

# Michigan Tradesman.

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GRAND RAPIDS, OCTOBER 5, 1892.

NO. 472

MUSKEGON BRANCH UNITED STATES BAKING CO.,  
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**MUSKEGON CRACKER CO.,**  
 HARRY FOX, Manager.  
**Crackers, Biscuits and Sweet Goods.**  
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 SPECIAL ATTENTION PAID TO MAIL ORDERS.



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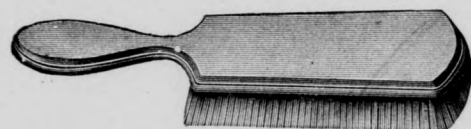
## BEANS

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

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Grand Rapids Brush Co.,  
 Manufacturers of  
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Our goods are sold by all Michigan Jobbing Houses.

WRITE FOR PRICES ON

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**AMERICAN**  
 Wisconsin, Ohio and Michigan make,  
**IMPORTED**

Limburger, Swiss, Fromage de Brie, D'Isigny, Camembert, Neufchatel and Caprera. Also our XXXX Orchard.

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NO BRAND OF TEN CENT

## CIGARS

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

Our Fall Lines of

## Oil Cloths, Carpets and Curtains

Now ready. Write for prices.

SMITH & SANFORD, 68 Monroe St.

J. L. Strelitsky,

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

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

Jobber of

## Bigars

10 So. Ionia St., Grand Rapids.

## The Green Seal Cigar

Is the Most Desirable for Merchants to Handle because

It is Staple and will fit any Purchaser.

Retails for 10 cents, 3 for 25 cents.

Send Your Wholesaler an Order.

Don't Forget when ordering

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

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

Special pains taken with fruit orders.

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Mail Orders Receive Prompt Attention.

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Foreign and Domestic Fruits and Vegetables.  
 Oranges, Bananas and Early Vegetables a Specialty.

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Spices and Baking Powder, and Jobbers of  
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Grand Rapids, Mich.

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SALT FISH

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Mail Orders Receive Prompt Attention.

See quotations in another column

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED

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Illuminating and Lubricating

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EMPTY CARBON & GASOLINE BARRELS.

RINDGE, KALMBACH & CO.,

12, 14, & 16 PEARL ST.

Fall Season 1892.

GIVE US A CALL AND SEE OUR COMPLETE STOCK.

FACTORY GOODS. *If you want the best wearing qualities, we make them.*

JOBGING GOODS. *We carry a full line and can show you all the novelties of the season at prices we know will be satisfactory.*

WARM GOODS. *We never had so nice a line of shoes, slippers and buskins, also felt boots and socks.*

RUBBER GOODS. *We sell the best, the Boston Rubber Shoe Co.'s. Satisfaction guaranteed.*

Heyman & Company,

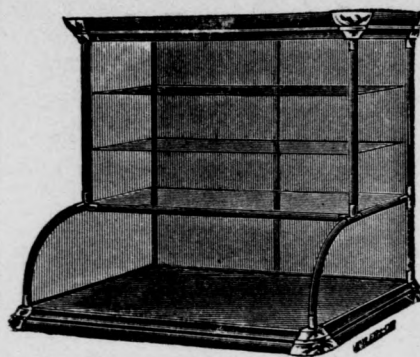
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First-Class Work Only.

Of Every Description.

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Sapolio?

The Public!

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

Any Jobber will be Glad to Fill Your Orders.

LEMON & WHEELER COMPANY,

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Wholesale Grocers

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New Prints

Received in all the Best Well Known Brands.

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

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

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

Correspondence receives our Personal Attention.

P. STEKETEE & SON.

# MICHIGAN TRADESMAN.

VOL. 10.

GRAND RAPIDS, WEDNESDAY, OCTOBER 5, 1892.

NO. 472

**THE Grand Rapids FIRE INS. CO.**  
**PROMPT, CONSERVATIVE, SAFE.**  
 T. STEWART WHITE, Pres't.  
 W. FRED McBAIN, Sec'y.

**OYSTERS!**  
**Solid Brand Cans.**

Selects	28
Standards	20
E. F.	22

**Daisy Brand.**

Selects	26
Standards	18
Favorites	16

**Mrs. Withey's Home-Made Mince Meat.**

Large bbls.	6
40 lb pails	6 1/2
10 lb	7
1/2 bbls	6 3/4
20 lb pails	6 3/4
2 lb cans, usual weight, per doz.	\$1 50
4 lb "	3 50

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

The above prices are made low to bid for trade. Let your orders come.  
**EDWIN FALLAS,**  
 Prop'r of Valley City Cold Storage  
 215-217 Livingston St., Grand Rapids.

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**R. G. Dun & Co.**  
 Reference Books issued quarterly. Collections attended to throughout United States and Canada

OUR NEW LINE OF  
**Tablets,**  
**Fall Specialties**  
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**Etc.,**

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 OF OUR FIRM.  
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**MR. CHAS. E. WATSON,**  
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**EATON, LYON & CO.**  
**COMMERCIAL CREDIT CO.**  
 65 MONROE ST.  
 Formed by the consolidation of the  
**COOPER COMMERCIAL AGENCY,**  
 AND THE  
**UNION CREDIT CO.,**  
 And embodying all the good features of both agencies.  
 Commercial reports and current collections receive prompt and careful attention. Your patronage respectfully solicited.  
 Telephones 166 and 1030.  
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**BARLOW BRO'S** BUILD BLANK BOOKS  
 WITH THE PHILA. PAT. FLAT OPENING BACK  
 SEND FOR PRICES GRAND RAPIDS, MICH.

**S. A. MORMAN,**  
 WHOLESALE  
 Potoskey, Marble-head and Ohio **LIME,**  
 Akron, Buffalo and Louisville  
**CEMENTS,**  
 Stucco and Hair, Sewer Pipe,  
**FIRE BRICK AND CLAY.**  
 Write for Prices.  
 10 LYON ST., - GRAND RAPIDS.

DO NOT FAIL TO VISIT  
**BELKNAP, BAKER & CO'S**  
 Exclusive Carriage Repository  
 AND INSPECT THEIR LINE OF  
**Carriages,**  
**Surreys,**  
**Phaetons,**  
**Buggies.**  
 5 & 7 N. IONIA ST.,  
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**The Bradstreet Mercantile Agency.**  
 The Bradstreet Company, Props.  
 Executive Offices, 279, 281, 283 Broadway, N.Y.  
**CHARLES F. CLARK, Pres.**  
 Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.  
 Grand Rapids Office, Room 4, Widdiomb Bldg.  
**HENRY ROYCE, Supt.**

**FRANK H. WHITE,**  
 Manufacturer's Agent and Jobber of  
**Brooms, Washboards, Wooden**  
**AND**  
**Indurated Pails & Tubs,**  
 Wooden Bowls, Clothespins and Rolling Pins, Step Ladders, Washing Machines, Market, Bushel and Delivery Baskets, Building Paper, Wrapping Paper, Sacks, Twine and Stationery.  
 Manufacturers in lines allied to above, wishing to be represented in this market are requested to communicate with me.  
 125 COURT ST.,  
**GRAND RAPIDS, MICH.**

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



**JOHNSON'S FORTUNE.**  
 "I've done my best, mother," Farmer Hobbs said, coming in hot and tired from the hay-field. "That there dratted machine won't work, and ef I am to save my hay, I'll have to take that intrust money and buy a new machine."  
 "I think you'd better not, father," Mrs. Hobbs answered, in mild alarm. "I don't know where you're goin' to get any more, and Johnson is powerful clost about gettin' the money on time. I'd be afeard to let it run over a minute."

"Well, but, Lucindy, the hay's wuth more'n the intrust, and you know they's no takin' the stock through the winter without it. The cattle might kinder rub along, but the horses is jist plum obleeged to have their timothy, and my timothy is as fine a piece as you ever sot eyes on."  
 "Suppose you try again," Mrs. Hobbs suggested, helping her husband to a luscious quarter of raspberry pie. "I'll go out with you and help onchoke her, and we'll use plenty of ile, and mebbe you can rub through jest this oncet."  
 "Well, I'll try, Lucindy; I hain't no hopes, but I would like to save that intrust money."

Mrs. Hobbs stayed in the field till five o'clock, and the hay was cut with few delays. The girls brought out the supper, which was eaten with much relish in the hayfield. The horses being watered and fed, the work went on by the big harvest moon, and at ten o'clock the hay from the "big medder" was in the stacks.  
 A few days after, Jim Johnson came out to see if the interest money was ready. He tied his horse under a tree and started through the meadow to see Mr. Hobbs, who was fencing his ricks at the other side.

"Moses and the bullrushes! What's that?" he asked, gazing at glinty blue reflections floating on pools of water standing everywhere, for it had rained heavily the night before. "Oil, and no mistake!" he went on, after dipping his finger into a puddle and testing it carefully with his nose.

It was only the day before that the papers had contained an account of some new oil-fields found not above twenty miles away; an old partner of Jim had been the first to invest, and was, consequently, fabulously rich.

Johnson carefully rubbed his finger on his pocket handkerchief, stowed the latter in a deep pocket and hastened across the field, his face pale and his eyes glittering very unpleasantly. He tried to greet the farmer with his accustomed familiarity, but his words came by jerks and in gusts, and his throat became so dry that he could scarcely articulate.

"What's the matter? Hain't you well?" Mr. Hobbs asked, suspending his work to gaze curiously at his visitor. "You look taller-colored as the dead, an' your eyes is like burnt holes in a blanket."  
 "No, thank you, not at all," Johnson replied at random. "I'm quite well, except husky sore throat—are you well? And the family?"  
 "Pretty fair—we've got a good deal of

health mixed up amongst us—you know they's twelve all told."  
 "Yes, a large, interesting family—want to sell the farm?"

He tried to make the question less eager, but he could not quiet the tremor in his voice, and he was in mortal dread lest Mr. Hobbs should have some reason to cross the field and see the oil, when his "cake would be dough," as he mentally expressed it.

"No," Mr. Hobbs replied, shortly, and went on with his work.  
 "I'll give you a good price for it—I want it for a combination shoe factory. Set a figger."

"Well, twelve thousand—a thousand apiece," said Mr. Hobbs, jokingly; the farm was not worth more than a third of that sum.

"I'll take it," with a gasp. "Here's fifty to bind the bargain, and I'll fill out a check for the balance right here."

He did so, and handed the paper to Mr. Hobbs, who kept his countenance and received it with perfect gravity. Privately he was convinced that Johnson was crazy.

"Come to the house and sign the contract for the deed."  
 "All right."

Mr. and Mrs. Hobbs accompanied Johnson to town, and were thunderstruck when they learned that the sale was real, and that they had twelve thousand dollars in the bank.

"Sense that Johnson hain't crazy," Hobbs began as soon as he was clear of the town, "why, they's somethin' in the wind. It may be a shoe factory, but I don't believe it. I wonder ef they've found gold?"

"It don't make no sort o' deference to us, father," Mrs. Hobbs answered. She was afraid that her husband would take alarm and want to "rue back," as she expressed it. "No, it don't make a grain o' deference to us, an' we've got enough for the place ef they find dimints. I never did like it, an' I don't keer how soon we git away. Let's buy back our six acres on the edge of Cloverdale. We can git it for three thousand, an' then you'll have nine thousand to put out at intrust."

"Yes, mother."  
 "And we kin git little Jim his cornet and send him off to be learnt to play."

"You kin do jist as you please, mother. I'm rich enough now, I reckon, to do as I like, and I hope I won't never want to do nothin' very bad."

"That's somethin' you never did do, father," dutifully replied his wife, "and I don't believe bein' rich is a-goin' to change you much. If it would I'd want somethin' to come along and take the money away from us, because it can't never pay to give up doin' good."

As soon as the transfer was made and the deed recorded, Johnson sent the following telegram to his whilom partner:

"Come on—bring all your loose cash—oil in abundance."

The cash was sent to buy adjoining farms on option of thirty days; the oil

man would come later on and bring an expert.

The farms were bargained for at ridiculously low figures, and then Johnson invited his friends out to see his "find."

"I tell you, boys," said he, as he rode up and tied his horse to the meadow fence, "the whole earth is jist a soakin' with it, and it's jist burstin' out of the ground. You see, this country has never had any oil taken out of it," he went on, glibly, "and as it is constantly generating, it has become so choke full that the ground can't hold it and it's compelled to come out. You'd be astonished to see how it is actually boiling up."

"It must be wasting if it is in that condition," some one remarked.

"What's a waste of a few millions o' barrels?" scornfully retorted Johnson. "There's enough left for me and my family and all my poor relations."

By this time others, having heard the news, had arrived at the farm, and quite a crowd had gathered when the partner with the expert drove up, followed by Mr. Hobbs.

"Just wait until you examine these blue patches," Johnson said to the two men after they had alighted from their buggy. "Now, tell me if you ever saw a surer indication of oil?"

The expert gave a glance over the field, took a quick survey of the conformation of the country, and opened his lips to speak; but, before he could articulate a word, Mr. Hobbs broke into the conversation with a remark that sent the cold chills down Johnson's spine.

"And is it them blue patches that indicate ile?" he asked, with a glance, half pitying, half contemptuous. "That's a fact, for I used mor'n two gallon on my ole mowin' machine, a-tryin' to git through the season without buyin' a new one."

"Let this be a lesson to you, sir," said Johnson's partner.

"All the lesson I git out of it," again put in Mr. Hobbs, "is that when you are a-cuttin' hay use plenty of ile."

"It's a—swindle!" Johnson broke out, livid with rage. "And I'll land you in the pen before this is over."

"Don't talk to me about swindling," Mr. Hobbs began, advancing upon Johnson, who retreated to his buggy. "Who was it swindled the Widow Robinson out of her property and drove her to commit suicide? Who was it that swindled the people out of their taxes and barely missed the pen? Who was it that swindled—"

Johnson gave his horse a lash with the whip and drove rapidly away.

"I didn't know nothin' about this ile business until this mornin'," Mr. Hobbs explained to the people present. "I knowed they was somethin' up, but I had no idy what it was, for I supposed every blamed fool in the country would know machine-ile on a medder after a rain."

The Only King on American Soil.  
Vannant in the Office.

It is very frequently our boast that we live in a republic and that ours is a Government of the people, by the people and for the people. We look upon the monarchical systems of the Old World as something that we have most happily escaped, and we pride ourselves upon being better off than other nations. Our liberty is our boast, and the right of every man to "life, liberty and the pursuit of happiness" is something that is taught each child at school, and yet we are perpetually doing something quite opposed to

this. If we are a workingman, we forthwith join a union and in so doing agree to submit ourselves to the dictation of the "prudential committee," or the orders of the walking delegate, or to the whims of the grand master, or the high muck-a-muck, or whatever other name our king and ruler receives. Then, when a strike is ordered, which is the special reason for which the king was chosen, we act not as free-born American citizens, but as the slaves and vassals of a petty lord, and at once proceed to do things under his orders which we would never think of doing if left to ourselves.

We glory in our king and gladly demean ourselves at his behest. We burn buildings, we destroy property, we even take life, because the king orders it, and when we are called up and taken to task for our evil deeds we say in defense, "The king commanded." We not only refuse to work for our employers when the king bids us stop, but at his command we also refuse to let others work. Even though we are getting good wages, better wages than many of our fellow men equally competent and of the same experience, and putting forth the same amount of exertion as ourselves, we not only leave the job, but we refuse to let some poor, half-starving man, quite as worthy as we are, take our place at the price which we decline. At the command of our king we play dog in the manger. We will neither do the thing ourselves nor allow others to do it.

Could there be greater inconsistency? Could citizens of a republic make bigger fools of themselves if they tried? It may be urged that it is not citizens of a Republic or native born Americans that are making all this labor trouble, but rather that it is the foreign element among us. Even so, yet without the assent or acquiescence of voting Americans the thing could not continue. Without the approval of a considerable number in every community the abuses of strikes and the absurdities and inconsistencies of unions would disappear. If an individual workman becomes dissatisfied with his job, throws up his position and takes the ground that he will allow no one else to do the work, if he commits an assault upon any one who attempts to work in his stead, and, further, if he proceeds to destroy property, he is seized by the officers of the law and made to feel that he has committed a crime, and is properly punished for the same. But our little king, our grand master, our walking delegate, our high muck-a-muck, call him what we may, who directs the actions of 100 or 1,000 of us, who lives upon the funds which we contribute, who stops at hotels where his daily expenses are twice what he ever earned as a mechanic or laboring man, issues orders. At his behest our union goes on strike, "scab" labor that offers to take our places is waylaid, and either under orders or by tacit approval we commit violence, and in some directions, by our actions or by our neglect, property is destroyed, commerce is interrupted. Yet our little king goes free, and we pose as martyrs and heroes, not as law breakers as we are.

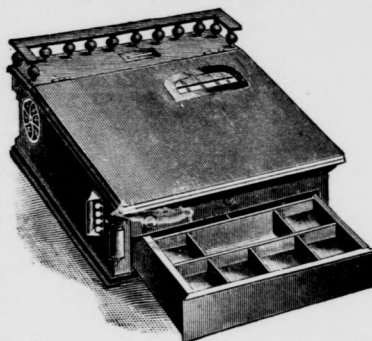
Why is his kingship tolerated in free America? Why does the walking delegate, after he has done all these evil things, go free, and why do we who obey his orders very generally escape responsibility for our crimes? As it is, however, we are far oftener arraigned than our king. Why is a man less responsible before the law for directing a small army of men that are working mischief than a single man in carrying on the mischief on his own account? The king is dead, long live the king! A king we must have, and the king we now have is King Walking Delegate.

A Florida Sugar Plantation.

A dispatch from Cincinnati says that a party of capitalists from that city, Philadelphia and New York has secured possession of a tract of land along the St. Johns and Indian rivers, eighty-three miles long and from three to six miles wide. The land "is to be drained at an expense of \$4,000,000," and devoted to the cultivation of sugar, "enough of which can be grown on the strip to supply all of the United States." This is "important if true."

## The Standard Cash Register

(Patented in United States and Canada.)



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.

For full particulars address

THE STANDARD AGENCY,

Sole Agents for Michigan, AUGUSTA, WIS.

# HEAVENRICH BROS.,

MANUFACTURERS OF

TAILOR-MADE CLOTHING,

138-140 Jefferson Ave., Detroit, Mich.

COMPLETE LINES OF MEN'S, BOYS' AND CHILDREN'S SUITS AND OVERCOATS ALWAYS ON HAND.

DO YOU HANDLE

# Buffalo

# Soap?



IF NOT, WHY NOT?

It is the Best Laundry Soap on Earth.



# I. M. CLARK GROCERY Co.

SOLE AGENTS.

PORT OF GRAND RAPIDS.

Water Communication for the Valley City.

FIRST PAPER.

Written for THE TRADESMAN.

Don't laugh, incredulous reader, at the import of the above headlines. It is true that several years have been spent in idle dreaming and vague speculation since the first move made by Congress toward making Grand River a waterway between the Valley City and Grand Haven, but the time is surely coming when Grand Rapids will be a lake port. This is no visionary scheme, but a practicable improvement that is entirely attainable. Because one man may not be able to move a 600-pound rock is no evidence that the rock is immovable. The removal of the rock would, indeed, be a visionary scheme so far as the application of a one-man power is concerned, but, when seized by a half dozen determined men, every difficulty vanishes and the work is easily accomplished. It is the same in this matter of bringing our lake vessels into Grand Rapids; it can be done, and, when compared with like achievements elsewhere, it can be done inexpensively.

The trade of numerous ports is conducted with eight and ten feet of water, and side-wheel vessels are abundantly able to carry heavy cargoes on a six or seven, or even a five-foot draft. The Erie Canal has seven feet, and the Canadian canals were built for four and four and a half feet, and later deepened to nine feet; and no one questions the compensating value of these waterways in the movement of heavy freights, the marketing of products or the reduction of the cost of transportation, although they cost millions of dollars. The Ohio River improvement is based on a navigable draft of seven feet, at a cost of nearly \$70,000,000, and the Great Kanawha improvement is based on securing a draft of six or seven feet for a distance of ninety-six miles, at an estimated cost of \$3,000,000. Five feet is wanted for one hundred miles of the Elk River; four feet in the Fox and Wisconsin Rivers, while the Cumberland and others are striving with an expenditure of millions to get three feet.

The American people are intensely alive to the great importance of water communication, and rivers and streams are being improved all over the Union, on a navigable basis ranging from three to ten feet, and at a cost involving millions of dollars.

Now, what is the condition of things here? The Supreme Court of the United States has adjudicated on this question of the navigation of Grand River, and held that it was a navigable water of the United States, from its mouth to Grand Rapids, a distance of forty miles, and capable of bearing for that distance a steamer of 123 tons burden, laden with merchandise and passengers, and forming by its junction with the lake a continued highway for commerce both with other states and with foreign countries. At low water mark there is a depth of water of from twenty-four feet at the harbor to four feet at this end, with, of course, a few intervening sand bars. At the head of this navigation is located the metropolis and great distributing trade center of West Michigan and the second city in importance in the State; a city with 80,000 population and a probability, based upon the past three decades of its growth,

of having 125,000 before the close of the present decade; a city that is pre-eminently a manufacturing center, having 950 manufacturing establishments of all descriptions, and producing goods to the value of \$28,842,468 annually; a city universally acknowledged to be the furniture center of the world; a city with \$4,000,000 invested in jobbing houses, many of which are importers; a city which, in 1889, furnished the railroads and one small river steamer a combined tonnage of 1,120,823 tons! At the rate of increase in the tonnage since 1889, it is safe to predict that the average annual tonnage for the next ten years will be 2,300,000. Will anyone assert that, were it possible to move this vast tonnage by water, the rates would not be lessened? And, if it were but 1 per cent. on 100 pounds, it would represent a saving of freight alone of \$460,000 per annum. And this is not all. Grand Rapids is rapidly becoming a great fruit emporium, and growers and dealers are waking up to the fact that water transportation is absolutely necessary in shipping this ever-increasing tonnage of Grand River Valley fruits to the markets on the west side of Lake Michigan, in order to successfully compete with the growers on the lake shore.

Are the manufacturers and jobbers of Grand Rapids to continue to compete with the lake towns? Will the Valley City maintain her proud position of being the great distributing center of West Michigan? Is Grand Rapids to keep on using 28,000,000 feet of hardwood lumber annually, in her manufactories, shipped from northern points? Is the jobbing trade of Grand Rapids, which amounts to about \$20,000,000 annually, to go on increasing its volume in the future as in the past, and will our jobbers be able to compete with Chicago and Detroit for the northern trade which is springing up and constantly increasing around the shores of our northern waters? An affirmative answer to these queries means the arrival of lake vessels alongside of the docks in the Port of Grand Rapids. Is this practicably attainable? It is, and the next article on this subject will demonstrate it. E. A. OWEN.

The Disgrace of Pinkertonism.

From Iron Trade Review. There has been much said and written in the last four weeks about the disgrace of Pinkertonism. Reference has been had in this verdict to the character of the Pinkerton system and of the Pinkerton guards. But there is another disgrace that ought to be emphasized in this connection—the disgrace of a condition of things that requires the importation of dare-devil men to secure rights which local authorities do not guarantee. It is disgraceful that men cannot be secured in the possession of their own property, disgraceful that men cannot go to work except at the risk of their lives in an establishment from which others have voluntarily withdrawn. It would be well for those who join in the general cry against Pinkertonism to have a serious thought or two about the disgraces that are the occasion of Pinkertonism.

Pure Nickel for Coins.

It is said that the Austrian Empire is likely to adopt pure nickel as the material for its smaller coins. The alloy commonly in use contains but 25 per cent. of nickel and 75 per cent. of copper. It is easier worked than pure nickel, but the latter, despite its hardness, can easily be coined, and possesses many advantages over the alloy. It is extraordinarily durable, loses almost nothing by wear and tear, keeps clean in circulation, and does not rust to any appreciable extent.

Use Tradesman Coupon Books.



Merchants of Michigan:

WILL YOU PLEASE GIVE US TEMPORARY CUSTODY OF YOUR AURICULAR APPENDAGE?

Powder has taken a drop.

WE ARE NOW QUOTING

Du Pont Rifle

AS FOLLOWS:

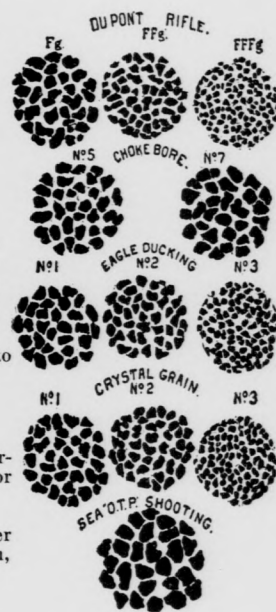
25 lb. kegs, fine .....	\$4 50
12½ lb. kegs, fine.....	2 50
6¼ lb. kegs, fine.....	1 38
1 lb. cans.....	30
½ lb. cans.....	18

No brand of powder to-day that stands equal to

DU PONT RIFLE.

It always burns strong and moist. Used by the American Rifle Team in all their successful contests for the championship of the world.

Always specify Du Pont whenever you order powder, and if your dealer will not get it for you, send to us direct.



FOSTER-STEVENS & CO. MONROE ST.

BARCUS BROS.,

MANUFACTURERS OF CIRCULAR



Equalled by few and excelled by none. All our saws are made of the best steel by the most skillful workmen, and all saws warranted. Burnt saws made good as new for one-fourth the list price of new saws. All kinds of

SAW REPAIRING

Done as cheap as can be done consistent with good work. Lumber saws fitted up ready for use without extra charge. No charge for boxing or drayage. Write for prices and discounts.

MUSKEGON, - MICHIGAN.

## AMONG THE TRADE.

## AROUND THE STATE.

Detroit—A receiver has been applied for the Detroit Chicory Co.

Alamo—Pickard & Co. are succeeded by W. R. Maltby in general trade.

Pontiac—Chas. Thorpe, butcher, has sold his business to Asa P. Seeley.

Denmark—A. Wakeman succeeds R. O. Hall & Co., Ltd., in general trade.

Dundee—Henry Cockrill has sold his restaurant business to Rudolph Howe.

Marshall—Geo. W. Rogers has purchased the grocery stock of A. B. King.

West Bay City—A. E. Morris succeeds J. H. Ferguson in the grocery business.

Detroit—John M. Emerson, lumber dealer, is succeeded by Emerson Mfg. Co.

Saginaw—M. D. Morrish has purchased the drug stock of Geo. J. Weisinger.

West Branch—Daniel Jacobs has purchased the general stock of Chas. Woods & Co.

Langdon Hubbard, of the banking firm of F. W. Hubbard & Co., at Bad Axe, is dead.

Detroit—A. A. Durfee succeeds Flinn & Durfee in the ice cream and oyster business.

Ludington—W. C. Cartier is succeeded by Cargill & Chase in the grocery business.

Red Jacket—C. J. Sorsen is succeeded by Sorsen & Sodergren in the drug business.

Concord—Chas. M. Gillespie has purchased the grocery stock of Baker & Young.

Hudson—Pierce & Briggs will succeed Richards & Halran in the boot and shoe business.

Greenville—Miller & Miller succeed Foster & Miller in the feed and produce business.

Petoskey—B. F. Donovan is succeeded by J. W. Lott & Son in the grocery business.

Saginaw—Rosa (Mrs. L.) Art is succeeded by Cook & Montross in the clothing business.

Hancock—Ferdinand Fisher, manufacturer of potash, has sold his business to Fred Voss.

Republic—L. Calus has purchased the general stock and meat business of M. Gleason & Son.

Kalamazoo—L. C. Watkins has purchased the cigar and news business of O. G. Hungerford.

Battle Creek—Torongo & Lyman, tailors, have dissolved and are succeeded by Torongo & Jensen.

Grand Ledge—A. L. Worden continues the drug business formerly carried on by Worden, Covey & Co.

Lawton—McNeil & Barnes, grocery and crockery dealers, have dissolved, Barnes & Son succeeding.

Manistee—N. W. Nelson, assignee, sold the J. C. Peterson stock of groceries to F. C. Reynolds at 90 cents on the dollar.

Union City—Ed Rupright has purchased Mrs. Sara Carpenter's interest in the dry goods stock of Hitchcock & Carpenter.

Menominee—The wholesale grocery firm of Somerville, Penberthy & Co. has dissolved, the business being continued by Penberthy & Cook.

Jossman & Bird, proprietors of the Clarkston Exchange Bank, have dissolved partnership. Hereafter the busi-

ness will be continued by E. Jossman, under the old style.

Detroit—S. Simon & Co. have brought suit for \$10,000 against Schloss, Adler & Co. When the two firms went into the Bagley building, the latter drew the corner store, with the understanding that the heating apparatus was to be placed in their basement. The apparatus takes up half the space, and S. Simon & Co. charged the other firm rent. The object of the suit is to make them pay it.

## MANUFACTURING MATTERS.

Saginaw—C. F. Hilbig is succeeded by August Larsch in the brewing business.

Detroit—The Steel Clad Bath Co. has been incorporated under the style of the Steel Bath Mfg. Co.

Jackson—The Weeks Drug and Chemical Co. has increased its capital stock from \$15,000 to \$25,000.

Cadillac—Peck & Cutler have been induced to remove their handle factory from Shelby to this place by the offer of a building site and a bonus.

Alpena—The new stave mill of W. A. Cockley & Co. will start up early next month. The firm sent a crew up the river last week to cut timber.

Alpena—J. A. Widner is buying considerable quantities of cedar, and it is coming down the river and by rail. There have been shipped out by water 315,000 cedar posts and 483,000 railway ties.

Negaunee—The Johnson Lumber Co. has purchased from the Lake Superior Iron Co. a bunch of pine estimated to cut about 1,000,000 feet, north of this place, and will put camps in and begin cutting at once.

Saginaw—Smith & Adams, who have been lumbering in Montmorency county six years for Burrows & Rust, are moving their camp equipage to Ontonagon, where they have taken a large job, and will bank 15,000,000 feet the coming winter.

Sault Ste. Marie—R. Thew, of Cleveland, is considering the matter of building a shingle mill here, and if a site can be secured and exemption from taxation guaranteed, he will go ahead with the work. He has a large body of timber on Two Heart River.

Cheboygan—The Webber-Hall Lumber Co.'s new shingle mill on Bois Blanc Island is in operation. It is expected that the mill will run winter and summer, and it has a capacity of 45,000 daily. The company will also cut a large quantity of cedar posts during the winter.

Manistee—The Canfield & Wheeler oil well is down 1,875 feet and is working slowly in a shaley rock, in which they have to be very careful not to jam their tools. They expect to get salt at a little below 1,900 feet, and then at about 1,950 feet to strike hard rock below the salt. They will put down pipe to this rock, and then see if they cannot find oil below the salt.

Kalamazoo—The Allegan Paper Co. has been organized with a capital stock of \$25,000, all paid in, to embark in the manufacture of straw wrapping paper at Allegan, having acquired the paper mill and water power of J. B. Streater & Son. The principal stockholders are J. Weaver & Co., and Fred Walker of Kalamazoo and E. A. Jacks, manager of the Niles Paper Mills.

Manistee—That the spar timber is not all exhausted at this point yet was demonstrated last week, when the Manistee & Grand Rapids Railroad brought in about 20 white pine spars, which would

run on an average about 90 feet in length, and varying in size at the top from 13 to 20 inches in diameter, and which are worth, at the lowest calculation, \$100 each, in the water here. These spars were for the use of a shipyard firm in Milwaukee.

Greenville—F. E. Ranney, formerly connected with the Belding Manufacturing Co., has been induced to locate here and take the management of a refrigerator factory, to be conducted by a stock company organized for that purpose. The business men here agree to turn over to the company the potato starch factory, which is estimated worth \$6,000, pay the mortgage indebtedness of \$4,000 and also take \$10,000 stock in the corporation.

Manistee—The boats are hurrying now to get salt forward, and the question from this time on will be about carrying salt on deck, as Lake Michigan gets rather turbulent about this time and they are apt to lose a good part of the deck load, which the vessel has to stand, and which causes considerable inroads in their freight. Some of the mills are trying to solve the problem by engaging barges that can carry salt in the hold, and giving them a deck load of lumber. That works very well in most cases, the only trouble being that there are hardly enough available boats of that class to carry all that is wanted.

## Purely Personal.

Herbert T. Chase and family have returned from Cape Cod and Mr. Chase has resumed his pilgrimages in the interest of Chase & Sanborn.

S. E. Gauthier, the Cherry street grocer, has gone to Detroit and will spend a month in that city and vicinity. He is accompanied by his wife.

C. H. Libby, formerly with Cornelius Fox, the So. Division street grocer, is now managing the store and lumber business of L. T. Kinney, at Lyman, three miles west of Woodville.

Having never been able to make a satisfactory disposal of his car spring, patented a few years ago, L. E. Hawkins has lately invented an improvement on the device, by means of which he confidently expects to be able to realize a handsome addition to his present income.

D. C. Leach, who has spent much time and money in developing a cranberry marsh at Walton, is apparently destined to make a success of the business, as he has gathered a crop of over 400 bushels, most of which are as large in size and fine in quality as the half bushel on exhibition at the TRADESMAN office.

Geo. L. Thurston, junior member of the firm of Thurston & Co., general dealers at Central Lake, was in town several days last week. Mr. Thurston is quite well known to the readers of THE TRADESMAN through his contributions to these columns, and it is a matter of regret to both editor and readers that he does not find time to devote more attention to work of this character.

A. Burton, formerly engaged in the shingle mill business near White Cloud, but for the past few months engaged in the same business at Hesperia, was in town one day last week. Mr. Burton has formed a copartnership with G. D. Gowell, under the style of Gowell & Burton, and the new firm has leased the Cooper shingle mill, five miles south of West Troy, and will operate same. The mill has a daily capacity of 40,000 shingles, the product of which is contracted to H. J. Dudley, of Fremont, until Jan. 1.

## FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

## BUSINESS CHANCES.

**FOR SALE OR WILL EXCHANGE** FOR grocery stock—New house, barn and store building in Kalamazoo; lot 4x8; buildings are worth price asked for entire place. Address A B C, Kalamazoo, Mich. 589

**FOR RENT—A NEW STORE** IN ONE OF the best locations in the city fitted up for dry goods or boots and shoes. Address 590, care Michigan Tradesman. 590

**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. 591

**FOR SALE—CLEAN NEW STOCK** OF DRY goods, notions, clothing, furnishing goods, shoes, groceries, cigars, tobaccos and confectionery, located in one of the best business towns in Michigan. Doing over \$2,500 per month spot cash business. Not a dollar of credit. Stock will invoice about \$6,000. Address No. 594, care Michigan Tradesman. 594

**A GOOD CHANCE FOR AN A. N. O. 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

**I HAVE PAID-UP STOCK** IN A MANUFACTURING establishment in a live town in Michigan which I would exchange for a horse, worth not less than five hundred dollars. Address No. 583, care Michigan Trade-man. 583

**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

**FOR SALE—STOCK OF DRUGS** AND FIXTURES, about \$1,200, in good location with low rent. Established trade. Part cash and easy terms on balance to right party. Fine opening for a physician. Satisfactory reasons for selling. Fred Brundage, Muskegon, Mich. 595

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

**FOR SALE—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

## SITUATIONS WANTED.

**WANTED—A POSITION** OF TRUST, AS manager or clerk in dry goods, general or wall paper store by man of 17 years' experience. Give full particulars. L. A. Ely, Muir, Mich. 592

**WANTED—A FIRST-CLASS WALL PAPER** hanger is looking for position in large town where steady hanging by roll can be had. Connection with large retail house preferred. Full information desired. "E," care of L. A. Ely, Muir, Michigan. 593

**WANTED—POSITION** BY YOUNG LADY as book-keeper or assistant book-keeper and cashier. Can furnish good references. Address No. 586, care Michigan Tradesman. 586

## 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 300 feet from electric street car line. Will sell for \$2,500 cash, or part cash, payments to suit. E. A. Stowe, 100 Louis St. 354

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

**WE HAVE A SPECIALTY** FOR DRUMMERS' side line, and will make liberal arrangements with those calling upon the dry goods and grocery and boot and shoe trade. Address N. P. Co., 96 State street, Chicago. 584

**WANTED—COMPETENT REGULAR** PHYSICIAN to locate at Wacousta. Only one physician in place, which is center of good farming community. Address No. 588, care Michigan Tradesman. 588

**GRAND RAPIDS GOSSIP.**

Peter Mull has opened a meat market at the corner of Clancy and Fairbanks streets.

O. H. Hawley & Son have engaged in the grocery business at Shelby. The Ball-Barnhart-Putman Co. furnished the stock.

L. W. Loveland has arranged to open a grocery store at Belding. The Olney & Judson Grocer Co. has the order for the stock.

F. A. Green has purchased the grocery stock of N. S. Hubbard, at 75 Pearl street, and will continue the business under the style of Green the Grocer.

H. W. Hawkins, dealer in dry goods and boots and shoes at Reed City, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

The Kent County Savings Bank, of this city, is now pleasantly settled in the entire ground floor of its own building, with new furniture and new equipment throughout.

Two car loads of crockery from England, eight casks of china from France and eleven cases of glass baskets from Austria cleared the custom house here last Friday for H. Leonard & Sons.

W. D. Ballou and Daniel W. Elferdink have formed a copartnership under the style of Ballou & Elferdink and the new firm has purchased the stock and fixtures of the Wolverine Drug Co., at 343 East Bridge street.

**Gripsack Brigade.**

E. H. Poole sold a carload of oil before breakfast at Whitehall one day last week.

W. F. Blake has returned from the Queen's dominion, where he visited the people whom he dealt with in the capacity of U. S. Consul a few years ago.

The board of directors of the Michigan Knights of the Grip met at Lansing one day last week and decided to hold the next annual meeting at Detroit on Dec. 27.

David Hoogerheid has taken a position as traveling salesman for P. Stekete & Sons. His territory includes all the available towns on the Southern division of the G. R. & I., the Kalamazoo division of the Lake Shore and the Stanton branch of the D., L. & N. Railway.

A. B. Gibson, for the past fifteen months with White & White, has engaged to travel for Billings, Clapp & Co., of Boston, covering the principal towns of Michigan, Ohio and Indiana. M. B. Millspaugh, who has covered this territory several years for this house, has engaged to represent the Duroy Wine Co., of Sandusky, in the same territory.

"When I started on the road I imagined that the life of the drummer was one long-drawn sigh of transcendent bliss," said a man of that calling to a reporter the other day. "I imagined that the country merchants would all be glad to see me, would laugh heartily at my jokes, and take my advice regarding what they should buy. But the poetic dream soon vanished. I reached my first town in a pouring rain, and had to carry my heavy sample cases a quarter of a mile to the hotel, where the landlord gouged me by day and the bedbugs took up the good work at night. The first merchant I visited kept me waiting for an hour, while he sold a plug of tobacco

and a pint of whisky to a mossback, then sneaked out the back door and went to dinner. The next one expressed an earnest desire to see every drummer hanged, and the third one pawed my samples over for an hour, informed me that all my best stories were told by Shem and Japheth in the ark, and that Ham grew black in the face trying to restrain his desire to pitch them overboard. I got sour bread and fried catfish for dinner and slept that night on a corn-husk mattress, from which the cobs had not been extracted. As I sat in my carpetless room on a chair, with a game leg, and by the light of a smoky candle watched the bedbugs playing Bopeep, I wanted to chuck my samples into the river, return to the city and drive a sprinkling cart."

**The New Shoe House.**

The Herold-Bertsch Shoe Co. has filed articles of association and begun business in its corporate capacity. The company has an authorized capital of \$70,000, of which \$60,000 is subscribed and paid in, being divided equally between Christian Bertsch, Russell W. Bertsch, A. C. Wetzel, Geo. L. Medes, Alonzo Herold and Fred E. Walther, who will serve as directors of the corporation for the ensuing year. The officers of the corporation are as follows:

- President—Christian Bertsch.
- Vice-President—A. Herold.
- Secretary—Geo. L. Medes.
- Treasurer—A. C. Wetzel.

As previously stated in these columns, the company has leased the ground floor and basement of the Morman & Wilmarth building, at 5 and 7 Pearl street, where a full jobbing line of boots, shoes and rubbers has been put in and a general jobbing business in those lines will be conducted.

**The Grocery Market.**

Sugar—The raw market is dull and lower. There is no change in hard goods at the refineries, but the jobbers have reduced the margin of profit demanded for immediate delivery.

Fruits—Citron is lower and unsettled, mainly due to the amount of poor stock on the market. Currants are in fair demand and steady in price. Dates are in moderate request and steady. New prunes will probably be very firm. Valencia raisins are in fair demand. Old Sultanas have about all been disposed of. California in boxes and bags are without particular change.

Fish—Cod is in better request and firmer. The cooler weather has stimulated the demand for box herring. Mackereel is steady and firm.

Canned Goods—Corn and tomatoes continue active and firm. Other vegetables are in limited request and steady. Peaches are a trifle weaker. Alaska salmon rule high, on account of the stocks being under strong control. Lobsters are quiet.

Lemons—Trifle lower, on account of cool weather.

Bananas—Very plenty, on account of large receipts. The low prices have checked shipments and higher prices will probably rule inside of ten days.

Nuts—All foreign varieties are steady and without change

Muskegon—Franklin MacVeigh & Co., of Chicago, have taken possession of the E. E. Philabaum grocery stock.

Use The Tradesman Co.'s Coupon Books.

**BUCKWHEAT FLOUR.**

We make an absolutely pure and unadulterated article, and it has the

**GENUINE OLD-FASHIONED FLAVOR.**

Our customers of previous years know whereof we speak and from others we solicit a trial order. Present price \$5 per bbl. in paper  $\frac{1}{8}$  and 1-16 sacks.

**THE WALSH-DEROO MILLING CO.,**

**HOLLAND, MICH.**

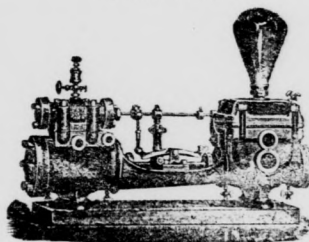
Correspondence Solicited.

**Coupon Books**

Buy of the Largest Manufacturers in the Country and Save Money.  
The Tradesman Company, Grand Rapids

**HESTER MACHINERY CO.,**

AGENTS FOR



Plain Slide Valve Engines with Throttling Governors.  
Automatic Balanced Single Valve Engines.  
Horizontal, Tubular and Locomotive BOILERS.

Upright Engines and Boilers for Light Power.  
Prices on application.  
45 S. Division St., Grand Rapids.



Teacher—What is the best Cigar sold in this country to-day?

Class (in chorus)—

**Ben Hur!**

10c or 3 for 25c.

Made on Honor!

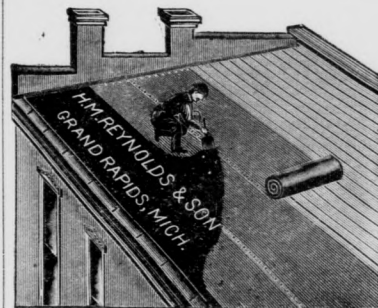
Sold on Merit!

ORDER FROM YOUR DEALER.

**GEO. MOEBS & CO.,**

Manufacturers,

DETROIT. CHICAGO.



**ASPHALT FIRE-PROOF ROOFING**

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

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

**FIRE-PROOF ROOF PAINT,**

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

**H. M. REYNOLDS & SON,**  
Practical Roofers,

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

**Flags, Banners and Streamers.**

Of all kinds and made to order.

We Make a Specialty of Campaign Banners and Streamers.

Portraits of Candidates on Cloth or Paper.

**CHAS. A. COYE,**

11 PEARL ST.

GRAND RAPIDS, MICH.

The Record of a Walking Delegate.

Tilly Haynes, a Boston hotel keeper, recently leased the Grand Central Hotel, on Broadway, New York City, and started out to expend \$150,000 in the work of renovation, of which fully three-fourths was to go for labor. He made terms with his men which were mutually satisfactory. Work had hardly been begun, however, when the walking delegate appeared and demanded that the men should work only eight hours a day instead of nine. Mr. Haynes acceded. A week later the walking delegate came around again and said that some of the carpenters were working for \$3.25 a day, and that they must be paid \$3.50. This demand, also, was yielded to. A few days later the delegate informed Mr. Haynes that he had two stairbuilders from Boston, and that, although these men were union men, they could not work unless they had their union tickets changed and paid the fee for working in this city. This trouble was settled by the return of the offenders to Boston.

While the men were at work, the walking delegates entered the building and walked about through it at their pleasure, taking down the workmen's names and asking if they belonged to the union. One of the carpenters replied: "None of your business." The next day the delegate met the men when they came to work and told them a strike had been ordered. Some of the men shed tears and said their families were suffering, but all obeyed. Mr. Haynes next received a visit from the grand council, who informed him that their delegates must be respected. After consultation the council agreed that the man who had insulted their delegate and the rest of the men might go back to work, but the man must by Saturday become a full member of the union. Notwithstanding this, when the men came to work the next morning, the delegate declared that no one should go to work until the man who had insulted him was discharged. The difficulty was finally compromised by the man being given his wages, in order that he might immediately go and pay his dues and become a member of the union. It was three days, however, before he could get himself into regular standing, and during this time none of the men were permitted to work.

This was by no means the end of Mr. Haynes' troubles with the walking delegate. He had made a contract with a Boston firm to put in some new marble, and, on learning this, the delegate for the third time made the men quit work, though, upon Mr. Haynes' assurance that no marble from Boston was actually being laid at that time, they were permitted to resume work. Then Mr. Haynes learned that the delegates were going about among the men collecting \$1 from each for allowing them to work. When the marble from Boston arrived, the delegates refused to allow it to be unloaded, and when Mr. Haynes sought the protection of the police, the delegates called out all the carpenters and painters. Then the representative of the steam fitters told Mr. Haynes that he would have to send his engineer back to Boston, and on his refusal the union fitters were made to stop work.

By this time Mr. Haynes decided that he had suffered enough from the tyranny of the walking delegate, and he decided to employ no more men who were the slaves of such an infamous system of espionage. He secured a full force of non-union men, whom he finds better workmen than the union men.

This is a good time to remark that the bleached sponges of commerce are not hospital sponges cleaned, as so many unthinking people suppose. The sponges used in hospitals are now generally burned. The white sponges are simply bleached. Only the finest and best are selected for bleaching, and these are placed in a bath of diluted hydrochloric acid with a little hyposulphite of soda. Left in this mixture a few hours, the sponge becomes as white as snow, though the process is not generally carried so far, a light shade of yellow or straw color selling more readily than the white.

Use Tradesman Coupon Books.



Best Six Cord

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions

G. R. MAYHEW,

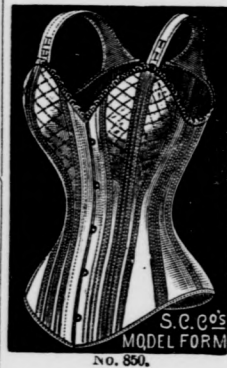
Grand Rapids, Mich.,

JOBBER OF

Wales Goodyear Rubbers, Woonsocket Rubbers, Felt Boots and Alaska Socks.



Schilling Corset Co.'s

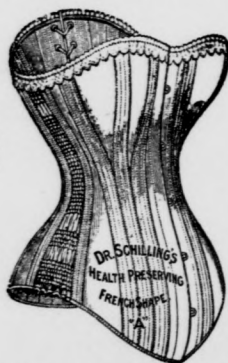


CORSETS

THE MODEL FORM.

Greatest Seller on Earth!

Dr. Schilling's FRENCH SHAPE A



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

SCHILLING CORSET CO.,

Detroit, Mich. and Chicago, Ill.

Dry Goods Price Current.

Table listing various dry goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, and various fabric types.

Table listing various goods and their prices, including categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEST FLANNEL, CANVASS AND PADDING, DUES, WADDINGS, SILKESIAS, SEWING SILK, HOOPS AND EYES-PER GROSS, PINS, COTTON TAPE, SAFETY PINS, NEEDLES-PER M., TABLE OIL CLOTH, COTTON TWINES, and PLAID OSNABURGS.



SIGNS AS ADVERTISEMENTS.

Shops and store signs have two intents—to keep old customers and win new ones. In both these objects they conform to one of the basic principles of advertising.

Signs are very ancient; so ancient that the beginning of authentic history records their existence without disclosing their origin. Nor is this strange, for buying and selling are almost as old as the human race, and one of the earliest classifications of society is that which divides mankind into vendors and purchasers.

Before printers' ink had made a knowledge of letters well nigh universal, the ability to read alphabetical characters was a rare and technical art. Hence, till times quite recent, merchants' signs consisted in natural objects or in artificial productions of the carver, the molder or the painter. The change to verbal delineation has been in the direction of utility, but art has lost much with the disappearance of the figured and colored emblems of trade. As for the signmakers' old-time ingenuity, it has been rather converted, or rather diverted, to the new methods than discontinued, and in its survival, under changed conditions, is the promise that the sign painter and the artist have not parted company forever. Indeed, the last ten years have been graced by many visible proofs of a revival of artistic feeling in the manner of commercial signs, and in this rebirth of art in the unity it is not difficult to trace the reflex action upon sign-boards of high-class illustrations now so common in newspaper advertisements. Thus and again one is tempted to exclaim, that as in the Augustan age all roads led to Rome, so in these later days many pleasant and profitable paths along which men pursue their way converge upon this modern practice of scientific, because calculated, advertising.

A satisfactory proof of the usefulness, and, therefore, value of signs, is the tender care with which the law protects them. Law is a growth, not a fabrication; and when one sees the law stretching its long and strong arm over anything, one knows that the thing so guarded has already made its place in the social economy. You must not appropriate or imitate your competitor's signs. To do so is legally stigmatized as unfair trading, for his signs are a part of the "good will" of the business, and the public is not to be compelled to go about with microscope or telescope to distinguish his place of business from your own.

If you are in trade you must have signs upon your commercial premises. To say that those signs should be the best that human ingenuity can devise for the purpose of your business is but to state a truism. Here are a few fundamental rules that will be found to hold good however various their application to particular cases:

1. The heart or core of every business sign should consist of an inscription of words, no matter how elaborate the back-ground or other accessories.

2. The verbal inscription should be as verbal and graphic as circumstances will admit, and the baldness of statement of a visiting card should be avoided.

3. Display lettering should be used for more important words or phrases.

4. Ornamentation should be used and applied so as not to interfere with the rapid and sure reading of the words on the signs.

5. The sign, as an entity, should have a distinctive character—a personality of its own as exclusive as that of its proprietor—and this distinctive character should not be eccentric, but one possessing the qualities of true impressiveness and responsible permanence.

6. The essentials of the sign should be determined with regard to continuity of use, so that they may survive changes of proprietorship or of firm name in the business methods, or change of location.

7. The sign, as an entire thing, should be designed with due respect to its visible surroundings, whether present or probable in the not too far distant future; and this consideration should include the capability of the sign to be making business for its owner during the days and

hours of temporary cessation from business.

8. The sign should be capable of economical repair or renewal, without material change in its character. If the goods made or sold on the sign-marked premises will permit it, a neatly painted illustration of those lines should have an important place on the sign of that establishment.

The foregoing rules will not be regarded as too recondite or fanciful when the pressure of competition and its relief by judicious advertising be taken into account, or when it is remembered that the difference between unskilled or headless advertising and no advertising at all makes but little substantial difference in the result.

It may not be amiss to note that when the owner of a sign is simply a tenant of the premises upon which the sign appears, the rights and benefits of signs belong wholly to himself, and cannot be appropriated or retained by the landlord or a new tenant upon vacation of the premises.

Hardening Copper.

A Canadian blacksmith is said to have discovered the "lost art" of hardening and tempering copper, and it "certainly looks as though he was on the right track, if dependence can be placed in the reports of the tests made with the metal treated." These tests prove it to be harder and of a higher resistance to projectiles than the very best of steel. It has been tested successfully at the government ranges, "bullets fired at forty yards being flattened and split against a copper plate one and three-quarters of an inch in thickness." The matter, says an English exchange, "will be at once brought to the attention of the Admiralty, and it is claimed that if the process stands all tests at the English dock-yards, as is expected, it will work a revolution in armor-plating."

Jerusalem on a Boom.

According to a letter written by a missionary in Palestine to a friend in this country, Jerusalem has been enjoying a boom since the completion of the railroad that connects it with Jaffa. Over three hundred houses, hotels, stores and residences have been erected. The city swarms with real estate agents, and a bustle pervades the sacred old place that is novel enough. The Holy Land will soon be gridironed with railroads, of which Jerusalem will be the center. The road from Jaffa to Jerusalem, which was opened for traffic Sept. 21, crosses the valley of Hinnom, and passes within a few hundred yards of the Pool of Bethesda. Work on the road to Joppa is progressing well and Baron Rothschild, who intends establishing a colony of Jews on the line of this road, is building 300 houses for their use.

ENGRAVING

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

THE TRADESMAN COMPANY,  
Grand Rapids, Mich.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	40	
Cook's	40	
Jennings' genuine	25	
Jennings' imitation	50&10	
AXES.		
First Quality, S. B. Bronze	\$ 7 50	
D. B. Bronze	12 00	
S. B. S. Steel	8 50	
D. B. Steel	13 50	
BARROWS.		dis.
Railroad	\$ 14 00	
Garden	net 30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	75&10	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright 5ast 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 1893	50
CRADLES.	
Grain	dis. 50&02
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.	
Rim 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 1/2
ELBOWS.	
Com. 4 piece, 6 in	dos. net 75
Corrugated	dis. 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$28	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Diston'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	
GAUGES.	
Stanley Rule and Level Co.'s	50
KNOBS—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:	
Steel	Wire
Base	Base
60	10
50	10
40	25
30	10
20	15
16	15
12	15
10	20
8	25
7 & 6	40
4	60
3	1 00
2	1 20
2	1 50
Fine 3	1 80
Case 10	60
" 8	75
" 6	90
Finish 10	85
" 8	90
" 6	1 10
Clinch 10	85
" 8	1 00
" 6	1 15
Barrell 7	1 75
PLANES.	
Ohio Tool Co.'s, fancy	2 40
Scota Bench	2 60
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 60
Stanley Rule and Level Co.'s, wood	3 10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	40
Copper Rivets and Buts	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/2c per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 35
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. 1/4 14 and longer	3 1/2
Screw Hook and Eye, 1/2	net 10
" " "	net 8 1/2
" " "	net 7 1/2
" " "	net 7 1/2
Strap and T	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	50&10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 33 1/2 & 10
WIRE GOODS.	
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, 1/2 inch and larger	9 1/2
Manilla	13
SQUARES.	
Steel and Iron	dis. 75
Try and Bevels	60
Mitre	20
SHEET IRON.	
Com. Smooth. Com.	
Nos. 10 to 14	\$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 28	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 COORD.	
Silver Lake, White A	list 50
" " " " " "	55
" " " " " "	50
" " " " " "	55
" " " " " "	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	60&10
Onelda Community, Newhouse's	35
Onelda Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	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.	
Au 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, Cast-iron	7 1/2 & 10
Screws, New 1st	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
ZINC.	
Duty Sheet, 2 1/2c per pound.	
60 pound casks	6 1/2
Per pound	7
SOLDER.	
1/2% 1/2	16
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound
Hallett's	" 13
TIN—MELTIN GRADE.	
10x14 IC, Charcoal	\$ 7 50
10x14 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 PLATE.	
14x20 IC, " Worcester	6 50
14x20 IC, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " Allway Grade	6 00
14x20 IX, " "	7 50
20x28 IC, " "	12 50
20x28 IX, " "	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15
14x36 IX, for No. 8 Boilers,	
14x60 IX, " 9 " " "	per pound 10

## Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE  
Retail Trade of the Wolverine State.Published at  
100 Louis St., Grand Rapids,  
— BY —

THE TRADESMAN COMPANY,

One Dollar a Year, - Postage Prepaid.

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Communications invited from practical business men.

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

Subscribers may have the mailing address of their papers changed as often as desired.

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E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 5, 1892.

## KNIGHT-ERRANTS OF TO-DAY.

A journalist connected with a prominent American newspaper (the New York Herald), after having had himself inoculated with cholera microphytes, has gone to Hamburg to test the value of the supposed antidote to the pestilence raging there. In order to push his experiment to the utmost proof, he must live with and nurse the cholera patients and drink the poisonous waters of the Elbe. Opinion is divided as to whether his conduct is most foolhardy or most heroic. In either case he is a latter-day knight-errant.

Probably the most romantic era of human society was that period in mediæval Europe known as the Age of Chivalry. Europe was at that time immersed in ignorance and superstition. There was not a government by the people or any free institutions on the earth. Gunpowder and printing had not been invented. The one dragged down the giant from his physical superiority over the dwarf; the other put letters in the reach of all and destroyed the prerogatives of the few who could read over the masses of the unlettered. But these great and potential agencies of human liberty, these mighty promoters of human rights, were unknown.

Nevertheless, there were not wanting brave, generous and self-sacrificing men who were desirous of righting human wrongs and of relieving human sufferings. Out of such laudable aspirations and noble dispositions arose the knight-errantry which has furnished so many glowing passages for the storybooks and poetry of the Middle Ages. It was a time when the most potential right was that of might and the law most in force was that of the strongest. Every great lord was a robber who preyed on his weaker neighbors, whom he plundered of their pretty wives and daughters as well as of their material wealth. Every castle was a fortress and a prison. This was the solid foundation for the old-time stories of captive maidens held in enchanted castles and guarded by dragons, griffins and other mythic monsters. It was to kill these dragons and to release the fair captives that induced the

knight to mount their steeds, place their lances in rest and ride forth over the country.

Doubtless the knight-errants of old did some useful service, but they are only of interest as the heroes of the gorgeous stories of mediæval Europe. Cervantes, in his immortal "Don Quixote," has made knight-errantry sufficiently ridiculous, and his delightful satire, written in the decline of the romantic age, is credited with having struck the ancient profession of chivalry its death-blow.

But knight-errantry is not dead. Any romantic profession which can survive the stern and savage sarcasm of the everyday commonplace of modern life is immortal. The knight-errant of to-day, like his prototype of the Middle Ages, is, in the estimation of sober reason, always engaged in a wild and fruitless quest. He braves every peril, he dares every danger. He has little hope of material gain, expecting no reward save fame, and is actuated only by a sense of duty, or often by a mere desire for romantic adventure. Such knight-errants are the newspaper reporters who explore the Arctic regions or the heart of tropical continents, or who traverse alone desert wastes to bring to the press the earliest news of events in the wilds of Asia, or who deliberately plunge into the infection of a cholera-stricken city in order to test the efficacy of a new specific for the terrible disease.

Knight-errants, too, are the missionaries who penetrate the fastnesses of the most distant countries to preach religion, or devote themselves to voluntary banishment in the lepers' island or in the camps and hospitals of plague-stricken patients, to nurse the wretched victims. These are the knight-errants of the nineteenth century, and never did knight of old display more daring courage, more devoted constancy, more desperate enterprise and more heroic firmness than characterize these, their aftertypes. In this boasted century there are still dragons and giants of ignorance and superstition which bar the way to human progress. The knight-errant is needed to vanquish them. He is a "crank," of course, but sometimes cranks are needed for a great work. A crank may be a genius, he may prove a hero, he may turn out a martyr. The names of such go high on the rolls of fame, and not a few of these glorious names are those of journalists.

## THE STOPPAGE OF GOLD EXPORTS.

It is now announced from the great financial centers that exports of gold to Europe have about ceased for the present. The crops of the country are beginning to move and the shipments are increasing, while imports, which were very large for several months, are falling off considerably, owing to the cholera in Europe.

About the only danger of further gold exports to be apprehended is the possibility of a demand from Austria, where there is much need of gold, owing to the resumption in that country of gold payments and the rehabilitation of the currency. Should the Austrian Bank offer to pay large premiums, it doubtless would get the gold, but otherwise there is a reasonable certainty that there will be no further gold exports this season.

But while the outflow of gold from this country to Europe has stopped for

the present, it is likely to be resumed at a more favorable opportunity, particularly as it seems to be the policy of the principal European countries to steadily increase their gold holdings. Should the British Government eventually decide to accede to the wishes of India and establish a gold standard for that Empire, the demand for gold would be redoubled, and the attacks upon the holdings of the United States would, undoubtedly, be frequent and protracted.

The question of suicides has up to a late date been one which has occupied the consideration of life insurance companies. The courts, however, have held so persistently in favor of paying losses of whatever character that litigation on account of self-murder has almost altogether ceased, and the companies have dropped the suicide clause out of their policies generally. The tables of the experience of the twenty-seven American companies, collected for some years, show that 1.34 per cent. of losses were suicides. In the lately published experience of the Washington Life Insurance Company 2½ per cent. of all its losses were said to be due to this cause. These tables also show that suicide is more frequent with the young than with the old. There is reason to believe that the increased mortality from suicides is due to the liberality of the companies and to the decisions of the courts.

It is surprising how many things turn out to be infallible preventives for cholera. In Hamburg it is said that hardly one of the brewery employes has been attacked by the cholera. And the people of Herefordshire, England, say that there has never been a death from cholera in that county because they all drink hard cider.

## The Excitable Man.

Behind the counter, in the business office, in an argument, or on the battle field, the excitable man is a veritable nuisance. He is the fellow who goes off half-cocked, and when he opens his mouth always puts his foot in it. Wise people are very careful that they don't get associated with him in any kind of business. If he is a foreman anywhere he harasses everyone under him and does little good for them above him. He doesn't know how to handle horses or men, for he makes them both balky and doesn't get out of them half that is in them. The excitable man is a failure, for he jumps at conclusions and becomes enthusiastic over trifles. Those are to be pitied who serve under him, and the excitable who serves is also a nuisance to the boss. The excitable man is always using his gab, such as it is. He forgets what is often written, that the man who speaks too little is very rare. The wise man's words are as goads, few and well-ordered. Every reader can bear testimony to what we say. He can count several in his own circle who are faulty in this matter, perhaps himself. The cure for this weakness is honest thought. "Think twice before you speak once" has been commended and disobeyed in all the generations. All stuttering comes from wanting to say too much and saying it too quickly. The gun that goes off half-cocked we throw away. It is dangerous. The same disposition should be made of the excitable man. Send him to the rear. Many a merchant has lost a good customer and much money by the

excitable wagging of his tongue. Speaking unadvisedly with the lips is a common error and as destructive to our peace and prosperity as it is common. The cool calm fellow doesn't tell half he thinks of persons and things. It would never do; the fat would be all the time in the fire. You have made hasty and ugly remarks about somebody. You have done more than that. You have made them your enemy for ever. If you are a tailor, you'll make no more jackets for them. Your tongue closed that account. Swell your income by good words, for it is not a bad way. Magnify the good and let the evil pass. GEO. R. SCOTT.

## The Hardware Market.

General Trade—September closes with a generally satisfactory condition of things in the hardware market and with a large volume of business. Seasonable goods being, as usual at this time, in great demand, dealers have found it quite difficult to keep full stocks. In potato scoops, potato forks, and many other lines, the demand has been very large. In the matter of prices, the market continues in the same general condition as for several weeks, with but few changes to note.

Cut Nails—There is a fair but not heavy volume of business, and prices are well maintained. Less than four mills are to-day making cut nails. The result is, competition is curtailed and prices are firmer, \$1.80 being the ruling price in this market for ordinary specifications.

Wire Nails—The market for wire nails continues somewhat irregular, with a downward tendency. Nearly all the large mills are again in operation, and the strife for business may lead to lower prices. \$1.80 to \$1.90 rates are the present quotations.

Barbed Wire—The demand for wire seems to be on the increase, but the price goes the other way. \$2.40 to \$2.50 for painted and 45c advance for galvanized can be obtained by prompt cash buyers.

Bar Iron—No change in the iron market, but dealers are now able to get in full assortments, as most factories are now in full blast.

Sheet Iron—Although nearly all the mills have started up, it is still difficult to secure prompt shipments, as most of them were so filled up with orders. Great difficulty is experienced in keeping in hand all gauges, the result of which is much firmer prices with the manufacturer. Jobbers quote No. 27 at \$3.25, with a reduction of 10c less on each gauge heavier.

Rope—The rope market is not firm. Present prices of 13c for manila and 9c for sisal can be shaded for desirable orders.

Glass—Every indication points to higher prices for window glass, but, as yet, no advance has been announced. 80 and 10 per cent. discount for single and double by the box is the present discount.

Ammunition—The recent decline on powder seems to be quite general, all makers having reduced their price. The indications are that powder will be lower before it is higher, as there seems to be a small-sized fight on, and, unless it is healed over, lower figures must rule. On loaded shells the price is fully maintained, as the main trouble is to get them. The demand is greater than ever and all of the leading makers are far behind in their orders.

Shot—Prices are fully maintained at \$1.50 and \$1.75.

**A Word in Defence of the Crank.**  
From the Keystone.

The name suggests long hair, sunken eyes, a beard ten days old, a soiled linen duster, trousers two inches short of the fashion, a battered high hat or else a disreputable slouch, an appetite for pickles and indigestible sundries, late hours over a candle, and abnormal conditions generally. It may suggest a different type to each reader, but in every case it presents to the mind an individual differing from ordinary humanity in essential features to such a degree as to entirely remove him from the pale of our sympathies. He focuses upon himself the inborn human antipathy to the uncanny; he is "with us, but not of us."

We want to say a word in defense of this much despised and abused type of humanity. We do not have in mind the crank who is only narrowly removed from actual insanity, and who needs no defense; for the mantle of charity should graciously shield such from unthinking scorn. But we aver that the man who rides a legitimate hobby, and who is more or less a crank in proportion to the persistence and vigor of his riding, is in the van of the progress of the world. He is the explorer of the wilderness of ignorance, the crusader against the foes of light, the reviled apostle of new dispensations in literature, art, science and all the vast field of human activity.

Did you ever stop to think—you who have exercised a cheap wit in the abuse of cranks—that almost every great invention, valuable new theory, philanthropic movement, and other form of vital action for good, has proceeded from one who in his day was regarded as a crank? Call the list of all the great reformers; summon the shades of all those who by force of their intellects in the various fields of mechanical invention have advanced the progress of humanity by many centuries; gather together the dreamers and theorists whose genius has foreseen and solved the problems in social and political economy; and each and all will be found to have been regarded as "mad" if they lived in an earlier day, and a "crank" if they survived to this year of grace. When Cyrus W. Field proposed to lay a cable across the Atlantic; when St. Paul, at Athens, declared the coming of "the unknown God;" when a brave English surgeon introduced vaccination into the science of medicine; when a far-seeing American proposed to build up a watchmaking industry in the United States; when any original thought has been advanced at any time in the world's history, Complacent Ignorance has held its fat sides and shouted in laughing scorn, "Crank! Crank!"

The outcome of crankiness justifies its existence. Indeed, success in any direction is the result of a mild form of insanity, says a distinguished author. Crankiness is only complete devotion to one idea, and success in any field hangs upon singleness of purpose. The crank errs, in the public estimation, in subordinating or entirely ignoring every other duty to the one nearest his heart; but while he thus makes himself obnoxious to the general public (which demands entertainment from various phrases of human character instead of studying only one aspect), the result of this singleness of purpose on the part of the crank is to add to the weal of mankind. He sacrifices the good opinion of his fellows for the larger appreciation of posterity. He is a martyr to his convictions. In advance of his time, beyond the sympathy of contemporaries, he hears the jeers and laughter in hope of the final crown. Think better, then, of this pioneer of the higher civilization—the much abused crank.

**How to Learn the Business.**

A gentleman who had induced a large publishing house to take his son, as boy, into its employ at a moderate rate of pay, not long since, was especially anxious in his request that the young man should be made to work and learn the business.

This introduction was needless, as although moderate fashion had done away with much of the janitor and portage work of old times, yet the young man found the selection of stock for orders, packing the same, entering, charging

ditto, and occasional errands kept him actively employed for about ten hours a day, with an hour out for dinner.

At the end of three weeks' time he failed to put in an appearance, but the father walked in one morning with the information that John would not return to the position.

"Why not?" asked the publisher.  
"Well, John has to have his breakfast at half-past seven every morning to get here, and then he is not used to carrying bundles, and sometimes he has been sent with books right up to the houses of people we know socially. My son hasn't been brought up that way, and I guess I won't have him learn this business."

He did not; and what's more, has never learned any other business.  
Now let us look at another actual picture, that of the son of a wealthy mill owner desiring to become a manager of the mills.

"But that is impossible," said the father, unless you practically learn the business."

"That is what I would like to do," said the son.

"But to become a superintendent or manager, we prefer a man who has risen from the ranks and understands the mechanical department and the ways of employees."

"Let me begin in 'the ranks' then," replied the young man.

To this the father assented, stipulating that no favor should be shown the son, but he should actually begin and work at regular labor in the mechanical department.

Not only was this done, but the young man went and boarded in the manufacturing town at a workingman's boarding house and went in and out of the factory at bell call. In three years he was foreman of one of the departments, and a former classmate and a well-known society man, calling there upon him, was surprised at meeting a stalwart fellow in blue overalls, with his hands so soiled with machinery oil as to prevent the conventional hand shake.

But this young man persevered, made and paid his own way himself, and his father concluded it would not injure his future prospects. Judging from the fact that he is now manager of mills (not his father's), at a salary of \$10,000 a year, and with ability to command even better compensation and partnership, is evidence that "learning a business," even by a man with a good education and a rich father, pay a good return both in money and manly independence.

**From Out of Town.**

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

- Thurston & Co., Central Lake.
- I. J. Quick, Allendale.
- N. F. Miller, Lisbon.
- H. Sissons, Central Lake.
- L. Henderson, Holland.
- A. D. Martin, Bitley.
- D. Wellbrook, Rockford.
- Gowell & Burton, West Troy.
- Samuel Morris, Cross Village.
- J. F. Cadwell, Battle Creek.
- H. E. Hogan, South Boardman.
- J. A. Wagner, Eastmanville.
- A. Cohen, White Cloud.
- E. J. Gordon, South Boardman.

**Americans in Europe.**

The exodus of Americans to Europe for the present year beats all previous records. The European edition of the New York Herald figures the number of Americans in Europe during August amounted to 150,000, and that during the four months from April 1 they spent about \$70,000,000. It is said that the fashionable tailors, milliners and costumers in our great cities are seriously alarmed at the prospects for their fall trade, as all these people come home with heavy stocks of clothing on hand.

**PAMPHLETS**

**CUTS for BOOM EDITIONS**

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

HENRY S. ROBINSON.

CHAS. E. SMITH.

RICHARD G. ELLIOTT.

**H·S·ROBINSON AND COMPANY.**

Manufacturers and Wholesale Dealers in

**Boots, Shoes and Rubbers,**

99, 101, 103, 105 Jefferson Ave.,

**DETROIT, MICH.**

State Agents for the Candee Rubber Co.

At the suggestion of several merchants I announce that the dates on which I shall be at Sweet's Hotel, Grand Rapids, will always appear in this advertisement.

I shall be at Sweet's Hotel on Thursday and Friday, October 13 and 14, to close out Ulsters and Overcoats at close prices, and shall have my regular line of suitings. Any of the trade desiring to see me before above dates, kindly drop me a line at my permanent address

Box 346, Marshall Mich.

And I will soon be with you, and if I haven't got what you want, thank you for sending for me.

The many mail orders sent in to the house from all parts of the country for Prince Albert Coats and Vests bespeaks their excellence.



**WILLIAM CONNOR,**  
Representative of Michael Kolb & Son,  
Wholesale Clothiers, Rochester, N. Y.

**COFFEES**

-- OF EVERY KIND.--

OUR LEADERS ARE

**Lion Coffee,  
O. D. Java and  
Standard Maracaibo**

**MERCHANTS:** WE INVITE A TRIAL OF THESE THREE GRADES. O. D. JAVA AND STANDARD MARACAIBO ARE BULK COFFEES, WHILE LION IS SOLD ONLY IN ONE-POUND PACKAGES. THEIR EXTENSIVE USE IS THEIR BEST RECOMMENDATION.

WRITE YOUR JOBBER FOR PRICES OR ADDRESS

**WOOLSON SPICE CO.,**

Roasters of

**High Grade Coffees,**

TOLEDO, O.

**T. S. FREEMAN,**

Distributing Agent,  
101 Ottawa St. Tel. 414-1R.

Grand Rapids, Mich.

## Drugs & Medicines.

### State Board of Pharmacy.

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

### Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkill, 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 Jesson, Muskegon; F. J. Warzburg and John E. Peck, Grand Rapids; Arthur Bassett, Detroit.  
Local Secretary—James Vernor.  
Next place of meeting—Some resort on St. Clair River; time to be designated by Executive Committee.

### Grand Rapids Pharmaceutical Society.

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

### Grand Rapids Drug Clerks' Association.

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

### Muskegon Drug Clerks' Association.

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

### HOW TO FIX RETAIL PRICES.

Written for THE TRADESMAN.

In all well-conducted wholesale enterprises, whether pertaining to the manufacture, sale or transportation of products, it is always found necessary to have some well-defined system of determining the market value of goods and the rates governing distribution of the same. In this way prices are arranged, so that, while they allow fair profits to the producer and common carrier, they also secure an active and continued demand on the part of the consumer.

It would seem as though a similar system ought to prevail in the adjustment of prices in retail lines of trade, for the mutual benefit of buyer and seller; but it is evident to the casual observer that this is not the case in general; and, for want of such system, there is a lack of equity in the distribution of goods of prime necessity. Of course, no horizontal scheme of uniform per cent. of profit can be applied to all classes of goods (such as the Patrons of Industry have favored), for that would be worse than the haphazard way now in vogue, added to the vicious and demoralizing cutting practices of the present day. Among the majority of dealers there is little thought given to the subject of how fairly to exchange the products of civilization that vary so widely in their nature and importance, so that there shall be the nearest approach to equity between the seller and the purchaser. Custom and precedent have so far ruled, but with a wide range caused by personal whims and ignorance of relative values, for, between those who aspire to lead in trade, and are a law unto themselves, and those who, for lack of a better rule, follow the judgment of others, prices have been, and will continue to be, unequal and unjust to a large proportion of buyers.

I have noticed that, in the Eastern States, and also in many places west of Michigan, the retail prices of many staple goods are much higher than in this State, in one case fully 50 per cent. They could not have been based on wholesale cost, since that need not vary more than would cover the expense of transportation. The only way to account for the difference is the varying methods used to adjust values according to the custom of each locality. I have also noticed a like discrepancy in prices between towns in this State that were but a few miles apart; and, though competition was sharp in general, it did not

seem to affect all lines of goods equally.

It is, no doubt, true that no two men, starting in business at the same time and place, and carrying the same classes of goods will uniformly agree in a scale of prices unless they have come to a mutual understanding to do so. What they ought to do is to have some system upon which to determine the relative selling values of their stock. If it does not work satisfactorily at first it may be modified to suit the varying conditions of trade. Only one exception need be made, and that is concerning goods that, to prevent them from becoming dead stock, must be sold without regard to cost.

Those who are bred to commercial life will, in arranging prices, consider certain conditions which necessarily affect values beyond the actual first cost. In determining what per cent. of profit is to be properly added to the cost of different articles, it is necessary to make a classification of them according to some scale that shall, on an average, produce a reasonable profit to the dealer, and, at the same time, be just to the consumer. Staple goods, which are in the most frequent demand, may well be considered as a base line upon which to construct a scale of prices. These require a less margin of profit to produce a given sum in comparison with all other classes; and, on the principle of "quick sales and small profits," become a financial equalizer in business. Often, however, the line is drawn so fine in the heat of competition that the profit falls entirely into the pocket of the purchaser. Here commences the demoralizing of prices, so often complained of by the dealers, who constitute the conservative commercial element.

The evil does not stop here, but extends into other kinds of goods which are in less demand, each dealer taking different articles and making them leaders, carrying little if any profit. I once knew a case of a druggist in a thriving town who made a leader of morphine and had the cheek to advertise it so as to draw trade from surrounding towns. The majority of consumers, seeing the opportunity, take advantage of this foolish rivalry, and, reasoning from false analogy, indulge a feeling that the former prices were exorbitant, and the latter a result of reluctant and forced concession. This engenders an animosity against merchants as a class, built up by jealousy and a sense of supposed wrongs, that, fostered by wild-eyed cranks for a purpose, blossom into partisan theories wholly at variance with facts and the spirit of our institutions.

When once the dealer has put a fair price on staples, based on the theory that he who buys oftenest and in the largest quantities deserves the most liberal concessions, he may very properly fix a scale of values on the remainder that shall secure a larger per cent. of profit. Articles of luxury seldom called for, perishable goods, and those that are salable only at certain seasons, as well as goods which are subject to the caprices of fashion—all must be sold on wider margins of profit to make business self-sustaining. If each one carefully classifies his stock, according to what it costs to sell it, the interests of the public will be carefully considered and the prices fixed will represent actual value. Less than this no consumer has a right to demand—more than this is injustice to

the purchaser. A mutual understanding of the equities of trade would reconcile the consumer with the distributor on many points heretofore misunderstood.

Much thought and discussion has been expended by the wisest members of trade organizations to devise a plan which shall prevent excessive competition in prices, which has stood so long in the way of commercial prosperity. Some scheme of relief would long ago have been adopted were it not that the craze of rival dealers to outbid one another has become a panic and the voice of the conservative element was ineffectual to stay the demoralizing influence.

We can scarcely hope that prices will soon be put back to a just basis unless some new conditions arise to strengthen values of all commodities. Distributors have long been doing business on a falling market, and against an increasing number of competitors. The limit of lowest prices having been once reached and the masses of our population again on the way to increased prosperity (as is now quite plainly indicated), it is reasonable to hope for a favorable change in the not distant future. Then will come the most favorable time for retail dealers to join in some equitable system of fixing prices which shall end all demoralizing cutting practices and, also, the haphazard way of doing business so prevalent at least for the past decade.

S. P. WAITMARSH.

### The Drug Market.

Gum Camphor—In good demand and price is advancing rapidly. It is estimated that the total shortage in stocks of crude over the same period of 1891 is 13,660 piculs, of which 2,400 were lost at sea.

Strychnine—Advanced.  
Buchu Leaves—In small supply and higher.  
Oil Cubebs—Declined.  
Linseed Oil—Declined 3c per gallon.  
Powdered Sugar of Milk—Lower.  
Lycopodium—Again advanced and is tending higher.  
Carbolic Acid—Lower. The cholera excitement is nearly over and the demand is decreasing.  
Bromide of Potash—Has advanced on account of a large demand for export.  
Sennega Root—Very scarce and has advanced.  
Oil Anise—Higher.  
Gum Opium—Dull and lower.  
Morphia—Unchanged.  
The combination has again advanced the price of cream tartar and tartaric acid.

### \$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.  
Sold by Druggists, 75c.

### CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists  
GRAND RAPIDS

### MICHIGAN MINING SCHOOL.

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

## Playing Cards

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SEND FOR PRICE LIST.

Daniel Lynch,

19 S. Ionia St., Grand Rapids.

## Do You want a Cut OF YOUR STORE

For use on Letter Heads, Bill Heads,  
Cards, Etc.?



We can make you one similar to sample  
for \$6.

THE TRADESMAN CO.,

Engravers and Printers,  
GRAND RAPIDS, MICHIGAN.

SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

—AND—

Gents' Furnishing Goods.

REMOVED TO

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

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

"The 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.

Wholesale Price Current.

Advanced—Cream tartar, strychnia, buchu leaves, linseed oil, lycopodium, gum camphor, bromide potash, senega root, oil anise, tartaric acid.  
Declined—Oil cubebs, po. sugar milk, carbolic acid, chloride lime, gum opium.

<b>ACIDUM.</b>	Cubebae	4 00	<b>TINCTURES.</b>	Aconitum Napellis R.	60
Aceticum	80	10	Aloes	50	60
Benzoicum German.	65	75	" and myrrh	50	60
Borac	20	20	Arnica	50	60
Carbolicum	25	40	Asafoetida	0	0
Citricum	50	52	Atrope Belladonna	0	0
Hydrochlor	30	5	Benzoin	60	60
Nitricum	10	12	" Co.	50	50
Oxalicum	10	12	Sanguinaria	50	50
Phosphoricum dil.	10	12	Barosma	50	50
Salicylicum	1	30	Cantharides	75	75
Sulphuricum	13	5	Capicum	75	75
Tannicum	1	40	Os damon	50	50
Tartaricum	33	35	" Co.	75	75
<b>AMMONIA.</b>	Aqua, 10 deg.	3 1/2	Castor	1	100
Aqua, 20 deg.	5 1/2	7	Catechu	50	50
Carbonas	13	14	Cinchona	50	50
Chloridum	13	14	" Co.	60	60
<b>ANILINE.</b>	Black	2	00	2	25
Brown	80	21	00	50	50
Red	45	50	00	50	50
Yellow	2	50	00	50	50
<b>BACCÆ.</b>	Cubeae (po 60)	50	00	60	60
Juniperus	8	10	00	60	60
Xanthoxylum	25	30	00	60	60
<b>BALSAMUM.</b>	Copaiba	45	00	50	50
Peru	21	30	00	50	50
Terabin, Canada	35	40	00	50	50
Tolutan	35	50	00	50	50
<b>CORTEK.</b>	Abies, Canadian	18	00	50	50
Cassia	11	11	00	50	50
Cinchona Flava	18	18	00	50	50
Euonymus atropurp.	30	30	00	50	50
Myrica Cerifera, po.	20	20	00	50	50
Prunus Virgini.	12	12	00	50	50
Quillaja, grd.	10	10	00	50	50
Sassafras	12	12	00	50	50
Ulmus Po (Ground 15)	15	15	00	50	50
<b>EXTRACTUM.</b>	Glycyrrhiza Glabra.	24	00	50	50
" po.	33	35	00	50	50
Haematox, 15 lb. box.	11	12	00	50	50
" 1s.	13	14	00	50	50
" 1/2s.	14	15	00	50	50
" 3/4s.	14	15	00	50	50
<b>FERRUM.</b>	Carbonate Precip.	15	00	50	50
Citrate and Quinia	23	50	00	50	50
Citrate Soluble	80	80	00	50	50
Ferrocyanidum Sol.	50	50	00	50	50
Solut Chloride	15	15	00	50	50
Sulphate, coml.	14	2	00	50	50
" pure.	7	7	00	50	50
<b>FLORA.</b>	Arnica	15	00	50	50
Anthemis	3	35	00	50	50
Matricaria	40	45	00	50	50
<b>FOLIA.</b>	Barosma	22	1	30	30
Cassia Acutifol, Tin-	25	28	00	50	50
nivelly	25	28	00	50	50
" " Alx.	35	50	00	50	50
Salvia officinalis, 1/2s	12	15	00	50	50
and 1/4s.	12	15	00	50	50
Ura Ursi.	8	10	00	50	50
<b>GUMMI.</b>	Acacia, 1st picked	75	00	50	50
" 2d	50	50	00	50	50
" 3d	40	40	00	50	50
" sifted sorts.	25	25	00	50	50
" po.	60	80	00	50	50
Aloe, Barb. (po. 60)	50	60	00	50	50
" Cape. (po. 20)	12	12	00	50	50
Socotri. (po. 60)	50	50	00	50	50
Catechu, 1s. (1/2s, 14 1/2s,	1	1	00	50	50
16)	1	1	00	50	50
Ammoniac	55	60	00	50	50
Assafoetida, (po 35)	3	35	00	50	50
Benzoinum	40	55	00	50	50
Camphore	54	57	00	50	50
Euphorbium po	35	40	00	50	50
Gamboge, po	70	75	00	50	50
Galaicum, (po 30)	70	75	00	50	50
Kino, (po 40)	30	35	00	50	50
Mastic	30	35	00	50	50
Myrrh, (po 45)	77	80	00	50	50
Opil. (po 2 60)	1	77	00	50	50
Shellac	25	35	00	50	50
" bleached	30	35	00	50	50
Tragacanth	30	35	00	50	50
<b>HERBA—In ounce packages.</b>	Absinthium	25	00	50	50
Eupatorium	20	20	00	50	50
Lobelia	25	25	00	50	50
Majorum	25	25	00	50	50
Mentha Piperita.	25	25	00	50	50
" Vir.	30	30	00	50	50
Rue	30	30	00	50	50
Tanacetum, V.	22	22	00	50	50
Thymus, V.	25	25	00	50	50
<b>MAGNESIA.</b>	Calcined, Pat.	55	00	50	50
Carbonate, Pat.	30	35	00	50	50
Carbonate, K. & M.	30	35	00	50	50
Carbonate, Jennings.	35	38	00	50	50
<b>OLEUM.</b>	Absinthium	3	50	24	00
Amygdalae, Dulc.	45	75	00	50	50
Amygdalae, Amarac.	8	00	25	50	50
Anisi	1	80	25	50	50
Aurant Cortex	2	75	00	50	50
Bergamit	3	25	00	50	50
Cajiputi	60	65	00	50	50
Caryophylli	65	75	00	50	50
Cedar	35	65	00	50	50
Chenopodii	1	60	00	50	50
Cinnamomi	1	10	15	50	50
Citronella	2	45	00	50	50
Conium Mac.	35	65	00	50	50
Copaiba	90	21	00	50	50

Morphia, S. P. & W.	1 60	1 85	Selditz Mixture	20	30
S. N. Y. Q. & C. Co.	1 50	1 75	Sinapls	18	30
Moschus Canton.	20	40	" opt.	18	30
Myristica, No. 1.	65	70	Snuff, Maccaboy, De	35	35
Nux Vomica, (po 20)	20	20	Voos	35	35
Os. Sepia	20	22	Snuff, Scotch, De. Voos	35	35
Pepsin Saac, H. & P. D.	20	22	Soda Boras, (po. 11)	10	11
Picls Liq, N. C., 1/4 gal	2	00	Soda et Potass Tart.	27	30
doz	2	00	Soda Carb.	1 1/2	2
Picls Liq, quarts	2	00	Soda, Bi-Carb.	2	2
" pints	2	00	Soda, Ash	3 1/2	4
Pil Hydrag, (po. 80)	2	50	Soda, Sulphas.	50	55
Piper Nigra, (po. 22)	2	1	Spts. Ether Co.	50	55
Piper Alba, (po 65)	2	3	" Myrcia Dom.	25	25
Pix Burgun	2	7	" Myrcia Imp.	23	00
Plumbi Acet.	14	15	" Vinl Rect. bbl.	2	25
Pulvis Ipecac et opil.	1	10	Less 5c gal, cash ten days.	2	25
Pyrethrum, boxes H	21	20	Strychnia Crystal	1	35
& P. D. Co., doz	21	25	Sulphur, Subl.	2 1/2	3 1/2
Pyrethrum, pv	30	35	" Roll	2 1/2	3
Quassia	8	10	Sarsaparilla	30	30
Quinia, S. P. & W	27	32	Terebenth Venice	28	30
" S. German	20	20	Theobromae	40	45
Rubia Tinctorum	12	14	Vanilla	9	00
Saccharum Lactis pv.	23	25	Zinc Sulph.	7	8
Salacin	1	50	21	8	8
Sanguis Draconis	40	50	<b>OILS.</b>		
Sapo, W	12	14	Whale, winter	Bbl.	Gal
" M.	10	12	Lard, extra	70	70
" G.	12	15	Lard, No. 1	64	68
	12	15	Lard, No. 2	42	48
	12	15	Linseed, pure raw	44	47

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

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SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

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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.

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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.

<b>AXLE GREASE.</b> doz gross Aurora 55 6 00 Castor Oil 75 9 00 Diamond 50 5 50 Frazer's 79 9 00 Mica 75 8 00 Paragon 55 6 00		<b>Gages.</b> Erie @ 1 25 California 1 70 Gooseberries 1 20 Common 1 20 Peaches 1 30 Maxwell 2 00 Shepard's 1 85 California 2 10 Monitor 1 85 Oxford 1 60 Pears Domestic 1 20 Riverside 2 10 Pineapples Common 1 30 Johnson's sliced 2 50 " grated 2 75 Common 1 10 Quinces 1 10 Raspberries 1 30 Black Hamburg 1 50 Erie black 1 25 Strawberries 1 25 Lawrence 1 25 Hamburg 1 30 Erie 1 25 Terrapin 1 25 Whortleberries Common 1 10 F. & W. 1 15 Blueberries 1 10 <b>MEATS.</b> Corned beef, Libby's 1 90 Roast beef, Armour's 1 75 Potted ham, 1/2 lb 1 30 " 1/4 lb 1 35 " tongue, 1/2 lb 1 85 " 1 lb 1 85 " chicken, 1/2 lb 95 <b>VEGETABLES.</b> Beans Hamburg stringless 1 25 French style 2 25 Limas 1 40 Lima, green 1 25 " soaked 80 Lewis Boston Baked 1 35 Bay State Baked 1 35 World's Fair Baked 1 35 Picnic Baked 1 00 Corn Hamburg 1 30 Livingston Eden 1 30 Purity 1 50 Honey Dew 1 50 Morning Glory 1 15 Soaked 1 15 Peas Hamburg marrofat 1 35 early June 1 50 Champion Eng. 1 75 Hamburg petit pois 1 75 fancy sifted 1 90 Soaked 65 Harris standard 65 Van Camp's Marrofat 1 10 Early June 1 30 Archer's Early Blossom 1 35 French 1 80 <b>Mushrooms.</b> 15 20 <b>Pumpkin.</b> 90 <b>Squash.</b> Hubbard 1 20 Succotash 1 40 Soaked 80 Honey Dew 1 60 Erie 1 35 <b>Tomatoes.</b> Hancock 1 05 Excelstor 1 10 Eclipse 1 10 Hamburg 1 30 Gallon 2 60		<b>COFFEE.</b> <b>GREEN.</b> Rio Fair 16 Good 17 Prime 18 Golden 20 Peaberry 20 <b>Santos.</b> Fair 16 Good 17 Prime 18 Peaberry 20 <b>Mexican and Guatamala.</b> Fair 20 Good 21 Fancy 23 <b>Maracalbo.</b> Prime 19 Milled 20 <b>JAVA.</b> Interior 25 Private Growth 27 Mandehilling 28 <b>Mocha.</b> Imitation 23 Arabian 26 <b>ROASTED.</b> To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15c. per cent. for shrinkage. <b>PACKAGE.</b> Arbuckle's Ariosa 21 30 McLaughlin's XXXX 21 30 Bunola 20 80 Lion, 60 or 100 lb. case 2 30 <b>EXTRACT.</b> Valley City 1/2 gross 75 Felix 1 15 Hummel's, foll. gross 1 50 tin " 2 50 <b>CHICORY.</b> Bulk 5 Red 7 <b>CLOTHES LINES.</b> Cotton, 40 ft. per doz. 1 25 " 50 ft. " 1 40 " 60 ft. " 1 60 " 70 ft. " 1 75 " 80 ft. " 1 90 Jute 60 ft. " 1 90 " 72 ft. " 1 00 <b>CONDENSED MILK.</b> 4 doz. in case. Eagle 7 40 Crown 6 25 Genuine Swiss 8 00 American Swiss 7 00 <b>CRACKERS.</b> Butter Seymour XXX 6 Family XXX, cartoon 6 1/2 Family XXX, cartoon 6 Salted XXX 6 1/2 Salted XXX, cartoon 6 1/2 Kenosha 7 1/2 Boston 8 Butter biscuit 6 1/2 Soda, XXX 6 Soda, City 7 1/2 Soda, Duchess 8 1/2 Crystal Wafer 10 Long Island Wafers 11 Oyster 6 S. Oyster XXX 6 City Oyster, XXX 6 Farina Oyster 6 <b>CREAM TARTAR.</b> Strictly pure 30 Telfer's Absolute 35 Grocers' 20 25		<b>PITTED CHERRIES.</b> Barrels 20 50 lb. boxes 22 25 " 22 <b>PRUNELLES.</b> 30 lb. boxes 10 1/2 <b>RASPBERRIES.</b> In barrels 21 1/2 50 lb. boxes 22 25 lb. " 23 <b>Foreign.</b> <b>CURRENTS.</b> Patras, in barrels @ 4 " in 1/4-bbls @ 4 1/2 " in less quantity @ 4 1/2 <b>PEEL.</b> Citron, Leghorn, 25 lb. boxes 30 Lemon " 25 " 10 Orange " 25 " 11 <b>RAISINS.</b> <b>Domestic.</b> London layers, 2 crown 1 65 " 3 " 1 85 " fancy 2 00 Loose Muscatels, boxes 1 60 <b>Foreign.</b> Ondura, 25 lb. boxes @ 9 1/2 Sultana, 30 " @ 8 1/2 Valencia, 30 " @ 8 1/2 <b>PRUNES.</b> Bosnia @ California, 100-120 @ " 90x100 25 lb. bxs. 80x30 " 70x30 " 80x70 " 60x70 " @ Turkey @ Silver @ <b>ENVELOPES.</b> XX rag, white No. 1, 6 1/2 \$1 75 No. 2, 6 1/2 1 60 No. 1, 6 1 65 No. 2, 6 1 50 XX wood, white No. 1, 6 1 35 No. 2, 6 1 25 Manila, white 6 1 00 6 95 6 Coln. 1 00 <b>MILL No. 4</b> 1 00 <b>FARINACEOUS GOODS.</b> Farina 3 1/2 100 lb. kegs. Hominy 3 00 Grits 3 50 Lima Beans 4 Dried Maccaroni and Vermicelli. Domestic, 12 lb. box. 55 Imported. 10 1/2 @ 11 1/2 Pearl Barley 2 1/2 Peas 2 1/2 Green, bu 1 75 Split per lb 2 1/2 German Sago 4 East India 5 <b>Wheat.</b> Cracked 5 <b>FISH—Salt.</b> <b>Bloaters.</b> Yarmouth Cod 4 00 Pollock Whole, Grand Bank @ 5 Boneless, bricks 6 1/2 @ 8 Boneless, strips 6 1/2 @ 8 Smoked Halibut 12 Herring 3 25 Gibbed, 1/2 bbl. 9 00 Holland, bbl 65 Round Shore, 1/4 bbl 2 75 Scaled 1 50 Mackerel 16 No. 1, 40 lbs 4 25 No. 1, kits, 10 lbs 1 25 No. 2, 40 lbs 3 50 No. 2, 10 lbs 1 05 Family, 1/4 bbls., 100 lbs 5 00 kits, 10 lbs 65 Sardines 45 Russian, kegs. 6 50 No. 1, 1/2 bbls., 100 lbs 6 50 No. 1, kits, 10 lbs 90 Whitefish 7 50 No. 1, kits, 10 lbs 95 Family, 1/4 bbls., 100 lbs 3 00 kits 10 lbs 40 <b>FLAVORING EXTRACTS.</b> Jennings' D C Lemon, Vanilla 2 oz folding box 75 1 25 3 oz " 1 00 1 50 4 oz " 1 50 2 00 6 oz " 2 00 3 00 8 oz " 3 00 4 00 <b>Gunpowder.</b> Austin's Rifle, kegs 4 50 " 1/2 kegs 2 50 " Crack Shot, kegs 4 50 " 1/2 kegs 2 50 " Club Sporting 6 00 " 1/2 " 3 25		<b>HERBS.</b> Sage 15 Hops 15 <b>INDIGO.</b> Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 <b>JELLY.</b> 17 lb. palls 85 30 " " 1 20 <b>LICORICE.</b> Pure 30 Calabria 25 Sicily 12 <b>LYE.</b> Condensed, 2 doz 1 25 " 4 doz 2 25 <b>MATCHES.</b> No. 9 sulphur 1 25 Anchor parlor 1 70 No. 2 home 1 10 Export parlor 4 00 <b>MINCIE MEAT</b>  3 or 6 doz. in case per doz. 95 <b>MEASURES.</b> Tin, per dozen 1 gallon \$1 75 Half gallon 1 40 Quart 70 Pint 45 Half pint 40 Wooden, for vinegar, per doz. 1 gallon 7 00 Half gallon 4 75 Quart 3 75 Pint 2 25 <b>MOLASSES.</b> Blackstrap 14 Cuba Baking 16 <b>Porto Rico.</b> Prime 30 Fancy 20 <b>New Orleans.</b> Fair 18 Good 20 Extra good 25 Choice 30 Fancy 40 <b>OATMEAL.</b> Barrels 200 @ 5 60 Half barrels 100 @ 2 95 <b>ROLLED OATS.</b> Barrels 150 @ 5 60 Half bbls 90 @ 2 95 <b>PICKLES.</b> Medium Barrels, 1,200 count. \$6 00 Half barrels, 600 count. 3 50 Small Barrels, 2,400 count. 7 00 Half bbls, 1,200 count 4 00 <b>PIPES.</b> Clay, No. 216 1 75 " T. D. full count. 75 Cob, No. 3 1 25 <b>POTASH.</b> 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 25 <b>ROOT BEER.</b> Williams, per doz. 1 75 " 3 doz. case 5 00 <b>RICE.</b> <b>Domestic.</b> Carolina head 6 " No. 1 5 " No. 2 @ 4 1/2 Broken 3 1/2 <b>Imported.</b> Japan, No. 1 6 " No. 2 5 1/2 Java 5 Patna 5		<b>Pepper, Singapore, black</b> 20 " white 30 " Cayenne 25 Sage "Absolute" in Packages 30 <b>SAL SODA.</b> Kegs 1 1/4 Granulated, boxes 1 1/2 <b>SEEDS.</b> 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 8 Rape 6 Cuttle bone 30 <b>STARCH.</b> Corn 20-lb boxes 6 40-lb " 5 1/2 Gloss 1-lb packages 5 1/2 3-lb " 5 1/2 6-lb " 5 1/2 40 and 50 lb. boxes 4 1/2 Barrels 5 1/2 <b>SNUFF.</b> Scotch, in bladders 37 Maccaboy, in jars 35 French Rappee, in jars 43 <b>SODA.</b> Kegs, English 4 1/2 100 3-lb. sacks 2 25 60 5-lb. " 2 00 28 10-lb. sacks 1 85 20 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 <b>Ashton.</b> 56 lb. dairy in linen sacks 75 Higgins 56 lb. dairy in linen sacks 75 <b>Solar Rock.</b> 56 lb. sacks 27 <b>Common Fine.</b> Saginaw 80 Manistee 85 <b>SALERATUS.</b> Packed 60 lbs. in box Church's 33 30 DeLand's 3 15 Dwight's 3 30 Taylor's 3 00 <b>SOAP.</b> <b>LAUNDRY.</b> Allen B. Wrisley's Brands Old Country, 80 1-lb. 3 30 Good Cheer, 60 1-lb. 3 00 White Borax, 100 1/2 lb. 3 60 Proctor & Gamble Concord 2 80 Ivory, 10 oz. 6 75 " 6 oz. 4 00 Lenox 3 65 Mottled German 3 15 Town Talk 3 00 <b>SCOURING AND POLISHING.</b> Sapolio, kitchen, 3 doz. 2 50 " hand, 3 doz. 2 50 <b>SUGAR.</b> Cut Loaf @ 5 1/2 Cubes @ 5 1/2 Powdered XXXX 6 1/2 @ 6 3/4 " Standard @ 5 1/2 Granulated, medium. 5 1/2 @ 5 1/2 " fine 5 1/2 @ 5 1/2 Confectioners' A 5 1/2 @ 5 1/2 Soft A 4 81 White Extra C @ 4 81 Extra C @ 4 81 C @ 3 1/2 Golden @ Yellow @ Less than bbls. 1/4c advance <b>SYRUPS.</b> <b>Corn.</b> Barrels 27 Half bbls. 29 <b>Pure Cane.</b> Fair 19 Good 25 Choice 30 <b>SWEET GOODS.</b> Ginger Snaps 8 Sugar Creams 8 Frosted Creams 9 Graham Crackers 8 1/4 Oatmeal Crackers 8 1/4 <b>VINEGAR.</b> 40 gr. 7 @ 8 50 gr. 8 @ 9 <b>WET MUSTARD.</b> Bulk, per gal 30 Beer mug, 2 doz in case 1 75 <b>YEAST</b> Magic, per box 1 00 Warner's 1 00 Yeast Foam, per box 1 00	
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TEAS.	
JAPAN—Regular.	
Fair	@17
Good	@20
Choice	@24
Choicest	@24
Dust	@10
SUN CURED.	
Fair	@17
Good	@20
Choice	@24
Choicest	@24
Dust	@10
BASKET FIRED.	
Fair	@18
Choice	@25
Choicest	@25
Extra choice, wire leaf	@40
GUNPOWDER.	
Common to fair	@25
Extra fine to finest	@50
Choicest fancy	@75
OOLONG.	
Common to fair	@23
IMPERIAL.	
Common to fair	@23
Superior to fine	@30
YOUNG HYSON.	
Common to fair	@18
Superior to fine	@30
ENGLISH BREAKFAST.	
Fair	@18
Choice	@24
Best	@20
TOBACCOS.	
Fine Cut.	
Pails unless otherwise noted	
Hiawatha	62
Sweet Cuba	36
McGinty	24
" 1/4 bbls.	22
Valley City	32
Dandy Jim	27
Torpedo	20
" in drums	19
Yum Yum	26
Plug.	
Sorg's Brands.	
Spearhead	38
Joker	26
Nobby Twist	39
Oh My	29
Scotten's Brands.	
Kylo	25
Hiawatha	40
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
Out of Sight	25
HIDES PELTS and FURS	
Perkins & Hess pay as follows, prices nominal:	
HIDES.	
Green	2 1/2 @ 3 1/2
Part Cured	@
Full	@ 4 1/2
Dry	5 @ 5
Kips, green	2 1/2 @ 3 1/2
" cured	@ 4 1/2
Calfskins, green	4 @ 5
Deaconskins	10 @ 30
No. 2 hides 1/2 off.	
PELTS	
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 @ 2 75
GRAINS and FEEDSTUFFS	
WHEAT.	
No. 1 White (58 lb. test)	67
No. 1 Red (60 lb. test)	67
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 " sacks	2 30
MILLSTUFFS.	
Bran	Car lots quantity
Screenings	\$14 00 \$15 00
Middlings	15 00 15 50
Mixed Feed	16 00 16 50
Coarse meal	19 00 19 50
Car lots	19 50 20 00
CORN.	
Car lots	48
Less than car lots	52
OATS.	
Car lots	33
Less than car lots	40
New oats, 1c less.	
HAY.	
No. 1 Timothy, car lots	10 00
No. 1 " ton lots	11 50

FISH and OYSTERS.	
F. J. Dettenthaler quotes as follows:	
FRESH FISH	
Whitefish	8 @ 9
Trout	8 @ 15
Halibut	5 @ 6
Ciscoes or Herring	11 @ 12
Bluefish	11 @ 12
Fresh lobster, per lb	20
Soft crabs, per doz	1 60
Shrimp, per gal	1 25
Cod	10 @ 12
No. 1 Pickerel	@ 8
Pike	@ 7
Smoked White	@ 7
OYSTERS—CAN.	
Fairhaven Counts	@ 35
F. J. D. Selects	@ 35
Selects	@ 25
Anchor	@ 22
Standards	@ 19
SHELL GOODS.	
Oysters, per 100	1 2 @ 1 50
Clams	75 @ 1 00
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, 150°	@ 8
Water White	@ 6 3/4
Naptha	@ 7
Stove Gasoline	@ 6 3/4
Cylinder	@ 27
Engine	@ 13
Black, 25 to 30 deg	@ 7 1/2
FRESH MEATS.	
Swift & Company quote as follows:	
Beef, carcass	4 @ 5
" hind quarters	5 @ 6
" fore	3 @ 3 1/2
" loins, No. 3	9 @ 9 1/2
" ribs	7 @ 8
" rounds	5 @ 5 1/2
Bologna	@ 11
Pork loins	@ 11
" shoulders	@ 6 1/2
Sausage, blood or head	@ 4 1/2
" liver	@ 4 1/2
Mutton	@ 7
Veal	@ 8
"	@ 7
POULTRY.	
Local dealers pay as follows:	
DRESSED.	
Fowl	8 @ 9
Turkeys	@ 12
Ducks	@ 12
LIVE.	
Chickens	7 @ 8
Fowls	7 @ 8
Turkeys	11 @ 12
Spring Duck	10 @ 11

It Pays Dealers to sell FOSFON because there are but two sizes, Five Ounces at 10 cents, Sixteen at 25 cents and it pleases better than Baking Powders. See Grocery Price Current.

# THE BREAD RAISER FOSFON

SUPPLANTS BAKING POWDER  
Fosfon Chemical Co., Detroit, Michigan.

SOLD BY ALL RELIABLE GROCERS.

# 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.



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.



# 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.

# 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.

GOLD MEDAL, PARIS, 1878.



# W. BAKER & Co.'s Breakfast Cocoa

Is Absolutely Pure and it is Soluble.

Unlike the Dutch Process

No alkalis or other chemicals or dyes are used in its manufacture.

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

V. BAKER & CO., Dorchester, Mass

# FOURTH NATIONAL BANK Grand Rapids, Mich.

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

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

A CHAPTER ON AXES.

From Hardware.  
He picked up a bill that was lying on the desk near him, saying:

"I always liked to sell axes. There isn't so large a per cent. of profit in them as in a great many other items that do not require one-half the thought in buying, or a fraction of the worry in selling, yet I'd rather sell a box of axes, and make a dollar, than sell those other goods and make twice as much."

He was a wholesale hardware dealer of more than twenty-five years' experience in the business, and had been on the road, book-keeper, buyer and general manager. I was always glad to have him grow reminiscent and talk about the men connected with the trade whom he had met, and the changes in the goods he had handled.

"Yes, I liked the axe makers; they were all pleasant men to do business with, and if one had his own label on his axes, as we always had, he grew to have a very warm feeling for the customers who stood by him season after season."

"Are there many changes in that trade?" I asked.

"No, not in the goods; less than in almost any other article in the stock. Back in 1866 we sold axes for \$16.50 per dozen and had a profit of about \$2.50, I think. The trade called then for much heavier axes than to-day. I think the popular assortment was 4 to 5ths, now in this same section it is 3 to 4ths. We bought our axes from William Mann, Jr., & Co., of Lewistown, Penn. The old 'William Mann' axe had an excellent reputation with woodchoppers; so had Lippincott's and Hunt's. We always carried a small stock of Mann's own brand, but made our special push on our own label."

"Did they cost alike?"

"Oh, yes; they were the same axe, but for the label. There were several Manns in the axe trade, and one of our competitors handled the axes of one of these other Manns. Another house handled Lippincott's, and the fourth jobber sold a New York axe; Ten Eyck's, I think."

"What was your own brand?"

"The 'Star' axe. We pushed it because there was always strong competition in axes, and if you sold the same brand as others sold, the profits were cut down pretty fine. But when I went out on the road I carried samples of the two axes, and our price was always a dollar a dozen more for our 'Star' axe, than for Mann's label. We made no claim that the 'Star' was a better axe, but as we asked more for it the average dealer took it for granted that it was a finer tool, and we sold ten dozen of the 'Star' to one dozen of Mann's. Of course, the trade in axes in Ohio, Indiana, and Michigan, at that time was greater than it is to-day. We began soon after this to have strong competition from Cleveland, in the Powell Tool Co.'s axes. They were always good goods and hard to displace, after they were once introduced. Then Lippincott created quite a stir in the market by his patent axe, the Red Jacket. I haven't seen any of these in eighteen years, and guess the younger generation knows nothing about them. The bit was perfectly round at both corners, quite well cut away; the poll was square, as I remember it, but not thick, as the 'Dayton' pattern is. Lippincott advertised it largely. One could hardly pick up the smallest village paper and not find the 'Red Jacket' axe advertised in it. The trade did not welcome it, the main reason for this being that every jobbing house was pushing its own brand of axe, and did not care to push a patented shape, as this was, and lose the work it had done on the old style axe. I had frequent calls for it, but my house would not handle it. This is a very short-sighted policy usually, this refusing to handle new goods that you fear may cut into the trade of goods you already handle. A wise merchant knows that you can damn a thing by faint praise, when you have it in stock, while your talk against it, when you have none for sale, is discounted by your hearer and taken for what it is worth. He may not get the goods from you, but he will get them somewhere."

"Axes dropped in price to \$10 a dozen in '71 and '72, and the best assortment to

sell was 3 1/2 to 4 1/2 th. About this time I made the acquaintance of Mr Blakewell, one of the most genial men in the trade. The patent axe, and other things, had been too much for the Lippincott concern, and it reorganized as Hubbard, Blakewell & Co. Mr. B. came around to see the trade. We were so wedded to Mann that I never bought axes of Mr. B. but we had some trade in other goods, and I was always glad to welcome him to that chair you are now sitting in.

"We now began to hear a good deal about inside and outside steel. Our men used to carry the piece of steel used in inlaid steel axes to show how much more steel went into the old-fashioned axe, but it was always rather hard sledding for us. The overlaid steel axe talked for itself, and kept on talking until all-steel axes made their way here. An axe maker came around about that time from Maine; a tall, lean, honest-looking man whose word you would take without hesitation—Mr. Hubbard, of Hubbard & Blake. You felt sure the moment you looked at him; that he wouldn't make a poor article if he could. He talked axes and scythes, and for many years he made every scythe for us that we sold; they were good scythes too, and made us customers."

"Along about '77 our old friend, Britain, from whom we had been buying locks and novelties for ten years, began to sing the praises of the Hunt axe, made by the Douglass Axe Co., of Boston. I always had the feeling that Britain would put me on the ground floor, and at his suggestion I went down to Boston to see the manager, Dana. Poor Dana! He came to a bad end, from mining speculations, and ruined the concern, but he was a man of ability and fine address. Had his mining ventures turned out differently he would be petted by the men who have been so busy abusing him since he disappeared. I liked him so well that I bought his goods for several years. The concern kept us in hot water though in their delivery of goods. Those we ordered for August came in December, and no matter what we said we could not get things improved. Poor Britain and Bond could only look sad and make promises for the future, as we hauled them over the coals and demanded an explanation and improvement.

"In our territory a Mishawaka, Ind., axe gave us no end of trouble and worry. The axe showed a great deal more steel than did ordinary goods, was very plainly finished, and no label on it. It was common-looking, but when we sold our axe at \$10 the Mishawaka axe sold at \$14 to \$16, and you could talk to a retailer until doomsday, but you could not convince him that any other would take its place. Axes keep dropping down in price until we bought them at \$5.25, and these were made of all steel.

"Two years ago consolidations were so popular that the various axe factories came under the spell. The American Axe & Tool Co. was formed and took in all the leading makers. They accomplished one really good thing—the doing away with the warrant on axes. When I think of all the annoyance I have had over warranting axes in the past twenty-five years, I wonder that I am alive. There never was anything so outrageously abused in our business. That the manufacturers should have permitted the fraud to continue so many years was evidence of their jealousy and fear of each other. One wondered that they never took the first step in educating the retail trade, so it might discriminate between a break and a flaw, and one in solid steel; or to judge if the edge turned from being soft or from bad grinding.

"I can remember, in my spring trips, how the chills ran down my back as the retailer remarked: 'I've got some axes to return.' Then from out of the dirt under the counter, after long search, came from one to six rusty axes. If you looked at one with the least hesitancy the dealer began to prepare for battle. You found, if you did look, that five out of the six were ground too thin and had been broken in solid steel, but everything was exchanged that was brought back. Not only this but you were expected to credit these axes as so much cash on account, and if you insisted on the contrary you

were liable to lose your customer, for other houses did what you were refusing to do. You were immediately twitted upon 'going back on your warrant,' as if nothing under heaven could be meaner than that, and you usually gave in, and then went and kicked yourself for doing it. Some of the small factories, built since the old concerns consolidated, are starting out by warranting their goods, but the jobber or retailer who encourages a return to that idiosyncrasy is not fit to do business.

"To offset their wisdom regarding the warrant the old companies made the mistake of booming up prices. Axes are now back to \$5.50 again, but there are several concerns in the field who would not be there but for the high prices of 1890. Of these, the new axe made in Louisville has come to stay; it will grow with consumers and be an important factor in the near future. Two factories are in the natural gas fields and making handsome goods. We met their axes altogether too frequently last season, and retailers spoke well of them.

"But the axe trade is not of one-quarter the importance with us it was once. We used to sell 1,000 dozen a year, mostly of the 'Western' pattern, but also a good many heavy poll 'Dayton' pattern, and about 50 dozen double bitted. Now the trade calls almost altogether for 3 to 4th Michigan pattern, and for only a very few double bitted axes. Prices in twenty-five years have dropped from \$14 to \$5.50 at the factory, and from \$1.75 to 75 cents at retail. WM. H. MAHER.

WOOD WANTED!

We will pay cash for dry Beech and Maple Wood, delivered on cars within 150 miles of Grand Rapids. Correspondence solicited.

S. P. BENNETT FUEL & ICE CO., Grand Rapids.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new.	11 50
Short cut	14 25
Extra clear pig, short cut.	15 50
Extra clear, heavy	15 00
Clear, fat back	15 00
Boston clear, short cut.	15 00
Clear back, short cut.	15 00
Standard clear, short cut, best.	15 50
SAUSAGE—Fresh and Smoked.	
Pork Sausage	7 1/2
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	7 1/2
Blood Sausage	5
Bologna, straight	5
Bologna, thick	5
Head Cheese	5
LARD.	
Kettle	6
Rendered.	6
Granger.	6 1/2
Family.	6 3/4
Com.	7
Tierces	8 1/2
50 lb. Tins	8 1/2
30 lb. Pails	9
10 lb.	9 1/2
5 lb.	9 3/4
3 lb.	9 1/2
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	6 50
Extra Mess, Chicago packing	6 50
Boneless, rump butts.	9 00
SMOKED MEATS—CANNED OR PLAIN.	
Hams, average 20 lbs.	11 1/4
" " 16 lbs.	11 3/4
" " 12 to 14 lbs.	11 3/4
" picnic	8 1/2
" best boneless	10
Shoulders	8
Breakfast Bacon, boneless	10
Dried beef, ham prices	8
Long Clears, heavy	8
Briskets, medium	8
" light	8

CANDIES, FRUITS AND NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Cases	Bbls.	Palls.	
Standard, per lb.	6 1/4	7 1/4	
" H. H.	6 1/4	7 1/4	
" Twist	6 1/4	7 1/4	
Boston Cream	8 1/2		
Cut Loaf		8 1/2	
Extra H. H.	8 1/2		
MIXED CANDY.			
	Bbls.	Palls.	
Standard	6	7	
Leader	6	7	
Royal	6 1/4	7 1/4	
Nobby	7	8	
English Rock	7	8	
Conserves	7	8	
Broken Taffy	8	9	
Peanut Squares	8	9	
French Creams	8	9	
Valley Creams	13		
Midget, 30 lb. baskets	8		
Modern, 30 lb.	8		

FANCY—In bulk		Palls.
Lozenges, plain	10	
" printed	11	
Chocolate Drops	11 1/4	
Chocolate Monumentals	13	
Gum Drops	5 1/2	
Moss Drops	8	
Sour Drops	8 1/2	
Imperial	10	
FANCY—In 5 lb. boxes.		Per Box
Lemon Drops	55	
Sour Drops	55	
Peppermint Drops	60	
Chocolate Drops	65	
H. M. Chocolate Drops	90	
Gum Drops	40/50	
Licorice Drops	1 00	
A. B. Licorice Drops	80	
Lozenges, plain	60	
" printed	65	
Imperial	60	
Mottoes	70	
Cream Bar	55	
Molasses Bar	55	
Hand Made Creams	85/90	
Plain Creams	80/90	
Decorated Creams	1 00	
String Rock	65	
Burnt Almonds	80/90	
Wintergreen Berries	60	
CARAMELS.		
No. 1, wrapped, 2 lb. boxes	34	
No. 1, " 3 " "	51	
No. 2, " 3 " "	28	
No. 3, " 3 " "	28	
Stand up, 5 lb. boxes	42	
	90	
BANANAS.		
Small		1 50 @ 1 75
Medium		2 00 @ 2 25
Large		2 00 @ 2 25
ORANGES.		
California, 96	@	
" 126	@	
" 150	@	
Messinas, choice 200	@	
" 160	@	
LEMONS.		
Messina, choice, 360	@ 6 50	
" fancy, 360	@ 7 00	
" choice 300	@ 7 00	
" fancy 300 Majoris	8 00	
OTHER FOREIGN FRUITS.		
Figs, fancy layers, 6 lb.	@ 17	
" " 10 lb.	@ 18	
" extra " 14 lb.	@	
" " 20 lb.	@	
Dates, Fard, 10-lb. box	@ 8 1/4	
" " 50-lb.	@ 6 1/2	
" Persian, 50-lb. box	@ 4 1/2	
NUTS.		
Almonds, Tarragona	@ 19	
" Ivaca	@ 17	
" California	@ 18 1/2	
Brazil, new	@ 9 1/2	
Filberts	@ 11 1/2	
Walnuts, Grenoble	@ 15	
" Marbot	@	
" Chill	@ 10	
Table Nuts, fancy	@ 13 1/2	
" choice	@ 12 1/2	
Pecans, Texas, H. P.	12 1/4 @ 14	
Cocoanuts, full sacks	@ 4 25	
PEANUTS.		
Fancy, H. P., Suns	@ 5 1/4	
" " Roasted	@ 7 1/4	
Fancy, H. P., Flags	@ 5 1/4	
" " Roasted	@ 7 1/4	
Choice, H. P., Extras	@ 4 1/4	
" " Roasted	@ 6 1/4	
California Walnuts	12 1/2	
CROCKERY & GLASSWARE		
FRUIT JARS.		
Pints	8 6 75	
Quarts	7 00	
Half Gallons	9 00	
Cups	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.	06 1/4	
Jugs, 1/2 gal., per doz.	75	
" 1 " "	80	
" 2 " "	90	
Milk Pans, 1/2 gal., per doz	1 80	
" " 1/2 " "	85	
" " 1/2 " " glazed	75	
" " 1 " " "	78	
" " 1 " " glazed	90	



THE LONDON MONEY MARKET.

The money lenders of Lombard street, who have been suffering from dull times ever since the Baring collapse, nearly two years ago, seem at present to be in a worse plight than ever. The Bank of England rate of discount remains nominally at 2 per cent. per annum, but in the open market good short bills are taken at 1 per cent. and a trifle less, while loans on call can be had at so small a fraction of 1 per cent. that the interest over night on £10,000, or \$50,000, amounts to only about 60 cents. For permanent investment the borrowing demand is also light. Lenders are glad to get 3 per cent. per annum on good security, and are buying consols, first-class railroad debentures, and municipal loans at prices which yield a shade under that rate.

Our sympathy with this distress of British capitalists is, of course, very much mitigated by the consideration that it happens opportunely to counteract some of the evil results of our own hazardous financial policy. The bad harvests in Europe last year helped us out amazingly in meeting the demands of our foreign creditors. This year, when we have no such intervention of Providence in our behalf, we, with equal good fortune, have not the same need of it. In spite of the desire of European financial institutions to strengthen their gold reserves, and of the special effort making by Austria-Hungary to acquire the means of resuming specie payments on a gold basis, the shipments of the metal from this country have ceased for the present, not to be resumed, probably, for some months to come. This is partly owing to the check given to importations by the quarantine precautions against the cholera, but more to the difficulty of employing money abroad profitably, indicated by the low rates of interest there.

The shrinkage in the volume of trade in Great Britain, which began with the Argentine collapse, has been assisted by the financial troubles of Brazil, following closely upon those of Argentina, by the bad harvests of last year, and, finally, though not to the extent often asserted, by the operation of the McKinley tariff. The bankruptcy of the large area of South America covered by Argentine and Brazil has naturally diminished the ability of a numerous population to buy and pay for British goods. The partial failure of the crops at home has had the same effect upon home consumption. In special branches of manufacture, such as tin plate and other articles of metal, the exports of Great Britain to this country were for a time unfavorably affected by our new tariff, though they are now resuming their former proportions. The general result of all these causes has been to reduce the total amount of British exports of home manufactures, during the first eight months of this year, to about £150,000,000, against £165,000,000 during the corresponding period of 1891. On the other hand, the British imports of food for these last eight months have been £7,000,000 greater than they were for the first eight months of 1891, and those of cotton and other raw materials about £4,000,000 less, showing a net increase in imports of £3,000,000 and more. Accompanying this shrinkage in the imports of raw materials and the exports of manufactured goods an unwillingness has been shown to embark in new enterprises, which has reduced the amount of

fresh capital invested in them since Jan. 1, 1891, to £170,000,000, against £330,000,000 for the two years previous to that date. On the London Stock Exchange the dullness of speculation has resulted in a reduction of bank clearings on stock pay days from an average of £60,000,000 in 1890 to one of about £40,000,000 since Jan. 1, last.

The depression in the British ship-building industry also reflects in a marked manner the depression in the general trade of the country. The year 1891 was one of great activity in the shipyards of the United Kingdom, the total new production having been 1,273,784 tons against 1,271,110 tons in 1890, and 1,300,933 tons in 1889, and the amount under construction at the close of the year having been 793,913 tons against 734,010 tons at the close of 1890. This continued large addition of new shipping in the face of a decreasing demand for it did not fail to attract, at the time, the attention of thoughtful observers and to lead them to predict just what has happened. At the annual meeting of the Associated British Chambers of Commerce, its President declared that "ship-building was little more than a remembrance." The effect in preventing its revival which the cholera panic is likely to have, I need not point out.

What makes this decline in the foreign demand for its manufactures and of employment for its shipping the more serious to Great Britain, is its dependence upon the profits of the manufactures and of its carrying trade for the means of feeding its people. Its net imports of articles of food and drink in 1891 came to over £150,000,000, and for the first eight months of this year their value has been nearly £100,000,000. Notwithstanding a high cultivation, which makes the average yield of wheat twenty-seven bushels to the acre, whereas, on our new and fertile land, the average is but about eleven bushels, the total harvest of wheat in Great Britain and Ireland for the present comparatively favorable year is estimated at only 62,154,000 bushels, while the requirements for seed and for consumption as food are put at 250,052,000 bushels, leaving a deficiency of 187,898,000 bushels to be supplied by importation. In addition, the country consumes annually, beyond its own production, about 40,000,000 bushels of barley, 45,000,000 bushels of oats, and 8,000,000 bushels of beans. It also imports some 60,000,000 bushels of our Indian corn, which takes the place of other breadstuffs, and an immense quantity of beef, pork and other animal food, the value of which, with that of butter, cheese, eggs and similar articles, is nearly £60,000,000 annually. Nearly a century ago the famous Thomas Malthus, in his essay on the rate of increase of population, predicted this deficiency in the British food supply, and was violently denounced for doing it. The fulfillment of his prediction has indeed been aided by causes of which he took no account, yet his principle has proved to be sound.

I would not be understood as asserting that the people of Great Britain have no other means of paying for the food and drink they import than their manufactures and their shipping. On the contrary, they have an enormous income, derived from their investments all over the world, and especially in this country. That many hundreds of millions of dollars' worth of our railroad securities be-

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. BEIGGS, Gen'l Agent, 85 Monroe St. A. ALMQUIST, Ticket Agent, Union Depot. GEO. W. MUNSON, Union Ticket Office, 67 Monroe St. O. W. RUGGLES G. P. & T. Agent, Chicago.

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

EASTWARD.				
Trains Leave	*No. 14	+No. 16	+No. 18	*No. 82
Lv. Chicago.....	7:30pm			
Lv. Milwaukee.....	8:30pm			
G'd Rapids, Lv	6:50am	10:20am	3:25pm	12:05pm
Ionia.....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	6:40am
Bay City.....Ar	11:30am	4:35pm	8:45pm	7:15am
Flint.....Ar	10:05am	3:45pm	7:55pm	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	1:20pm
G'd Haven, Ar	8:35am	2:10pm	6:15pm	11:20pm
Milw'kee Str "			6:30am	6:30am
Chicago Str. "			6:00am	

\*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 Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar. JOHN W. LOUD, Traffic Manager. BEN FLETCHER, Trav. Pass. Agent. JAS. CAMPBELL, City Ticket Agent. 23 Monroe Street.

Grand Rapids & Indiana.  
Schedule in effect September 25, 1892.

TRAINS GOING NORTH.			
Arrive from	Leave going	South.	North.
For Cadillac and Saginaw.....	6:15 a m	7:20 a m	
For Traverse City & Mackinaw.....	9:00 a m	1:10 p m	
For Cadillac and Saginaw.....	1:50 p m	4:15 p m	
For Petoskey & Mackinaw.....	8:10 p m	10:10 p m	
From Chicago and Kalamazoo.....	8:35 p m		
Train arriving from south at 6:15 a m and 9:00 a m daily. Others trains daily except Sunday.			

TRAINS GOING SOUTH.			
Arrive from	Leave going	North.	South.
For Cincinnati.....	6:30 a m	7:00 a m	
For Kalamazoo and Chicago.....	10:05 a m	10:05 a m	
For Fort Wayne and the East.....	11:50 a m	2:00 p m	
For Cincinnati.....	5:15 p m	6:00 p m	
For Kalamazoo & Chicago.....	11:00 p m	11:20 p m	
From Saginaw.....	11:50 a m		
From Saginaw.....	11:00 p m		
Train leaving south at 11:20 p. m. runs daily; all other trains daily except Sunday.			

SLEEPING & PARLOR CAR SERVICE.

**NORTH** 1:10 p m train has parlor car Grand Rapids to Petoskey and Mackinaw. 10:10 p m train.—Sleeping car Grand Rapids to Petoskey and Mackinaw. **SOUTH**—7:00 am train.—Parlor chair car Grand Rapids to Cincinnati. 10:05 a m train.—Wagner Parlor Car Grand Rapids to Chicago. 8:00 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 7:55 am 8:10 p m 10:10 p m Arr Grand Rapids 1:50 pm 8:35 p m 6:50 a m 3:10 p m through Wagner Parlor Car. 10:10 p m train daily, through Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana. For Muskegon—Leave. From Muskegon—Arrive. 6:55 a m 10:00 a m 11:25 a m 4:40 p m 5:30 p m 9:05 p m Through tickets and full information can be had by calling upon A. Almquist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich. C. L. LOCKWOOD, General Passenger and Ticket Agent.

CHICAGO SEPT. 11, 1892.  
AND WEST MICHIGAN RY.

GOING TO CHICAGO.			
Lv. G.R.D RAPIDS.....	8:50am	1:25pm	*11:35pm
Ar. CHICAGO.....	3:35pm	6:45pm	*7:05am

RETURNING FROM CHICAGO.			
Lv. CHICAGO.....	9:00am	5:25pm	*11:15pm
Ar. G.R.D RAPIDS.....	3:55pm	10:4pm	*7:05am
Lv Chicago.....	9:30am	9:30am	

TO AND FROM BENTON HARBOR, ST JOSEPH AND INDIANAPOLIS.			
Lv G R.....	8:50am	1:25pm	*11:35pm
Ar. G R.....	*6:10am	3:55pm	10:45pm

TO AND FROM MUSKEGON.			
Lv. G R.....	8:50am	1:25pm	5:40pm 3:55pm
Ar. G R.....	10:45am	3:55pm	5:20pm

TRAVERSE CITY, MANISTEE & PETOSKEY.			
Lv. G R.....	7:30am	5:35pm	
Ar. Manistee.....	11:20pm	10:24pm	
Ar. Traverse City.....	12:35pm	10:59pm	
Ar. Charlevoix.....	2:55pm		
Ar. Petoskey.....	3:30pm		
Ar. from Petoskey, etc., 10:00 p m.; from Traverse City 11:50 a m, 10:00 p m.			

THROUGH CAR SERVICE. Wagner Parlor Cars Leave Grand Rapids 1:25 pm, leave Chicago 5:25 p m. Wagner Sleepers—Leave Grand Rapids \*11:35 pm; leave Chicago \*11:15 p m. Free Chair Car for Manistee 5:35 p m. \*Every day. +Except Saturday. Other trains week days only.

DETROIT, SEPT 11, 1892  
LANSING & NORTHERN R. R.

GOING TO DETROIT.			
Lv. G R.....	7:00am	*1:25pm	5:40pm *11:30pm
Ar. DET.....	11:50am	*5:25pm	10:35pm *7:30am

RETURNING FROM DETROIT.			
Lv. DETR.....	7:50am	*1:35pm	5:15pm *11:00pm
Ar. G R.....	12:55pm	*5:25pm	10:20pm *7:00am

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.			
Lv. G R 7:20am	4:15pm	Ar. G R 11:50am	5:20pm

TO LOWELL VIA LOWELL & HASTINGS R. R.			
Lv. Grand Rapids.....	7:00am	1:25pm	5:40pm
Ar. from Lowell.....	12:55pm	5:25pm	

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. DELHAVEN, Gen. Pass'r Ag't.

Toledo, Ann Arbor & North Michigan Railway. In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee offers a route making the best time between Grand Rapids and Toledo. VIA D., L. & N. Lv. Grand Rapids at.....7:15 a. m. and 1:00 p. m. Ar. Toledo at.....12:55 p. m. and 10:20 p. m. VIA D., G. H. & M. Lv. Grand Rapids at.....6:50 a. m. and 3:25 p. m. Ar. Toledo at.....12:55 p. m. and 10:20 p. m. Return connections equally as good. W. H. BENNETT, General Pass. Agent, Toledo, Ohio.

HIRTH, KRAUSE & CO.,  
JOBBERERS OF



CHILDREN'S SHOES

Leather and Shoe Store Supplies.

12-14 LYON ST. GRAND RAPIDS

Geo. H. Reeder & Co.,  
JOBBERERS OF

BOOTS & SHOES

Felt Boots and Alaska Socks.  
State Agents for



158 and 160 Fountain St., Grand Rapids.

long to British capitalists is a matter of notoriety, and it is well understood, besides, that they are interested in numbers of our mines, manufactories, gas and water works, land companies, breweries and other enterprises, which yield them a large revenue. How much of our banking and insurance capital is furnished by them it is impossible to say, but the amount cannot fail to be important. What they have done here they have done on almost as large a scale on the continent of Europe, in Asia, in Africa, and, to their sorrow, in South America. The result is that for many years in succession the imports into Great Britain have exceeded its exports by £100,000,000, or \$500,000,000 a year. According to the views of a certain eccentric school of economists, the country has become impoverished by just the amount of this apparently unfavorable "balance of trade," whereas it is merely the expenditure at home of the profits of business enterprises carried on abroad, and is as legitimately earned as if the capital yielding it had been invested within the four seas surrounding the island.

Still, large as the income is which the British people derive from their foreign enterprises, their carrying trade, and from their loans to foreign borrowers, it is not so large but that a small reduction of it makes a great many of them feel uncomfortable. That is what is the matter with them now. The millions they have sunk in South America have been unproductive for the last two years, and are likely to remain so for many years to come. They have likewise lost a great deal by the reduction of dividends on our Western railroad stocks, and by the failure of many of our land and industrial speculations into which they have been inveigled. On top of all this their income from their investments in the British East Indies has suffered from the fall in silver, which has reduced the value of the rupee from two shillings sterling to about sixteen pence. This it is which gives to the cause of bimetallism so much support in Great Britain, just as the competition of our breadstuffs and provisions and that of German manufactures is reviving there a clamor for protection under the new title of "fair trade." It is not likely that either bimetallism or protection will be adopted by the nation during our time, but the coming into existence of a respectable support for them proves how much the views of the best people are influenced by their personal interests. Just as our farmers and planters want a cheap silver dollar to make higher prices for their products, and as our manufactures want protection against foreign rivals, so the East India investor and salaried employe wants his rupees made more valuable, and the British landowner and manufacturer wants to shut out foreign competition.

The causes of the prevalent depression in the London market being such as they are, it is impossible to predict when it will come to an end. So far as I can judge, the state of things in Great Britain is very similar to that which we have experienced here after the great crashes of 1837, 1857 and 1873. People must have time to recover from their losses and to pick up courage for a fresh start. This will come in the course of time, but until it does come, the present stagnation will continue. It is fortunate for us that

it exists just at this juncture, when our currency is at so dangerous a point of expansion, and we ought to be very thankful for it.

MATTHEW MARSHALL.

The Pecan Nut.

Pecan nuts, until about ten years ago, were hardly known except among the Indians, who gathered them for their own use. They were called "Indian nuts," by which name they are still known in Europe. Outside of Texas and Indian Territory these nuts are found only in Louisiana, some parts of Alabama and a few in Mexico. Since the Indians disappeared from Texas, where the largest, finest and sweetest of these nuts are grown, the pecan has become more widely known and appreciated. It is entirely a native of this country, and is found neither in Asia, Africa nor Europe. In fact, attempts to transport it to other continents have failed. Eminent physicians have pronounced it superior to foreign nuts in nutritive qualities, and unlike many varieties in not being a hindrance but an aid to digestion.

PRODUCE MARKET.

Apples—Pippins command \$2 per bbl. Snow and St. Lawrence varieties are in good demand at \$2.50 per bbl.  
 Beans—Dry stock is in small supply and active demand. Dealers pay \$1.50@1.60 for unpicked and hold city handpicked at \$1.85@1.95 per bu.  
 Beets—50c per bu.  
 Butter—Without change. Dealers pay 18c for choice dairy and hold at 20c.  
 Cabbages—35c and 45c per dozen, according to size.  
 Celery—Choice home grown commands 20@25c per dozen bunches.  
 Cranberries—Cape Cod's are coming in freely, dealers holding at \$8 per bbl. They are large in size and fine in quality.  
 Dried apples—Evaporated is firmly held at 8@9c; sundried is strong at 5@6c.  
 Eggs—A little higher. Dealers pay 18c and hold at 20c per doz.  
 Grapes—The crop is so large that prices are in buyer's favor. Concord's go begging at 2c per lb., while Niagaras and Delawares are in moderate request at 3c per lb.  
 Honey—14c per lb. Very scarce.  
 Musk Mellons—Osage, 50@75c per crate; nutmeg, 30@40c per dozen.  
 Onions—Yellow Danvers command 90c@\$1 per bushel.  
 Peaches—This week practically marks the end of the crop for this year. Late Crawford's are about out of market, but Smocks are in plentiful supply at \$1.50 per bu. and Golden Drops at about the same price.  
 Peppers—Green, 50c per bu.  
 Potatoes—The market is a little weaker and lower, owing to large receipts. Dealers pay 50c this week and hold at 60c.  
 Quinces—\$2 per bu.  
 Tomatoes—The market is still lower, choice stock going at 30@35c per bu.

Order Masons Fruit Jars.

SIX CAR LOADS

Received Monday, Oct. 3

All orders filled same day they are received. No charge for case or cartage.

Pints.....	per gross	\$6 75
Quarts.....	"	7 00
Half gallon.....	"	9 00
Rubbers.....	"	40
Extra Caps and Rubbers.....	"	2 75

H. LEONARD & SONS,  
 GRAND RAPIDS, MICH.

MICHIGAN  
 Fire & Marine Insurance Co.

Organized 1881.  
 DETROIT, MICHIGAN.

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.

**Coffees are Advancing Rapidly**  
*And will be Higher.*  
*It will pay you to order freely of our standard brands at once.*

J. P. VISNER,  
 167 NORTH IONIA ST, GRAND RAPIDS, MICH.  
 AGENT FOR E. J. GILLIES & CO.,  
 NEW YORK.

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

**Badges**

For

SOCIETIES  
 CLUBS  
 CONVENTIONS  
 DELEGATES  
 COMMITTEES

The Largest Assortment of Ribbons  
 and Trimmings in the State.

THE TRADESMAN CO.

**PEACHES! PEACHES! PEACHES!**

Can Ship Them 1000 Miles

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

**THEO. B. GOOSSEN,**

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

**POTATOES.**

We have made the handling of Potatoes a "specialty" for many years and have a large trade. Can take care of all that can be shipped us. We give the best service—sixteen years experience—first-class salesmen. Ship your stock to us and get full Chicago market value. Reference—Bank of Commerce, Chicago.

WM. H. THOMPSON & CO.,  
 Commission Merchants,  
 166 So. Water St., Chicago.

**BANANAS!**

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

THE PUTNAM CANDY CO.

**MICHIGAN BARK & LUMBER CO.,**



Successors to

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18 and 19 Widdicomb Building.

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

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**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.

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**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.**

**HERCULES POWDER**



SEND FOR DESCRIPTIVE PAMPHLET.



Stamp before a blast. | Fragments after a blast.

**STRONGEST and SAFEST EXPLOSIVE**  
Known to the Arts.  
**POWDER, FUSE, CAPS,**  
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**HERCULES,**  
THE GREAT STUMP AND ROCK  
**ANNIHILATOR.**

AND ALL TOOLS FOR STUMP BLASTING,  
FOR SALE BY THE  
**HERCULES POWDER COMPANY,**  
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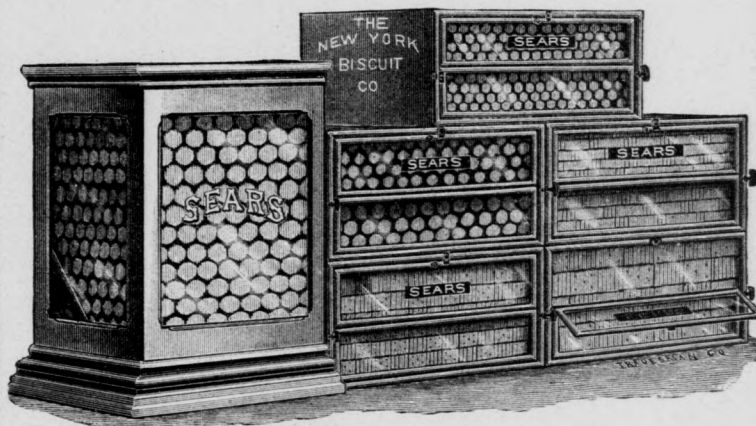
Western Michigan.

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.

OUR new glass covers are by far the handsomest ever offered to the trade. They are made to fit any of our boxes and can be changed from one box to another in a moment. They

will save enough good from flies, dirt and prying fingers in a short time to pay for themselves. Try them and be convinced. Price, 50 cents each.

**NEW NOVELTIES.**

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

**THE NEW YORK BISCUIT CO.,**

S. A. Sears, Mgr.

GRAND RAPIDS.

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.

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29-31 Canal St., Grand Rapids, Mich.

# H. LEONARD & SONS'

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

Catalogue No. 108.

GRAND RAPIDS, MICH.

Free to Merchants.

**A**NY MERCHANT who does not keep a beautiful variety of Lamp Goods this season is clearly

## NOT IN IT!

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

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

### *Early orders for your stock*

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

## 84c Each.

### **O**UR "IDEAL" ASSORTMENT

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

## 84c Each.

### **O**UR "ADA" ASSORTMENT

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

### Grand Assortment

and very few in the country as good. The price we make upon it for early orders, with heavy No. 3 wide wick, solar burner, tripods and dome shade is only

## \$1.20 Each.

### **O**UR "LOWELL" Assortment

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

## \$1.40 Each.

### **T**HE "CHALLENGE DUPLEX"

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

## \$1.67 Each.

### **G**OLDEN WEDDING Assortm't

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

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

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

## \$2.67 Each.