croaking has been greatly derided, but forces are in operation which tend to arouse and confirm a belief that Malthus was not so far wrong after all. The most active cause that is moving to such an end is the drying up of the earth through deforestation. The destruction of forests has been going on in the Old World for a long period with great steadiness, exposing vast tracts of country to drought and condemning it to barrenness and desolation. All the immense desert region of China, Tartary and other parts of Central Asia were once covered with towns, farms and dense population, but the destruction of forests and the devastations of war have converted them into deserts, and it seems difficult to believe that they ever were

anything else if history did not teach to the contrary.

The absence of coal or ignorance of its existence operated in all cold latitudes to hasten the destruction of the woodlands, which were necessarily cut down for fuel. It is just such a demand which has deforested wide regions of Russia, railways, factories and the ordinary necessities of the people for fire having literally caused the forests of Central Russia to disappear from the face of the earth. It is to this cause that prominent Russian writers charge the present widespread famine in that country. A writer in the Berlin Jahrbucher quotes a letter from an official of the Government of Charkowski to the Imperial Society of Economics at St. Petersburg, as early as 1849, announcing the danger of destroying the trees. It declares that in the memory of men then living, regions in Southern Russia then barren and sandy plains were within half a century before covered with forests interspersed with lakes.

But if Europe and Asia are drying up, how is it with us? A hundred years ago the entire region now known as the states of Ohio, Indiana and Illinois was covered with dense forests. Now there are cities, towns, farms and some groves, but no more great bodies of woods. Kentucky and Tennessee, too, have been largely cleared, except in the mountainous regions. This deforestation has greatly disturbed the weather phenomena. It has subjected the country to droughts and has made the floods in the Ohio Valley much more sudden and violent than formerly. These are the first stages of the evil. The next may be such extreme and excessive dryness as to make the country barren.

There are no trees on the Western plains of Dakota, Nebraska, Kansas and Texas. All that region is suffering more and more each year from drought. The destruction of the timber in Iowa, Minnesota and Missouri will complete a treeless belt from the Black Hills to the Alleghany, embracing all the regions which inclose the headwaters of the Mississippi River. The drying of the principal tributaries will be one of the results, affecting the richest grain region in the world.

The drying-up process is not rapid, but it is steady. The Malthusian catastrophe is yet afar off, but it is approaching. Astronomers hold that the moon is a dried-up world. First it became a sandy waste, then its central fires cooled and its seas penetrating through interior crevices and caverns came in contact with the dying fires and produced vast steam bursts, volcanic and earthquake convulsions. Then the waters extinguished the fires and sunk into the interior caverns. Now there is no surface water on the moon, no rivers, no lakes, no sea, no rain. If there were ever any people there they are all extinct. It is a dead, dry planet. That, say the astronomers, is what the earth is coming to.

EVOLUTION OF THE RAILWAY.

All great commercial and industrial enterprises are carried on by the co-operation of the money and the labor of a great many people. Take a railway, for instance. Its capital was furnished by a great number of stockholders and it was constructed and is operated by the combined labor of a great number of persons. Necessarily,

the enterprise was projected on a larger scale than the money subscribed would execute, and so, in order to get more money to construct and equip the road, mortgages were given on the road and its property to secure loans by which funds were obtained and so the road was finished and put into operation.

But, as is the case with too many such enterprises, the earnings of the road were not enough to pay costs of operating it with the expense of maintenance, and in addition to repaying its borrowed money. So the business gets into court and the road and its equipment are sold out to satisfy the debts. The original stockholders, probably, lose all the money they put into the concern; the bondholders, secured by a third mortgage, lose all the money they risked in it, and the road comes into the hands of other parties at such a reduced rate that it can earn a profit on its last capitalization cost, and then it can be successfully operated.

Thus here is an enormous co-operation of labor and capital, in which capital has suffered proportionally greater losses than has labor. This is the history of many great industrial concerns before they become successful. In many such cases labor has been poorly paid, and sometimes not paid at all; and a great deal of money has been sunk, but, as in the case of the railway, for instance, so much disaster has at least helped to develop the country. There has been in such cases no actual loss of values, only a changing of ownership from some to others, but the grand result has been that, after the railways have become bankrupt, and have been brought down to a basis upon which they can be operated, they secure the reduction of freight rates down to figures the people can bear.

Thus we learn from Poor's Railway Manual, the highest authority on such matters, that the railway freight rates on grain from Chicago to New York have been reduced from 2 cents and 9 mills, nearly 3 cents per ton-mile, to 6.8 mills, less than 7 mills per ton-mile, and all this in the past twenty-five years. This is a most important reduction to the grain farmers, as well as to the consumers of bread, but it has been accomplished through enormous disaster to the original investors in American railroads. After all, the benefit arising from the cheapening of articles of prime necessity is of great consequence to the masses of the people.

THE HOT WAVE IN EUROPE.

A year or more ago, Camille Flammarion, the French astronomer and physical philosopher, proposed an inquiry into what he considered was quite a probability, namely: Whether or not the climate of Europe had not become decidedly colder.

Julius Caesar, in writing about Gaul and Germany, declared that those countries had cold and bleak climates, and from his observations we are led to believe that their climates were, some 1,900 and odd years ago, as inhospitable and rude as is that of Russia. The subsequent temperateness of the German climate and the geniality of that of France have been attributed to the influences of civilization, the draining of marshes, the cultivation of the earth and the multiplying of cities and human habitations. But it is much to be doubted if

any such causes could exert any considerable influence in modifying the climate of any country.

Taking for granted the truth of the remarks of Cæsar, who was a great man in many ways and a careful student of men and things, we may admit that there have been extensive changes in the historic period. Some 2,000 years ago that continent may have been growing warmer until a culminating point was reached. Then it may have begun to grow colder, as M. Flammarion has asserted. The fact that within the past month or so European countries have experienced undue and unusual heats does not militate against the theories of climatic change. In fact, it is not known just what does produce and establish the facts of climate. The relative situation of countries with regard to constant or periodic positions of the sun are supposed to govern the conditions of climatology, the sun spots or other states of that luminary are supposed also to work changes in the weather.

At any rate there may be cyclic variations in the shape of the earth's orbit, this orbit being more or less elliptical at given periods. Moreover, if there should be any change of position of the center of gravity of the earth countries which are now near the equator might be relatively found nearer the poles and so become colder, while corresponding northern regions would grow warmer by reason of the change of relation to the sun. There may have been no such changes as those noted by Cæsar in the century before the Christian Era, and by Flammarion in the closing years of the nineteenth century afterwards, but if their observations were well founded, here is good material for the world-builders and physical philosophers to work on.

At any rate, the hot wave in northern Europe followed immediately upon the hot wave in the north of our hemisphere. They are being already charged to sun spots, but who knows the reason.

SEARCH LIGHTS AND FLASH LIGHTS

One of the most interesting uses to which electricity has been put of late years has been its adaptation to the purposes of warships and the military service generally. All warships are now equipped with a complete electric light service, which not only furnishes light in the living quarters of the ships but serves for the regulation lights which the vessels are compelled by international maritime laws to carry and for signal lights as well. The incandescent bulb has permitted the use of lights on shipboard where the old-time lamps and lanterns would have been impossible or dangerous.

By far the most important use made of electric lighting on shipboard, however, has been its use in search lights. These lights are so constructed as to give great illuminating power, and can be made to search out objects for long distances at sea. Their power is such that a warship can lie off shore and carefully scrutinize by the aid of its search lights every detail of the fortifications of a hostile port. The approach of torpedo or other small craft can be readily detected by the use of these lights, and the character of approaching vessels can be ascertained while still at a considerable distance.

Electricity has also been made to serve the purpose of signaling at night on board ship, and is put to many other

purposes of less importance. The latest experiments with the electric search light have developed that it can be made to serve the purpose of signaling long distances both on land and sea, where all ordinary means of communication are unavailable. An interesting experiment of signaling with a powerful electric flash light is reported in recent exchanges. The light was located on the summit of Mount Washington and messages were sent to Portland, a distance of eighty-five miles.

The messages were sent by flashing the intense electric beam into the sky in long and short flashes, to correspond with the dots and dashes respectively of the Morse alphabet, the signals being easily read by a telegraphic operator located at Portland. It is explained that the direct source of light was, of course, far below the horizon, the shaft of light at Mount Washington being projected into the sky at an angle of forty-five degrees. In this way the lower strata of clouds were avoided and the pencil of rays was given a path that took it to a point probably eighty miles in the air above Portland, its length being calculated to be fully 100 miles.

The success of this experiment will not be permitted to go long unimproved, and we are likely to soon hear that the discovery will be put to some practical and important use.

The Drug Market.

The past week has been characterized by a renewed activity in the drug market. Owing to the probability of cholera reaching our country, all disinfectants are showing an upward tendency. Gum opium, quinine, chloride of lime, carbolic acid and permanganate of potassium have all felt the effect of the movement, but are not, as yet, quotably higher than last market prices.

An advance in the price of morphine is spoken of as being probable in the near future.

From Out of Town.

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

B. W. Ellison, Alma.
L. W. Davis, Rothbury.
G. H. Walbrink, Allendale.
L. M. Wolf, Hudsonville.
O. A. Rowland, Hesperia.
C. K. Hoyt, Hudsonville.
W. J. Haughey, New Era.
D. B. Kilpatrick, Woodland.
Wetzell Turning Works, Wetzell.

A Manly Protest.

MANCELONA, Sept. 10—When traveling men come into a store, why not act manly? Some come in with a hammer and nails and drive up some advertisement, just as though they stood in front of a billboard. To such I would say, You had better stay at home.

J. L. FARNHAM.

Wm. Connor writes THE TRADESMAN that his announcement in last week's paper, to the effect that he would be at Sweet's Hotel on Thursday and Friday of this week, was erroneous. He will be here on Thursday and Friday of next week instead.

I reverence old-time faith and men,
But God is near us now as then;
His force of love is still unspent,
His hate of sin is imminent;
And still the measure of our needs
Outgrows the cramping bounds of creeds.
—WHITTIER.

Use Tradesman Coupon Books.

Absolutely Pure Spice.

1893--PREMIUM--1893.

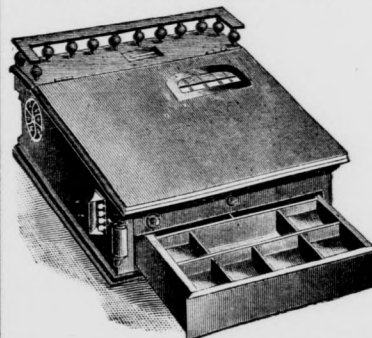
Catalogue for the coming new year is now issued, going into immediate effect with spice season. The book contains 128 illustrated pages, putting forth combined values that renders pure spices, whole or ground, nearly free.

Ask to see the purity guarantee and list of goods.

J. P. VISNER,
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Is a practical Machine, Appreciated by Practical Business Men.

It is a handsomely furnished Combination Desk, Money Drawer and Cashier, with Combination Lock and Registering Attachment.
It records both cash and credit sales.
It records disbursements.
It itemizes money paid in on account.
It enables you to trace transactions in dispute.
It will keep different lines of goods separate.
It shows the transactions of each clerk.
It makes a careless man careful.
It keeps an honest man honest and a thief will not stay where it is.
It will save in convenience, time and money, enough to pay for itself many times over.
Each machine, boxed separately and warranted for two years.

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Drugs & Medicines.

State Board of Pharmacy.

One Year—Jacob Jenson, 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 Jenson, 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—L. 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 Jenson, Muskegon; F. J. Wurzburg and John E. Peck, Grand Rapids; Arthur Bassett, Detroit.
Local Secretary—James Vernor.
Next place of meeting—Some resort on St. Clair River; time to be designated by Executive Committee.

Grand Rapids Pharmaceutical Society.

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

Grand Rapids Drug Clerks' Association.

President, F. D. Klipp; Secretary, W. C. Smith.

Muskegon Drug Clerks' Association.

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

WAYS OF CUSTOMERS.

Written for THE TRADESMAN.

A noted writer once said, "The proper study of mankind is man." It may be as well to add that a good place to pursue that study is in a country store. One can here observe types of customers in endless variety, that will afford a large experience of human nature. Some provoke a smile by their oddities or absurdities—others make one tired by their perverse and annoying peculiarities. Another class deserve the worst opinion one is obliged to entertain, and there are a few who live so near the border land of crime that they make petit larceny honorable by comparison.

Among those whose whims are not wholly disagreeable is the man who wholly expects you to sell him goods at jobbing rates because he once was engaged in the commercial line himself, either as proprietor or clerk. It takes more than a hint sometimes to convince him that such a plea does not entitle him to be placed on the free list.

Another who wants to be sure of getting the value of his money insists on having every article warranted, from a fine tooth comb to a sulky plow. This customer is hard to be persuaded that it is impracticable to have an iron-clad guarantee kept in force from the manufacturers down to the consumer, subject to all the contingencies fraud may invent, and all to serve no useful purpose.

There is another class who want only a little of something, but so little it is hardly worth while to set a price on it; and so you end by giving him what is of value to his present necessities, which he considers neither a favor nor a bargain. One instance of this kind occurs when a boy is sent with a half-pint bottle to get a cent's worth of chloroform.

A class whose trade amounts, on the whole, to a large sum buy their goods in small quantities and generally select a variety; but, lacking knowledge of mental arithmetic, they know no better way than to make the purchase of each article a separate transaction, which often compels the dealer to make change at each delivery. When one is in no hurry, traffic of this kind is more amusing than annoying.

Another class whose souls are, I fear, warped by the same foible that affected Ananias of old, always pay cash, but have, in nearly every case, a few cents less than the proper amount, and this sum proves to be just about discount enough to annihilate the entire profit.

The man who calls for stamps or postal cards—though the postoffice may be next door—giving as a reason a personal difficulty with the postmaster, whom he is determined not to patronize in any event, may be considered as one of the freaks which nature sends into the world for some wise reason unknown to mankind. His passion hides from his judgment the fact that, by department rule, the official salary is based alone on the amount of stamps cancelled instead of those sold, and so his well meant revenge is rendered abortive.

The customer who knows it all and kindly informs the dealer where and how goods are made and what they cost, thereby thinking to induce a concession in the price may make one weary for a time; but, if the salesman does not allow himself to be rattled, his purpose will not be attained.

Once in a while when goods are produced and price named in answer to enquiry, the interrogative relative pronoun is violently thrown out in a voice like a Chinese gong and the dealer is informed in the most positive manner that Sellers, of Frostville, never asked more than half as much for that identical article. To the commercial novice this information is a staggerer; but, in time, he will get to understand that here is but an innocent game of bluff that certain kinds of people are in the habit of playing on general principles and it succeeds now and then in saving them a little money, and lessening the dealer's reasonable profit.

There is one class of customers whose forte is in never paying the full price asked for an article. If the salesman does not relent, they will go elsewhere and pay more, perhaps, but there must be a concession to them in every case to make a sale. This desire to beat down in price has no connection with an intelligent appreciation of quality or value. It is an infirmity like kleptomania, and involves no moral responsibility. Says one of this class, who is a little deaf, to a clerk who has shown a piece of cloth and stated the price: "Seventeen shillings? I will give you eleven." On being corrected and told that the price was seven shillings, this exponent of economy at once replies, "Oh! Seven shillings, I will give you five." These are the ones who tempt a merchant from the safe rule of honest trading. For, in order to protect himself, he is compelled to make a special price to suit the style of customer, and in spite of the utmost shrewdness, gets himself into trouble thereby.

At long intervals comes one who calls for some article, examines it very carefully and enquires if you have others a little different. He inspects with deliberation, evidently seeking to fill a special order that allows no discretion to the agent. But he does not buy. He does not even apologize for the trouble he has made. The episode passes, and is for the time forgotten, only to be renewed by another apparent customer of like habits who repeats the same round of enquiries, and searches for an imaginary article, and who does not buy. This is one of the mysteries which hang around commercial life. It is of no use to probe the phenomenon for light on the subject. No use to ask why; echo only answers, "Why?" It is a derelict of idiosyncrasy found in the mid-ocean of human experience. Even Bradstreet keeps no statisti-

cal record. Each dealer is alone the proprietor of his own individual mystery. He may conjecture and he may investigate, but the result is still obscurity.

Nearly every dealer has a certain class of customers whose commercial standing is good up to a certain amount, but, beyond that, is worth no more than any absconding cashier. If one is trusted past the line of safety the fact becomes apparent by his continued absence, and the account stands on the book waiting to be adjusted as accidental circumstances shall determine. In occasional cases this is done, and in time a new credit established subject to the same contingencies. If one could be sure of the actual point that divides the plus from the minus quantity he could do business safely with any one of this class of customers. The reason this cannot be done is that each has already made up a private report of his own commercial standing, based on the amount for which he was trusted by the last dealer and beyond which he was refused credit. Thus the actual amount he is good for becomes to the next dealer an unknown quantity to be marked X and collected if possible or buried in the column of profit and loss.

The sampling customer, thanks to the inventive genius of the age, is becoming less of a tax on commercial prosperity, wire screens, coupled with eternal vigilance, having cut short his ravages. Only the samplers who ask for specimen wares still prove a "thorn in the flesh" and their demands affect mostly dry goods lines. There are many impositions of an irritating nature one suffers from customers whose transient purchases do not entitle them to the favors they claim. But, when one deals with the public, he must remember that it is made up of unlike parts and some of those parts, though undesirable, must be endured with as good grace as possible.

However long a dealer may have been in business, and however sharp his perceptive faculties may have become by contact with the dishonest side of human nature, he has some weak or unguarded point where important pretense or shrewd rascality may find entrance without knocking at the front door. Knowing that a certain amount of risk is inseparable from trade, and that to take none at all would curtail two-thirds of all chance of profitable business; he decides to give credit where his judgment determines it can be done within a reasonable risk. So the opportunity is open to everyone who makes a *prima-facie* case to obtain goods without cash payment at time of delivery. Here the man who is dishonest enough to lie, but afraid to steal, finds his opportunity and works it for all there is in it. Besides being safer than actual larceny, it is, on the whole, more profitable. The forced collection he thus levies on trade may be called a fool tax, since that is what the disgusted dealer honestly calls it in the solitude of his own reflections, each time vowing it shall not be repeated; but the logic of fate is against him in every struggle to unload the incubus. And so this class of customers will never die off the face of the earth until trade has passed entirely into the hands of flinty misers, or the universal cash system shall prevail.

In noticing a few specimens of human nature who help to make commercial life less of a dull monotony, I have purposely omitted the large majority of customers on whose fair and considerate

support the dealer depends, because words alone cannot do them justice. They are the salt of the earth, and as such preserve one's faith in humanity. May their tribe ever increase.

S. P. WHITMARSH.

\$100--Reward--\$100.

The readers of this paper will be pleased to learn that there is at least one dreaded disease that science has been able to cure in all its stages and that is catarrh. Hall's Catarrh Cure is the only positive cure now known to the medical fraternity. Catarrh being a constitutional disease, requires a constitutional treatment. Hall's Catarrh Cure is taken internally, acting directly upon the blood and mucous surfaces of the system, thereby destroying the foundation of the disease, and giving the patient strength by building up the constitution and assisting nature in doing its work. The proprietors have so much faith in its curative powers that they offer One Hundred Dollars for any case that it fails to cure. Send for list of testimonials. Address F. J. CHENEY & CO, Toledo, O.
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ACIDUM.		CUBEAE.	
Aceticum	80 10	Cubebae (po 60)	50 60
Benzolcum German	65 75	Juniperus	80 10
Boric	20 20	Xanthoxylum	25 30
Carbonicum	25 35	BALSAMUM.	
Citricum	50 52	Copaiba	45 50
Hydrochlor	30 5	Peru	21 30
Nitricum	10 12	Terabina, Canada	35 40
Oxalicum	10 12	Tolutan	35 50
Phosphoricum dil.	20 20	CORTEX.	
Salicylicum	1 30 1 70	Abies, Canadian	18 18
Sulphuricum	1 3 50	Cassia	18 18
Tannicum	1 40 1 60	Cinchona Flava	18 18
Tartaricum	30 32	Euonymus atropurp	30 30
AMMONIA.		Myrica Cerifera, po	20 20
Aqua, 16 deg.	3 1/2 5	Prunus Virgin.	12 12
" 20 deg.	5 1/2 5	Quillaja, grd.	10 10
Carbonas	13 14	Sassafras	15 15
Chloridum	13 14	Ulmus Po (Ground 15)	15 15
ANILINE.		EXTRACTUM.	
Black	2 00 2 25	Glycyrrhiza Glabra	24 25
Brown	80 10	Haematox, 15 lb. box	11 12
Red	45 50	" 18.	13 14
Yellow	2 50 2 30	" 1/8.	14 15
BACCAR.		" 1/4.	16 17
Cubebae (po 60)	50 60	FERRUM.	
Juniperus	80 10	Carbonate Precip.	15 15
Xanthoxylum	25 30	Citrate and Quinia	23 50
POTASSIUM.		Citrate Soluble	20 20
Bi Carb.	15 18	Ferrocyanidum Sol.	50 50
Bichromate	13 14	Solut Chloride	15 15
Bromide	24 26	Sulphate, com'l.	14 15
Carb.	13 15	" pure	7 7
Chloride (po 18)	16 18	FLORA.	
Cyanide	50 55	Arnica	15 16
Iodide	2 80 2 90	Anthemism	30 35
Potassa, Bitart. pure	24 25	Matriaria	25 30
Potassa, Bitart. com.	15 15	FOLIA.	
Potass Nitras, opt.	8 10	Barosma	16 100
Potass Nitras	7 9	Cassia Acutifol, Tin-	25 28
Prussiate	28 30	nivelly	35 50
Sulphate po.	15 18	" Alx.	35 50
RADIX.		Salvia officinalis, 1/4	12 15
Aconitum	20 25	and 1/4.	12 15
Althae	23 25	Ura Ursi	8 10
Anchusa	13 15	GUMMI.	
Arum, po	25 25	Acacia, 1st picked	75 75
Calamus	20 20	" 2d	50 50
Gentiana (po 12)	8 10	" 3d	40 40
Glycyrrhiza (py 15)	16 18	" sifted sort.	25 25
Hydrastis, Canaden.	24 25	" po	60 80
(po 35)	24 25	Aloe, Barb. (po 60)	50 60
Hellebore, Ala, po.	15 20	" Cape, (po 30)	12 12
Inula, po	15 20	Socotri, (po 60)	50 60
Ipecac, po	2 00 2 10	Catechu, 1s, 1/4, 1/4	1 1
Iris plox (po 35/38)	35 40	Ammoniac	55 60
Jalapa, pr.	50 55	Assafetida, (po 35)	30 35
Maranta, 1/4	25 25	Benzoinum	50 53
Podophyllum, po.	15 18	Camphora	50 53
Rhei, cut.	75 81	Euphorbium po	35 40
" cut.	75 81	Gamboge	70 75
" pv.	75 81	Gamboge, po	70 75
Spigelia	35 38	Guaiacum, (po 30)	25 25
Sanguinaria, (po 25)	20 20	Kino, (po 40)	25 25
Serpentaria	30 32	Mastic	20 20
Senega	40 45	Myrrh, (po 45)	80 80
Similax, Officialis, H	10 12	Opil, (po 2 60)	1 50 1 90
M	10 12	Shellac	30 35
Scilla, (po 35)	10 12	" bleached	30 35
Symplocarpus, Foet-	25 25	Tragacanth	30 35
dus, po	25 25	HERBA-In ounce packages.	
Valeriana, Eng. (po 30)	12 15	Absinthium	25 25
" German	12 15	Eupatorium	25 25
Zingiber j.	18 22	Lobelia	25 25
SEMIN.		Majorum	25 25
Anisum, (po 20)	2 15	" Vir	25 25
Apium (graveleons)	23 25	Rue	20 20
Bird, 1s	4 6	Tanacetum, V	30 30
Carul, (po 18)	8 12	Thymus, V	25 25
Cardamon	1 00 1 25	MAGNESIA.	
Corlandrum	10 12	Calced, Pat.	55 60
Cannabis Sativa	3 1/4 4	Carbonate, Pat.	20 22
Cydonium	75 100	Carbonate, K. & M.	20 25
Chenopodium	10 12	Carbonate, Jennings	35 36
Dipsacis Odorata	2 50 2 75	OLEUM.	
Foeniculum	6 8	Absinthium	3 50 2 40
Foenugreek, po	6 8	Amygdale, Dule	45 75
Lini	4 4 1/2	Amygdale, Amarae	8 00 2 35
Lini, grd. (bbl 3 1/4)	4 4 1/2	Anisi	1 75 2 80
Lobelia	35 40	Aurant Cortex	2 75 2 80
Pharlaris Canarian.	5 1/2 6	Bergamti	3 25 2 30
Kapa	6 7	Cajiputi	60 65
Sinapis, Alb.	8 9	Caryophylli	65 75
Nigra	11 12	Cedar	35 65
SPIRITUS.		Chenopodii	1 00 1 10
Frument, W. D. Co.	2 00 2 50	Cinnamomi	1 10 1 45
" D. F. R.	1 75 2 00	Citronella	45 45
" 1 10 1 50	1 10 1 50	Conium Mac.	35 65
Juniperis Co. O. T.	1 75 2 10	Copaiba	90 100
Saacharum N. E.	1 75 2 00	TINCTURES.	
Spt Vini Galli	1 75 2 00	Aconitum Napellis R.	60 60
Vini Oporto	1 25 2 00	" F.	50 50
Vini Alba	1 25 2 00	Aloes	50 50
SPONGES.		" and myrrh	60 60
Florida sheeps' wool	2 25 2 50	Arnica	50 50
Nassau sheeps' wool	2 00	Asafetida	0 0
carriage	2 00	Atrope Belladonna	60 60
Velvet extra sheeps'	1 10	Benzoin	60 60
wool carriage	85 85	" Co.	50 50
Extra yellow sheeps'	85 85	Sanguinaria	50 50
carriage	85 85	Barosma	50 50
Grass sheeps' wool car-	65 65	Cantharides	50 50
riage	75 75	Capicum	50 50
Hard for slate use.	1 40	Ca damon	75 75
Yellow Reef, for slate	1 40	" Co.	1 00 1 20
use	1 40	Castor	1 00 1 20
SYRUPS.		Catechu	50 50
Azacia	50 50	Cinchona	50 50
Zingiber	50 50	" Co.	60 60
Ipecac.	50 50	Columba	50 50
Ferri Iod.	50 50	Conium	50 50
Aurant Cortex	50 50	Cuba	50 50
Rhei Arom.	50 50	Digitalis	50 50
Similax Officialis	50 50	Ergot.	50 50
" Co.	50 50	Gentian	50 50
Senega	50 50	" Co.	60 60
Scilla	50 50	Gualca	50 50
" Co.	50 50	Zingiber	50 50
Tolutan	50 50	Hoscyamus	50 50
Prunus virg.	50 50	Iodine	75 75

Morphia, S. P. & W.	1 60 1 85	Seidlitz Mixture	20 20	Lindseed, boiled	44 47
S. N. Y. Q. &	1 60 1 85	Sinapls	20 20	Neat's Foot, winter	50 60
C. Co	1 50 1 75	" opt.	20 20	strained	50 60
Moschus Canton.	40 40	Snuff, Maccaboy, De	20 20	Spirits Turpentine	34 40
Myristica, No. 1	65 70	Voos	20 20	PAINTS.	
Nux Vomica, (po 20)	10 10	Snuff, Scotch, De. Voos	20 20	bbl. 1b.	
Os. Sepia	20 22	Soda Boras, (po 11)	10 11	Red Venetian	13 20 3
Pepsin Saac, H. & P. D.	20 22	Soda et Potass Tart.	27 30	Ochre, yellow Mars.	13 20 3
Co	22 00	" Ber.	13 20 3	" Ber.	13 20 3
Picls Liq. N. C., 1/2 gal	22 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2 2 1/2
doz	22 00	Soda, Bi-Carb.	5 5	" strictly pure	2 1/2 2 1/2
Picls Liq., quarts	21 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 16
" pints	21 00	Soda, Sulphas.	2 2	ican	13 16
Pil Hydrarg. (po 80)	50 50	Spts. Ether Co	50 55	Vermilion, English	65 70
Piper Nigra, (po 22)	1 1	" Myrcia Dom.	2 25	Green, Peninsular	70 75
Piper Alba, (po 25)	2 3	" Myrcia Imp.	23 00	Lead, red	7 7 1/2
Pix Burgun	14 15	" Vini Rect. bbl.	2 25 2 35	" white	7 7 1/2
Plumbi Acet.	14 15	Less 50 gal, cash ten days	2 25 2 35	Whiting, white Span	2 70
Pulvis Ipecac et Opil	1 10 1 20	Strychnia Crystal	2 1 30	Whiting, Gliders	2 30
Pyrethrum, boxes H	2 1 25	Sulphur, Subl.	2 1/2 3 1/2	White, Paris American	1 0
& P. D. Co., doz	2 1 25	" Roll	2 1/2 3	Whiting, Paris Eng.	1 40
Pyrethrum, pv.	30 35	Tamarinds	8 10	Pioneer Prepared Paint	20 25 1 4
Quassia	8 10	Terebenth Venice	2 2 30	Swiss Villa Prepared	1 00 2 1 20
Quinia, S. P. & W.	27 32	Theobromae	40 45	VARNISHES.	
" S. German	20 30	Vanilla	9 00 16 00	No. 1 Turp Coach	1 10 2 1 20
Rubia Tinctorum	12 14	Zinci Sulph.	7 8	Extra Turp.	1 60 2 1 70
Saccharum Lactis pv.	29 30	OILS.		Coach Body	2 75 3 00
Salacin	1 60 1 60	Whale, winter	Bbl. Gal	No. 1 Turp Furn	1 00 2 1 10
Sanguis Draconis	40 50	Lard, extra	64 68	Extra Turk Damar	1 55 2 1 60
Sapo, W	12 14	Lard, No. 1	42 48	Turp.	70 75
" M	10 12	Linseed, pure raw	41 44		
" G	15 15				

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES,
GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only.

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

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

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

Grocery Price Current.

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

AXLE GREASE. Aurora... doz gross 55 6 00 Castor Oil... 75 9 00 Diamond... 50 5 50 Frazers... 80 9 00 Mica... 75 8 00 Paragon... 55 6 00 BAKING POWDER. Acme... 45 4 00 1 lb. cans, 3 doz... 45 4 00 1 lb. " 2 " " " 85 4 00 1 lb. " 1 " " " 1 80 4 00 Bulk... 10 4 00 Arctic... 60 4 00 1 lb. " 2 " " " 1 20 4 00 1 lb. " 1 " " " 2 20 4 00 5 lb. " " " " 9 60 4 00 Dr. Price's... 9 60 4 00	Gages. Erie... @1 25 California... 1 70 Common... 1 20 Gooseberries... 1 20 Peaches... 1 20 Pears... 1 20 Domestic... 1 20 Riverside... 2 10 Pineapples... 1 20 Common... 1 20 Johnson's... 2 50 Common... 1 10 Quinces... 1 10 Raspberries... 1 30 Red... 1 30 Black Hamburg... 1 50 Erie, black... 1 50 4 lb. " " " " 1 50 5 lb. " " " " 2 10 10 lb. " " " " 4 10 Red Star, 1 lb. cans... 40 " 1 lb. " " " " 80 " 1 lb. " " " " 1 50 Telfer's, 1 lb. cans, doz... 45 " 1 lb. " " " " 85 " 1 lb. " " " " 1 50 BATH BRICK. 2 dozen in case... 90 English... 90 Bristol... 80 Domestic... 70 BLUING. Arctic, 4 oz ovals... 4 00 " 8 oz " " " " 7 00 " pints, round... 10 50 " No. 2, sifting box... 2 75 " No. 3, " " " " 4 00 " No. 5, " " " " 8 00 " 1 oz ball... 4 50 BROOMS. No. 2 Hurl... 2 00 No. 1... 2 25 No. 2 Carpet... 2 50 No. 1... 3 00 Parlor Gem... 3 00 Common Whisk... 1 00 Fancy... 1 20 Warehouse... 3 50 BRUSHES. Stove, No. 1... 1 25 " 10... 1 50 " 15... 1 75 Rice Root Scrub, 2 row... 85 Rice Root Scrub, 3 row... 1 25 Palmetto, goose... 1 50 CANDLES. Hotel, 40 lb. boxes... 10 Star 40... 9 Paraffine... 11 Wickling... 24	COFFEE. GREEN. Rio... 16 Good... 17 Prime... 18 Golden... 20 Peaberry... 20 Santos. Fair... 16 Good... 17 Prime... 18 Peaberry... 20 Mexican and Guatamala. Fair... 20 Good... 21 Prime... 22 Fancy... 23 Maracaibo. Prime... 19 Milled... 20 Java. Interior... 25 Private Growth... 27 Mandehling... 28 Mocha. Imitation... 23 Arabian... 26 ROASTED. To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15c. per cent. for shrinkage. PACKAGE. Arbuckle's Ariosa... 20 80 McLaughlin's XXXX... 20 80 Bunola... 20 30 Lion, 60 or 100 lb. case... 20 80	PITTED CHERRIES. Barrels... 20 50 lb. boxes... 22 25 " " " " 22 PRUNELLES. 30 lb. boxes... 10 1/2 RASPBERRIES. In barrels... 21 1/2 50 lb. boxes... 22 25 lb. " " " " 23 Foreign. Patras, in barrels... @ 4 " in 1/2 bbls... @ 4 1/2 " in less quantity... @ 4 1/2 PEEL. Citron, Leghorn, 25 lb. boxes... 20 Lemon " " " " 10 Orange " " " " 11 RAISINS. Domestic... 1 50 London layers, 2 crown... 1 75 " " " " 1 75 " fancy... 1 90 Loose Muscatels, boxes... 1 40 Foreign. Ondura, 25 lb. boxes... @ 8 Sultana, 20 " " " " @ 12 Valencia, 30 " " " " @ 5 1/2 PRUNES. Bosnia... @ California, 100-120... @ " 90x100 25 lb. bxs... @ " 80x90 " " " " @ " 70x80 " " " " @ " 60x70 " " " " @ Turkey... @ Silver... @	HERBS. Sage... 15 Hops... 15 INDIGO. Madras, 5 lb. boxes... 55 S. F., 2, 3 and 5 lb. boxes... 50 JELLY. 17 lb. pails... 85 30 " " " " 1 20 LICORICE. Pure... 30 Calabria... 25 Sicily... 12 LYE. Condensed, 2 doz... 1 25 " 4 doz... 2 25 MATCHES. No. 9 sulphur... 1 25 Anchor parlor... 1 70 No. 2 home... 1 10 Export parlor... 4 00 MINCE MEAT.  3 or 6 doz. in case per doz... 1 00	Pepper, Singapore, black... 20 " white... 20 Cayenne... 25 " Absolute in Packages... 20 Allspice... 84 1/2 Cinnamon... 84 1/2 Cloves... 84 1/2 Ginger, Jam... 84 1/2 Mustard... 84 1/2 Pepper... 84 1/2 Sage... 84 1/2 SAL SODA. Kegs... 1 1/2 Granulated, boxes... 1 1/2 SEEDS. Anise... @12 1/2 Canary, Smyrna... 6 Caraway... 8 Cardamon, Malabar... 90 Hemp, Russian... 4 1/2 Mixed Bird... 4 1/2 Mustard, white... 6 Poppy... 9 Rape... 6 Cuttle bone... 30 STARCH. Corn... 6 20-lb. boxes... 5 1/2 40-lb. " " " " 5 1/2 Gloss. 1-lb. packages... 5 1/2 3-lb. " " " " 5 1/2 6-lb. " " " " 6 40 and 50 lb. boxes... 4 1/2 Barrels... 4 1/2 SNUFF. Scotch, in bladders... 37 Macaboy, in jars... 35 French Rappee, in jars... 43 SODA. Boxes... 5 1/2 Kegs, English... 4 1/2 SALT. 100 3-lb. sacks... @2 25 60 5-lb. " " " " 2 00 28 10-lb. sacks... 1 85 30 14-lb. " " " " 2 25 24 3-lb. cases... 1 50 56 lb. dairy in linen bags... 32 28 lb. " drill " " 18 Warsaw. 56 lb. dairy in drill bags... 32 28 lb. " " " " 18 Ashton. 56 lb. dairy in linen sacks... 75 Higgins. 56 lb. dairy in linen sacks... 75 Solar Rock. 56 lb. sacks... 27 Common Fine. Saginaw... 80 Manistee... 85 SALERATUS. Packed 60 lbs. in box... 83 30 Church's... 3 15 DeLand's... 3 30 Dwight's... 3 30 Taylor's... 3 00 SOAP. LAUNDRY. Allen B. Wrisley's Brands... 3 20 Old Country, 80 1-lb... 3 20 Good Cheer, 60 1-lb... 3 60 White Bora, 100 1/2-lb... 3 90 Proctor & Gamble... 2 80 Concord... 6 75 Ivory, 10 oz... 4 00 Lenox... 3 85 Mottled German... 3 15 Town Talk... 3 00 SCOURING AND POLISHING. Sapallo, kitchen, 3 doz... 2 50 " hand, 3 doz... 2 50 SUGAR. Cut Leaf... @ 6 Cubes... @ 5 1/2 Powdered XXXX... @ 5 1/2 Standard... @ 5 1/2 Granulated, medium... 5.31 @ 5 1/2 " fine... 5.31 @ 5 1/2 Confectioners' A... 5.18 @ 5 1/2 Soft A... @ 4.94 White Extra C... @ 4 1/2 Extra C... @ 4 1/2 Golden... 4 1/2 @ 4 1/2 Yellow... @ 3 1/2 Less than bbls. 1/4c advance
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TEAS.

JAPAN—Regular.	
Fair.....	@17
Good.....	@20
Choice.....	@24
Choicest.....	@34
Dust.....	@12

SUN CURED.

Fair.....	@17
Good.....	@20
Choice.....	@24
Choicest.....	@34
Dust.....	@12

BASKET FIRED.

Fair.....	@18
Choice.....	@20
Choicest.....	@35
Extra choice, wire leaf.....	@40

GUNPOWDER.

Common to fair.....	@25
Extra fine to finest.....	@55
Choicest fancy.....	@75
COOLONG.....	@26

Common to fair.....	@23
IMPERIAL.....	@30
Common to fair.....	@23
Superior to fine.....	@35

YOUNG HYSON.

Common to fair.....	@18
Superior to fine.....	@30

ENGLISH BREAKFAST.

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

TOBACCOS.

Fine Cut.

Pails 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

Scott's Brands.

Kylo.....	22
Hawatha.....	38
Valley City.....	34

Finzer's Brands.

Old Honesty.....	40
Jolly Tar.....	32

Middleton's Brands.	
Here It Is.....	28
Old Style.....	31
Jas. G. Butler & Co.'s Brands.	
Something Good.....	38
Toss Up.....	26
Out of Sight.....	25

HIDES, PELTS and FURS

Perkins & Hess pay as follows, prices nominal:	
HIDES.	

Green.....	2 1/2 @ 3 1/2
Part Cured.....	@ 2
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 1/2 off.....	

Shearlings.....	10 @ 25
Lambs.....	25 @ 90
WOOL.	
Washed.....	20 @ 23
Unwashed.....	10 @ 20

MISCELLANEOUS.	
Tallow.....	3 1/2 @ 3 1/2
Grease butter.....	1 @ 2
Switches.....	1 1/2 @ 2
Ginseng.....	2 @ 22 65

GRAINS and FEEDSTUFFS

WHEAT.	
No. 1 White (58 lb. test)	69
No. 1 Red (60 lb. test)	69

MEAL.	
Bolted.....	1 40
Granulated.....	1 70

FLOUR.	
Straight, in sacks.....	4 20
" " barrels.....	4 40
Patent " sacks.....	5 20
" " barrels.....	5 40
Graham " sacks.....	2 00
Rye " ".....	2 30

MILLSTUFFS.	
Bran.....	Car lots quantity
Screenings.....	\$14 00 \$15 00
Middlings.....	15 00 16 50
Mixed Feed.....	20 50 21 00
Coarse meal.....	20 50 21 00

CORN.	
Car lots.....	52
Less than car lots.....	54

OATS.	
Car lots.....	33
Less than car lots.....	40
New oats, 2c less.....	

HAY.	
No. 1 Timothy, car lots.....	10 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
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.....	@ 37
Anchor.....	@ 35
Standards.....	@ 32

SHELL GOODS.	
Oysters, per 100.....	25 @ 1 50
Clams.....	1 00 @ 1 25

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

Eocene.....	8 1/2
Water White, old test.....	@ 8
W. W. Headlight, 15c.....	7
Water White.....	@ 6 1/2
Naptha.....	@ 7
Stove Gasoline.....	@ 6 1/2
Cylinder.....	27 @ 36
Engine.....	13 @ 21
Black, 25 to 30 deg.....	@ 7 1/2

FRESH MEATS.	
Swift & Company quote as follows:	

Beef, carcass.....	5 @ 6
" hind quarters.....	6 @ 6 1/2
" fore.....	3 @ 3 1/2
" loins, No. 3.....	9 @ 9 1/2
" ribs.....	7 @ 8
" rounds.....	5 @ 5 1/2
Bologna.....	@ 4 1/2
Pork loins.....	@ 4 1/2
" shoulders.....	@ 7
Sausage, blood or head.....	@ 4 1/2
" liver.....	@ 4 1/2
" Frankfort.....	@ 7
Mutton.....	7 @ 8
Veal.....	6 @ 7

POULTRY.	
Local dealers pay as follows:	

DRESSED.	
Fowl.....	8 @ 9
Turkeys.....	@ 12
Ducks.....	@ 12
LIVE.	
Chickens.....	10 @ 11
Fowls.....	7 @ 8
Turkeys.....	11 @ 12
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.



F. J. DETTENTHALER

JOBBER OF

OYSTERS

SALT FISH

POULTRY & GAME



Mail Orders Receive Prompt Attention.

See quotations in another column

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED.

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.

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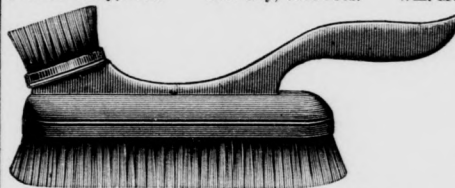
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SOCIETIES
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The Largest Assortment of Ribbons and Trimmings in the State.

THE TRADESMAN CO.

Julius Berkey, Pres. S. S. Gay, Vice-Pres. Wm. McBain, Sec'y. J. D. M. Shirts, Treas.



Grand Rapids Brush Co.,

Manufacturers of

BRUSHES.

GRAND RAPIDS, MICH.

Our goods are sold by all Michigan Jobbing Houses.

HAVE AN ORIGINAL DESIGN

Printed on your Commercial Stationery. It don't cost much.

Write to THE TRADESMAN COMPANY, They Do It.

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.

DR. SOETBEER'S MONETARY SCHEME

Three weeks ago I commented briefly upon a synopsis transmitted by cable of a scheme proposed by the learned Dr. Adolph Soetbeer, of Vienna, for increasing the use of silver as money by substituting coins of that metal in the place of the gold coins now in circulation below the value of two dollars each. I pointed out that no gold coins smaller than the French ten franc piece, worth about two dollars, were in use anywhere in Europe, and expressed my inability to comprehend what Dr. Soetbeer was aiming at. Since then I have learned from foreign newspapers and from a copy of Dr. Soetbeer's own "Memorandum" that the cable synopsis of his plan was incorrect in putting the minimum he proposes for gold coins at 2.8 grammes, whereas it is 5.8 grammes, or nearly double the amount. The first effect of the measure, if adopted, would, therefore, be to retire all the ten franc, ten mark, half sovereign and \$2.50 gold pieces now outstanding, leaving only the pieces of twice their value and upward. Dr. Soetbeer would also have all the existing silver coins above the value of twenty or twenty-five cents called in and melted up, and their place supplied by new ones coined upon the ratio of 20 to 1. With commendable candor he acknowledges that the idea underlying his scheme is not original with him, but was suggested in 1881 by Bank Director Moritz Levy, the Danish delegate to the Paris Monetary Conference of that year, in a paper prepared by him for the Conference, and that it was again put forth the following year by Herr Decand, President of the Imperial Bank of Germany, in an article published anonymously in a German newspaper.

The new silver coins with which Dr. Soetbeer proposes to fill the vacuum created by the withdrawal of the present small gold and the old silver coins, he would have coined, as I have said, at the new ratio of 20 to 1 instead of the present ratios of 15½ to 1 in Europe and 16 to 1 in this country. He would have them made a legal tender among individuals and private corporations up to three times the value of the smallest gold coin permitted under the new system, but receivable to an unlimited amount by the Government. In order to avoid the necessity of carrying them around in bulky and heavy quantities, he suggests the issue of certificates representing them in denominations of not less than the half of the value of the smallest permitted gold coin, and possessing the same legal tender quality as the actual silver coin. The current small change he would not disturb.

Dr. Soetbeer frankly concedes at the outset that bimetalism is dead, and a part of his scheme is the establishment of a common unit of gold as the standard of money value. He even says that no European Government would join in a conference called for no other purpose than to consider bimetalism. Fortunately President Harrison, in convening the Monetary Conference, shortly to be held, has suggested the new topic simply of increasing the use of silver as money, and this topic Dr. Soetbeer expects to be respectfully considered. The leaders of both political parties in Great Britain have pronounced against bimetalism. Germany is equally opposed to it. Austria has just adopted the single gold standard, the Latin Union has long ago abandoned silver in practice, though not

in theory, and the recent defeat of free silver coinage in our Congress shows that this country, too, will adhere to gold. All that is possible is to prevent silver from being still more depreciated than it now is, and it is to aid in accomplishing this result that Dr. Soetbeer has prepared his "Memorandum."

Should his scheme be adopted by the leading nations of Europe and by the United States, Dr. Soetbeer computes that it would result in adding to the bank reserves of the commercial world 600,000 kilogrammes of gold, worth about \$400,000,000, and in the employment in its place as currency of a corresponding quantity of silver, which, at the proposed new ratio of 20 to 1, would be about 400,000,000 ounces. By thus increasing the gold reserves of the banks and simultaneously decreasing the surplus stock of silver pouring on the market, the relative value of silver to gold, he thinks, would be increased, or at least, that the evils resulting from its further depreciation would be prevented. That he has no hope of restoring it to its ancient position is plain from his suggestion that the new ratio he established at 20 of silver to 1 of gold, and even this he is willing to have reduced.

An obvious objection to the plan, and one to which I find no answer in Dr. Soetbeer's "Memorandum," is that the effect it would produce would be only temporary. When once the existing stock of small gold coins had been gathered in and stored away in bank vaults no more would remain to be drawn upon, and when once the channels of circulation had been filled by the proposed new silver coinage and silver certificates, this means for the employment of the surplus silver mined would be exhausted, and the downward course of the value of the metal would recommence. This being so, I fail to see the inducement to take the immense trouble required; first, to win over the Governments whose co-operation is essential to the success of the scheme; and, then, to execute it in detail. As Samuel Weller's boy said of learning the alphabet: It is hardly worth while to go through so much to get so little.

Even if the decline in silver could be arrested permanently by Dr. Soetbeer's plan, or by any other, and the value of the metal, as compared with gold, were fixed at somewhere near 20 to 1, or 24 to 1, or whatever might be decided on, the result would fail to content those whose interests demand the restoration of the old order of things. The outcry in behalf of silver money comes chiefly from the Western and Southwestern citizens of this country who want a cheap dollar with which to pay their debts, and from the British residents in India, and owners of property there, whose incomes have been diminished by the decline in the rupee. If the gold standard is still to be maintained in Europe and in the United States and the ratio of silver reduced to 20 to 1, as Dr. Soetbeer proposes, these people will still be dissatisfied.

It will be said, probably by Dr. Soetbeer and by the other advocates of the use of silver money, that gold alone does not furnish enough currency, and that it must therefore be supplemented by silver in order to avoid the evils of a money stringency. The prices of commodities being regulated by the volume of currency in circulation, they are low when

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new.	12 25
Short cut	14 50
Extra clear pig, short cut.	15 50
Extra clear, heavy.	15 50
Clear, fat back.	15 50
Boston clear, short cut.	15 50
Clear back, short cut.	15 50
Standard clear, short cut, best.	15 50
SAUSAGE—Fresh and Smoked.	
Pork Sausage.	7½
Ham Sausage.	9
Tongue Sausage.	9
Frankfort Sausage.	7½
Blood Sausage.	5
Bologna, straight.	5
Bologna, thick.	5
Head Cheese.	5

		LARD.		Com-
	Kettle			pound.
	Rendered.	Granger.	Family.	
Terces	8¾	8¾	6½	6
50 lb. Tins...	9	8½	6¾	6¾
30 lb. Pails..	9½	8¾	7	6¾
10 lb. " ..	9½	9	7¼	6½
5 lb. " ..	9½	9½	7¾	7
3 lb. " ..	9¾		7½	7½

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	6 50
Extra Mess, Chicago packing.	6 50
Boneless, rump butts.	9 50
SMOKED MEATS—Canvassed or Plain.	
Hams, average 20 lbs.	12
" " 16 lbs.	12½
" " 12 to 14 lbs.	12½
" picnic	8
" best boneless	8½
Shoulders	8½
Breakfast Bacon, boneless	10½
Dried beef, ham prices.	9
Long Cuts, heavy	9
Briskets, medium	9
" light	9

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Cases.	Bbls. Pails.
Standard, per lb.	6½ 7½
" H. H.	6½ 7½
" Twist	6½ 7½
Boston Cream	8½
Cut Loaf.	8½
Extra H. H.	8½

MIXED CANDY.	
Bbls.	Pails.
Standard.	7
Leader.	7
Royal.	7½
Nobby.	8
English Rock.	8
Conserves.	8
Broken Taffy.	8
Peanut Squares.	8
French Creams.	10
Valley Creams.	10
Midget, 30 lb. baskets.	13
Modern, 10 lb.	8

FANCY—In bulk	
Pails.	
Lozenges, plain	10
" printed	11
Chocolate Drops.	11½
Chocolate Monumentals.	13
Gum Drops.	5½
Moss Drops.	8
Sour Drops.	8½
Imperial.	10
FANCY—In 5 lb. boxes.	
Per Box	
Lemon Drops.	55
Sour Drops.	55
Peppermint Drops.	60
Chocolate Drops.	65
H. M. Chocolate Drops.	65
Gum Drops.	40
Licorice Drops.	1 00
A. B. Licorice Drops.	1 00
Lozenges, plain.	60
" printed.	65
Imperial.	60
Mottos.	70
Cream Bar.	55
Molasses Bar.	55
Hard Made Creams.	85
Plain Creams.	80
Decorated Creams.	1 00
String Rock.	65
Burnt Almonds.	1 00
Wintergreen Berries.	60

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

BANANAS.	
Small.	1 50
Medium.	1 75
Large.	2 00

ORANGES.	
Californias, 96	@
" 125	@
" 150	@
Messinas, choice 200.	@
" 160.	@

LEMONS.	
Messina, choice, 360.	@7 00
" fancy, 360.	@
" choice 300.	@7 50
" fancy 360 Majoris.	@

OTHER FOREIGN FRUITS.	
Figs, fancy layers, 6 lb.	@13
" " 10 lb.	@14
" extra 14 lb.	@
" 20 lb.	@
Dates, Fard, 10 lb. box.	@ 8½
" " 50 lb. box.	@ 6½
" Persian, 50 lb. box.	@ 5

NUTS.	
Almonds, Tarragona.	@19
" Ivaca.	@17
" California.	@18½
Brazils, new.	@10
Pilberts.	@11½

Walnuts, Grenoble.	@14½
" Marbot.	@
" Chili.	@10
Table Nuts, fancy.	@13½
" choice.	@12½
Pecans, Texas, H. P.	@14
Cocoanuts, full sacks.	@4 00
PEANUTS.	
Fancy, H. P., Suns.	@ 5½
" Roasted.	@ 7½
Fancy, H. P., Flags.	@ 5½
" Roasted.	@ 7½
Choice, H. P., Extras.	@ 4½
" Roasted.	@ 6½
California Walnuts.	@12½

Crockery & Glassware

FRUIT JARS.	
Pints.	6 75
Quarts.	7 00
Half Gallons.	9 00
Galls.	2 75
Rubbers.	40

LAMP BURNERS.	
No. 0 Sun.	45
No. 1 " "	50
No. 2 " "	75
Tubular.	75

LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun.	1 75
No. 1 " "	1 88
No. 2 " "	2 70

First quality.	
No. 0 Sun, crimp top.	2 25
No. 1 " " "	2 40
No. 2 " " "	3 40
XXX Flint.	
No. 0 Sun, crimp top.	2 60
No. 1 " " "	2 80
No. 2 " " "	3 80

Pearl top.	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 " " "	4 70
No. 2 Hinge, " " "	4 88
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 " " "	1 50
No. 1 crimp, per doz.	1 35
No. 2 " " "	1 60

LAMP WICKS.	
No. 0, per gross.	23
No. 1, " "	28
No. 2, " "	38
No. 3, " "	75
Mammoth, per doz.	75

STONEWARE—AKRON.	
Butter Crocks, 1 and 6 gal.	06½
Jugs, ¼ gal., per doz.	75
" 2 " " "	80
Milk Pans, ¼ gal., per doz.	1 60
" " ½ " " "	75
" " 1 " " "	78
" " 1 " " "	90

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.

that volume is scanty and high when it is full. Waiving the discussion of the question whether low prices are a curse and high prices a blessing, it is enough to say that the volume of a currency can be increased as well by the addition of paper money, the value of which is derived from its prompt redemption in gold on demand, as by silver coin which is maintained at par with gold only by being redeemable, like paper, in gold at the will of the holder. For example, we have in this country at this moment about \$800,000,000 of paper money in use in the shape of greenbacks, silver certificates, and coin notes issued for the purchase of silver bullion under the act of July, 1890. This mass of currency is redeemable either in silver or in gold at the pleasure of our Government. So far, the Government has redeemed it in gold on presentation, and, therefore, it is accepted as equal to gold. If the Government were to refuse thus to redeem it, it would sink at once to the level of its bullion value as silver, whatever that value might be. If, too, while the redemption in gold continued the whole mass of silver in the Government vaults were to vanish into smoke and blow away, leaving only the gold there, the value of the paper would remain unimpaired. It is the gold held by the Government and the faith that the Government will maintain gold payments that makes our paper money as good as gold, and not the silver in the Treasury.

What this country is doing any other civilized country can do likewise. Paper money redeemable on demand in gold is made no more valuable and adds no more to the volume of currency by being issued against silver than if it is issued on its own merits. The security apparently offered by the silver is illusory, since if an attempt were to be made to sell that silver in any large quantity for gold it would either produce a panic in the money market or else could not be sold at all. There is only so much gold in existence, and swapping 1,000,000 ounces of silver for, say 40,000 ounces of gold, would not increase the stock. For pocket money, silver coins may be more convenient than paper, but, then, nickel coins would answer the same purpose and cost much less.

The more the subject is considered and all the facts connected with it are taken into account, the plainer it becomes that the career of silver as a precious metal is approaching its end. The forces of both nature and of civilization are tending to this result. The world's annual production of silver has increased by over 50 per cent. within the last eight years, or from 80,000,000 ounces in 1884 to 128,000,000 in 1890 and a little more in 1891, and it goes on increasing. Every day the cost of producing it is cheapened and new supplies of it discovered. On the other hand, its place in the arts has been largely filled by nickel and aluminum and their alloys, and its manufacturing consumption is therefore reduced. How paper money has supplanted it in the currency is evident from the fact that tons upon tons of coined silver dollars lie stored away in our Treasury vaults because they are not wanted for use, and are not available, like gold, for the redemption of paper and for the payment of debts in foreign countries. Silver is going the way of sailing ships, canal boats, homespun cloth, hand-made nails and other old-fashioned contriv-

ances. Possibly, too, gold will suffer the same fate after a time, for it is by no means a perfect standard of value, and only keeps its pre-eminence because nothing more nearly perfect has been found to displace it. But at present we shall have to stick to gold in spite of its imperfection, and certainly we shall not surrender it for silver.

MATTHEW MARSHALL.

Value of the Registry System in Mail Matter.

From Business.

When business men remit money or have valuable documents to forward they frequently resort to the registration system offered by the Postoffice Department. Letters sent registered go in special pouches from one office to another and are duly recorded at different points, but the Government does not insure delivery, and the one who sends mail under these conditions simply has the advantage afforded by a little more system and a little more emphasis of the fact that the package is valuable and is being watched. Again, if a registered letter is lost there is a better chance of finding the person who is responsible for such loss, or perhaps the criminal who has abstracted its contents, simply because it was a marked and special piece of mail matter. The fact that the principal protection afforded by the system of registration is that due to the letter being made more prominent has suggested to certain writers the idea of securing the prominence for their letters without paying the fee. A postal thief seldom has a confederate. He works solitary and alone, suspicious of all around him. A partner in crime is not a safe partner to have. In case of stress the partner is very apt to turn State's evidence. The only safe plan, then, if anything can be safe under the circumstances named, is to proceed independently and alone. The postal thief, knowing the danger of his position, is always on guard to prevent detection. He is afraid of marked bills, of decoy letters, or in some other manner of being detected in his nefarious operations. A letter, therefore, reaching him plainly marked to the effect that it contains money is not likely to be opened, it may be argued, simply because the marks which indicate to him that money is in the letter have also indicated the same fact to others, and some of these others know that the letter is in his possession and therefore he thinks they may be watching him. This is a rather long introduction to the statement of a fact we occasionally encounter of late. We get subscription letters in which money is enclosed having across the face in red ink a memorandum of the amount, or the statement that there is money enclosed, in some instances accompanied by the signature and address of the sender. Such a letter going through the mails, it must be admitted, is very thoroughly marked, and would scarcely be abstracted by an experienced mail thief, for bold indeed would be the man who could put such a thing out of the way without feeling that there was an excellent chance of the marked package being inquired after in a way to make it uncomfortable for him.

Wants to Sell Peanuts.

Some enterprising individual has offered the world's fair authorities \$120,000 for the exclusive privilege of selling peanuts on the grounds. It is said that this is the highest cash offer made for any privilege, and the committee thought the bid so high that they refused to entertain it until they could satisfy themselves that it was a bona fide thing. At 5 cents a bag for his goobers this speculator would have to sell 2,400,000 bags before he could get his bonus money back. Even at 50 per cent. profit, which includes his expenses for hiring peanut purveyors and the necessary outlay for roasting appliances, he would need to dispose of 5,000,000 bags to start even, and at least double that amount in order to get a fair return for the risk taken. Assuming that 30,000,000 persons visit the grounds, he must expect one-third of them to patronize his industry.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

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



TIME TABLE

NOW IN EFFECT.

EASTWARD.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 82
Lv. Chicago.....	7:30pm	.....	.....	.....
Lv. Milwaukee.....	8:30pm	.....	.....	.....
G'd Rapids, Lv.....	6:50am	10:20am	3:25pm	12:05am
Ionian.....Ar.....	7:45am	11:25am	4:27pm	1:15am
St. Johns.....Ar.....	8:30am	12:17pm	5:20pm	2:14am
Owosso.....Ar.....	9:05am	1:20pm	6:05pm	3:05am
E. Saginaw.....Ar.....	10:45am	3:45pm	8:0pm	6:4am
Bay City.....Ar.....	11:30am	4:35pm	8:45pm	7:15am
Flint.....Ar.....	10:05am	3:45pm	7:05pm	5:40am
Pt. Huron.....Ar.....	12:05pm	6:00pm	8:50pm	7:30am
Pontiac.....Ar.....	10:53am	3:05pm	8:25pm	4:57am
Detroit.....Ar.....	11:50am	4:05pm	9:25pm	6:00am

WESTWARD.

Trains Leave	*No. 81	*No. 11	*No. 13	*No. 15
Lv. Detroit.....	10:45pm	6:50am	10:50am	4:05pm
G'd Rapids, Lv.....	7:05am	1:00pm	5:10pm	10:20pm
G'd Haven, Ar.....	8:35am	2:10pm	6:15pm	11:20pm
Milwaukee Str.....	.....	.....	6:30am	6:30am
Chicago Str.....	.....	.....	6:00am	.....

*Daily. †Daily except Sunday.
Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:00 p. m. and 10:00 p. m.
Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:15 p. m. and 11:55 p. m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.
Westward—No. 81 Wagner Parlor Buffet car. No. 15 Chair Car. No. 13 Wagner Sleeper.
JOHN W. LOUD, Traffic Manager.
BEN FLETCHER, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

HIRTH, KRAUSE & CO.,

JOBBERS OF



CHILDREN'S SHOES

Leather and Shoe Store Supplies.

12-14 LYON ST. GRAND RAPIDS

Geo. H. Reeder & Co.,

JOBBERS OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fountain St., Grand Rapids.

Grand Rapids & Indiana.

Schedule in effect July 3, 1892.

TRAINS GOING NORTH.

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

Train arriving from south at 6:50 a m. and departing north at 7:20 a m. daily; all other trains daily except Sunday.
TRAINS GOING SOUTH.
Arrive from Leavegoing
North. South.
For Cincinnati..... 6:20 a m 7:00 a m
For Fort Wayne and the East..... 11:50 a m 10:05 a m
For Cincinnati..... 5:20 p m 6:00 p m
For Saginaw..... 10:40 p m 11:20 p m
From Saginaw..... 11:50 a m
From Saginaw..... 10:40 p m
Train arriving from the north at 5:20 p m. and leaving south at 6:00 p m., also train leaving south at 11:20 p m. run daily; all other trains daily except Sunday.

SLEEPING & PARLOR CAR SERVICE.

NORTH
7:20 a m train.—Parlor chair car Grand Rapids to Traverse City and Grand Rapids to Petoskey and Mackinaw.
2:00 p m train has parlor car Grand Rapids to Petoskey and Mackinaw.
10:40 p m train.—Sleeping car Grand Rapids to Petoskey and Mackinaw.
SOUTH
7:00 a m train.—Parlor chair car Grand Rapids to Cincinnati.
10:05 a m train.—Wagner Parlor Car Grand Rapids to Chicago.
6:00 p m train.—Wagner Sleeping Car Grand Rapids to Cincinnati.
11:20 p m train.—Wagner Sleeping Car Grand Rapids to Chicago.

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

Lv Grand Rapids	10:05 a m	2:00 p m	11:20 p m
Arr Chicago	3:35 p m	9:00 p m	6:50 a m
10:05 a m train through Wagner Parlor Car.	.....	.....	.....
11:20 p m train daily, through Wagner Sleeping Car.	.....	.....	.....
Lv Chicago	7:05 a m	3:10 p m	10:10 p m
Arr Grand Rapids	1:50 p m	8:35 p m	6:50 a m
3:10 p m train through Wagner Parlor Car.	.....	.....	.....
10:10 p m train daily, through Wagner Sleeping Car.	.....	.....	.....

Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive.
6:55 a m 10:00 a m
11:25 a m 4:40 p m
5:30 p m 9:05 p m

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

CHICAGO

JUNE 17, 1892.

AND WEST MICHIGAN R.V.

GOING TO CHICAGO.

Lv. GR'D RAPIDS.....	9:05am	1:35pm	*11:35pm
Ar. CHICAGO.....	3:35pm	6:45pm	*7:05am

RETURNING FROM CHICAGO.

Lv. CHICAGO.....	7:05am	5:25pm	*11:15pm
Ar. GR'D RAPIDS.....	3:35pm	10:35pm	*7:05am

GRAND RAPIDS AND CHICAGO.

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

TO AND FROM BENTON HARBOR, ST JOSEPH AND INDIANAPOLIS.
Lv. G. R..... 9:05am 1:35pm 5:30pm *11:35pm
Ar. G. R..... *6:10am 1:45pm 5:20pm 10:35pm

TO AND FROM MUSKEGON.
Lv. G. R..... 8:40am 5:40pm
Ar. G. R..... 10:45am 1:45pm 5:20pm

THRUVERSE CITY, CHARLEVOIX & PETOSKEY.
Lv. G. R..... *7:30am 2:10pm 5:35pm 11:15pm
Ar. T. C..... 12:15pm 6:45pm 10:55pm 4:40am
Ar. Ch'leix..... *2:25pm 8:30pm 7:00am
Ar. Pet'y..... *2:55pm 9:30pm 7:40am
Ar. B. V. W..... *3:10pm 9:25pm 7:40am

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

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

SUNDAY TRAIN.
Lv G R..... 10:00 am Lv Ottawa Beach 6:30 pm

THROUGH CAR SERVICE.
Wagner Parlor Cars Leave Grand Rapids 1:35 pm, leave Chicago 7:05 am, 5:25 pm; leave Grand Rapids 4:30 am, 12:10 pm; leave Bay View 6:10 am, *1:45 pm.

Wagner Sleepers—Leave Grand Rapids *11:35 pm; leave Chicago *11:15 pm; leave Bay View *10:15 pm; leave Grand Rapids *11:35 pm; leave Indianapolis via Big Four 7:00 pm.
*Every day. †Except Saturday. ‡Except Monday. Other trains week days only.

DETROIT,

JUNE 26, 1892.

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. G. R.....	7:20am	*2:00pm	5:40pm	*11:00pm
Ar. DET.....	11:40am	*5:50pm	10:35pm	*7:00am

RETURNING FROM DETROIT.

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G. R 7:30am 4:15pm Ar. G. R. 11:50am 10:40pm
TO LOWELL VIA LOWELL & HASTINGS R. R.
Lv. Grand Rapids..... 7:30am 2:00pm 5:40pm
Ar. from Lowell..... 12:45pm 5:25pm 7:00am

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

What to Do in Case of Loss by Fire.

In all cases where a loss has been sustained by fire it is the duty of the assured to notify the company or its agent of the fact. There is no specified form required in giving such notice, and all that is necessary is to inform the company or its agents, by letter or otherwise, that the property insured by it has been destroyed or damaged by fire upon a certain date, and the more formal proof of loss should follow as soon thereafter as reasonable diligence will admit. Blank forms for this purpose, in all cases, are furnished by the agents or adjusters. It is customary, however, when a company is duly informed of a loss, to send an adjuster or special agent of the company to examine the property and confer with the assured, and to determine, if possible, the amount of such damage, and if the assured and the adjuster can mutually agree upon the amount of damage sustained. No further proceedings are necessary, except to make out a proof of loss in due form, and the amount agreed upon becomes a debt, due in sixty days from the date thereof, and no action at law can be commenced for its payment until the sixty days have expired. In estimating the damage in this manner it often happens that an honest difference of opinion may arise between the adjuster and the assured as to the actual amount of damage sustained. Such cases more frequently arise where the loss is only partial, and the property may be repaired or otherwise restored to its original value for a sum less than the amount specified in the policy. For instance, in the case of machinery, the damage may arise almost entirely from

water, and all that is required to restore it to its original value is to clean it up and repolish such parts as may be rusted. In some cases it may be necessary to remove it to a machine shop for this purpose, and perhaps some parts may be broken by the falling of timbers or other bodies upon them, and the expense of not only cleaning, but also restoring those broken parts constitute the damage, and neither the assured or the adjuster are, as a rule, as competent to correctly estimate such damages as a practical machinist. In all such cases the law protects the assured as well as the insurer, and in all insurance policies the following clause will be found: "In case a difference shall arise touching any loss or damage, after proof thereof has been received in due form, the matter shall, at the written request of either party, be submitted to arbitrators, indifferently chosen, whose award, in writing, shall be binding on the parties as to the amount of such loss or damage, but shall not decide the liability of the company under this policy." It will be seen that this clause limits the power of the arbitrators strictly to the amount of the loss or damage, without any reference to the merits of the case whatever. It has been held by some authorities that the foregoing clause does not take away the jurisdiction of the courts of law in having cognizance of the matter, and would not be a bar to an action on the policy to recover the loss, but where an agreement is mutually entered into by both parties to submit the same to arbitration, it is very doubtful whether it would not be a bar to such action, at least while the arbitration is pending, but where arbitra-

tion has been had and the award agreed upon, there is no question but such award would be a bar to all farther action under the policy, and the amount of damages awarded by the appraisers would in all cases be final, unless it could be made to appear that there was fraud or collusion on the part of the appraisers, with an intent to defraud. In such cases application may be made by either party to the court by a bill in equity to set the appraisal aside. It is customary in all cases where arbitration is mutually agreed upon for each party to select a man to act for him, and the names of these parties are mentioned in the agreement, and that both parties mutually agree to submit the case to them and abide by their award.

It is quite reasonable to expect that the parties so selected would be experts and well acquainted with the value of the property destroyed or damaged. The contract also provides that the men so chosen must be disinterested, so far as any pecuniary interest is concerned, either as partners, relatives or creditors, and the oath which each takes before entering upon his duties as appraiser not only includes the foregoing qualifications, but they also swear that they will make a fair and honest appraisal of the loss or damage by fire, and render a full schedule of such property, giving its sound value before the fire and the amount of damage to each article mentioned in said schedule.

The contract also provides (unless waived by the mutual consent of all parties for the present) that before the appraisers enter upon their duties that they shall agree upon a third man to act

as umpire between them in cases of disagreement only, and should the appraisers fail to agree upon the amount of damage sustained by any article or its cash value before the fire, in case of total loss, it must be referred to him, and his decision between them is final and, according to the conditions of the agreement, the award, when signed by them or any two of them, is binding upon both parties.

Notwithstanding all that has been said against insurance companies and their adjusters, there is certainly no more fair and equitable a manner in which such cases may be disposed of. The talk about insurance companies having in their employ a class of men who act as appraisers and whose business it is to beat the assured is all nonsense. There is no doubt but the companies select the most competent men they can find to act as appraisers—men who are experts in the line of goods to be appraised—but it by no means follows that because the man selected by them to act in their behalf is an expert that he is a rascal, and, besides, the assured has the same opportunity of selecting an expert also, and no matter how well he may be posted as to the value of the property damaged or destroyed, the fact of his being an expert does not constitute him a rascal in either case or by any means.

The duties of the appraisers are to make a fair and just estimate of the loss and damage sustained, and in nine cases out of every ten the award is sufficient to cover the loss, provided it is within the amount specified in the policy, and if the appraisers do sometimes err in their judgment, it is just as liable to be in favor of the assured as the insurer.

C. R. TOMPKINS.

SWARTOUT & DOWNS,

JOBBER OF

NOTIONS AND FURNISHING GOODS.

41 So. Division St.,
Grand Rapids, Mich.

We are making special arrangements to show a complete assortment of everything in our line, for the benefit of those who will attend the fairs here next week, and to that end we solicit the inspection of the trade.

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,

-- 18C. --

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.

MICHIGAN BARK & LUMBER CO.,



Successors to

N. B. Clark & Co.

18 and 19 Widdicombe Building.

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

HERCULES POWDER



SEND
FOR
DESCRIPTIVE
PAMPHLET.



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

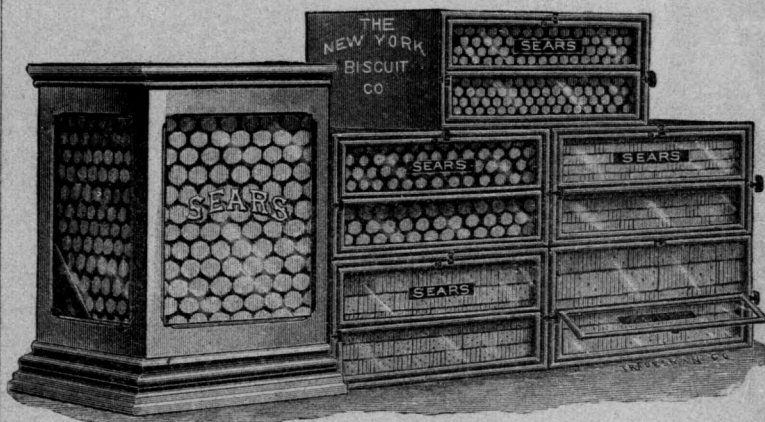
Western Michigan.

WRITE FOR PRICES

FOSTER & STEVENS & CO.

Cracker Chests.

Glass Covers for Biscuits.



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

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.

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

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.

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.

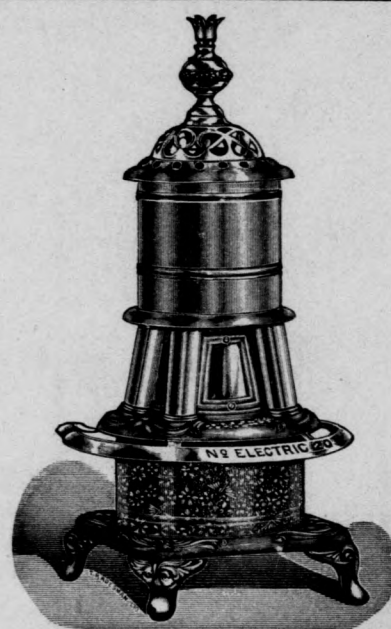
OUR FAMOUS QUICK SELLING SPECIALTIES.



Lamp Retails 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.

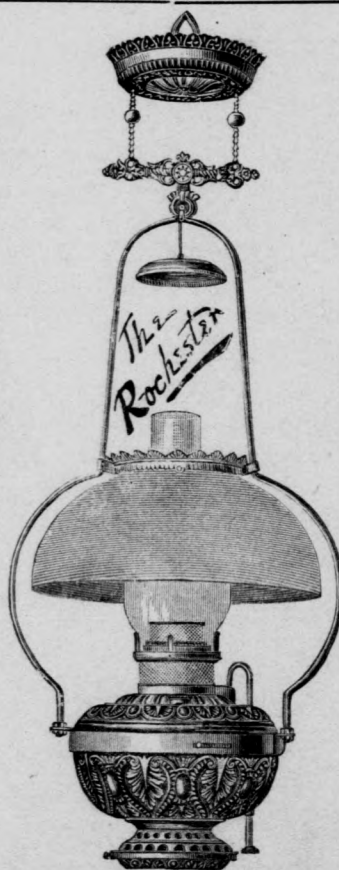


No. 20 Electric Oil Heating Stoves. Greatly improved for this season, shown with full nickel trimmings, new and simple wick lift, and is the only stove on the market that can be operated with entire freedom from smoke or odor. We are the exclusive agents for Western Michigan and can offer best factory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



Retail Price, \$2.37. With decorated, 14 inch Dome 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.