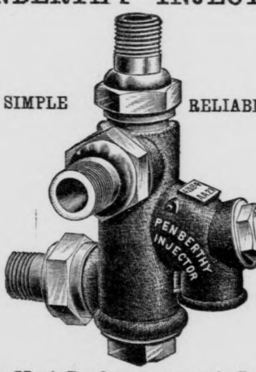
MICHIGAN TRADESMAN.

VOL. 8. GRAND RAPIDS, WEDNESDAY, JULY 22, 1891. NO. 409



A GOOD INVESTMENT.

"That's a smart little fellow of yours," said a gentleman named Winslow to a laboring man, who was called in occasionally to do work about the store. "Does he go to school?"

"Not now, sir," replied the poor man.

"Why not, Davis? He looks like a bright lad."

"He's got good parts, sir," returned the father, "but—"

"But what?" asked the gentleman, seeing that the man hesitated.

"Times are rather hard now, sir, and I have a large family. It's about as much as I can do to keep hunger and cold away. Ned reads very well, writes a tolerably fair hand, considering all thing, and can figure a little. And that's about all I can do for him. The other children are coming forward, and I reckon he will have to go to a trade middling soon."

"How old is Ned?", inquired Mr. Winslow.

"He's turned of eleven."

"You won't put him to a trade before he's thirteen or fourteen?"

"Can't keep him at home idling about all that time, Mr. Winslow. It would be his ruination. It's young to go out from home, I know, to rough it and tough it among strangers," there was a slight unsteadiness in the poor man's voice, "but it's better than doing nothing."

"Ned ought to go to school a year or two longer, Davis," said Mr. Winslow, with some interest in his manner. "And as you are not able to pay the quarter bills, I guess I will have to do it. What say you? If I pay for Ned's schooling can you keep him at home some two or three years longer?"

"I did not expect that of you, Mr. Winslow," said the poor man, and his voice now trembled. He uncovered his his head as he spoke, almost reverently. "You ain't bound to pay for schooling my boy. Ah, sir!"

"But you havn't answered my question, Davis. What say you?"

"Oh, sir, if you are really in earnest!"

"I am in earnest. Ned ought to go to school. If you can keep him home a few years longer. I will pay for his education during the time. Ned," Mr. Winslow spoke to the boy, "what say you? Would you like to go to school again?"

"Yes, indeed, sir," quickly answered the boy, while his bright young face was lit up with a gleam of intelligence.

"Then you shall go, my fine fellow. There's the right kind of stuff in you, or I'm mistaken. We'll give you a trial at any rate."

Mr. Winslow was as good as his word. Ned was immediately entered at an excellent school. The boy, young as he was, appreciated the kind act of his benefactor, and resolved to profit by it to the full extent.

"I made an investment of ten dollars to-day," said Mr. Winslow, jestingly, to a mercantile friend, some three months after the occurrence just related took place, "and here's the certificate."

He held up a small piece of paper as he spoke.

"Ten dollars? A large operation—in what fund?

"A charity fund."

"Oh!" And the friend shrugged his shoulders. "Don't do much in that way myself. No great faith in the security. What dividend do you expect to receive?"

"Don't know; rather think it will be larger."

"Better take some more of the stock if you think it so good. There is plenty in the market to be bought below par."

Mr. Winslow smiled, and said that in all probability he would invest a few more such sums in the same way and see how it would turn out. The little piece of paper which he called a certificate of stock, was the first quarter bill he had paid for Ned's schooling. For four years these bills were regularly paid, and then Ned, who had well improved the opportunities so generously afforded him, was taken, on the recommendation of Mr. Winslow, into a large importing house. He was at the time in his sixteenth year. Before the lad could enter upon this employment, however, Mr. Winslow had to make another investment in his charity fund. Ned's father was too poor to give him an outfit of clothing such as was required in the new position to which he was to be elevated. Knowing this, the generous merchant came forward and furnished the needful supply.

As no wages was received by Ned for the first two years, Mr. Winslow continued to buy his clothing, while his father still gave him his board. On reaching the age of eighteen, Ned's employers, who were much pleased with his industry, intelligence and attention to business, put him on a salary of three hundred dollars. This made him at once independent. He could pay his own boarding and find his own clothes, and proud did he feel on the day when advanced to so desirable a position.

"How comes on your investment?" asked Mr. Winslow's mercantile friend about this time. He spoke jestingly.

"It promises very well," was the smiling reply.

"It is rising in the market then?"

"Yes."

"Any dividends yet?"

"Oh, certainly. Large dividends."

"Ah! You surprise me. What kind of dividends?"

"More than a hundred per cent."

"Indeed! Not in money?"

"Oh, no. But in something better than money. The satisfaction that flows from an act of benevolence wisely done."

"Oh, that's all." The friend spoke with ill-concealed contempt.

"Don't you call that something?" asked Mr. Winslow.

"It's entirely too unsubstantial for me," replied the other. "I go in for returns of a more tangible character. Those you speak of won't pay my notes."

Mr. Winslow smiled pleasantly, and bade his friend good morning.

"He knows nothing," said he to himself as he mused on the subject, "of the pleasure of doing good, and the loss is on his side. If we have the ability to secure investments of this kind, they are among the best we can make, and all are able to put at least some money in the fund of good works, let it be ever so small an amount. Have I suffered the abridgement of a single comfort by what I have done? No. Have I gained in pleasant thoughts and feelings by the act? Largely. It has been a source of perennial enjoyment. I would not have believed that, at so small a cost, I would have secured so much pleasure. And how great the goood may flow from what I have done. Instead of a mere day laborer, whose work in the world goes not beyond the handling of boxes, bales and barrels, or the manufacture of some article in common use, Edward Davis, advanced by education, takes a position of more extended usefulness, and by his higher ability and more intelligent action in society, will be able, if he rightly use the power in his hands, to advance the world's onward movement in a most important degree."

Thus thought Mr. Winslow, and his heart grew warm within him. Time proved that he had not erred in affording the lad an opportunity for obtaining a good education. His quick mind acquired, in the position in which he was placed, accurate ideas of business, and industry and force of character made these ideas thoroughly practical. Every year his employers advanced his salary, and on attaining his majority it was further advanced to the sum of one thousand dollars per annum. With every increase the young man had devoted a larger portion of his income to improving the condition of his father's family, and when it was raised to the sum last mentioned, he took a neat, comfortable new house, much larger than the family had before lived in, and paid the whole rent himself. Moreover, through his acquaintance and influence, he was able to get a place for his father at lighter employment than he had heretofore been engaged in, and at a higher rate of compensation.

"Any more dividends on your charity investments?" said Mr. Winslow's friend about this time. He spoke with the old manner and from the old feelings.

"Yes. Got a dividend to-day. The largest yet received," replied the merchant, smiling.

"Did you? Hope it does you a great deal of good."

"I realize your wish, my friend. It is doing me a great deal of good," returned Mr. Winslow.

"No cash, I presume?"

"Something far better. Let me explain."

"Do so, if you please."

"You know the particulars of this investment?" said Mr. Winslow.

His friend shook his head and replied: "No. The fact is, I never felt interest enough in the matter, to enquire particulars."

"Oh, well. Then I must give you a little history. You know old Davis, who has been working about our store for the last ten or fifteen years?"

"Yes."

"My investment was in the education of his son."

"Indeed!"

"His father took him from school when he was only eleven years old, because he could not afford to send him any longer, and was about putting the little fellow out to learn a trade. Something interested me in the child, who was a bright lad, and acting from a good impulse that came over me at that moment, I proposed to his farther to send him to school for three or four years, if he would board and clothe him during the time. To this he readily agreed. So I paid for Ned's schooling until he was in his sixteenth year, and then got him into Webb & Waldron's store, where he has been ever since."

"Webb & Waldron's!" said the friend, evincing some surprise. "I know all their clerks very well, for we do a great deal of business with them. Which is the son of old Mr. Davis?"

"The one they call Edward?"

"Not that tall, fine-looking young man, their leading salesman?"

"The same."

"Is it possible! Why, he is worth any two clerks in the store."

"I know he is."

"For his age there is not a better salesman in the city."

"So I believe," said Mr. Winslow; "nor," he added, "a better man."

"I know little of his psersonal character but, unless his face deceives me, it cannot but be good."

"It is good. Let me say a word about him. The moment his salary increased beyond what was absolutely required to pay his board and find such clothing as his position made if necessary for him to wear, he devoted the entire surplus to rendering his father's family more comfortable."

"Highly praiseworthy," said the friend.

"I had already received many dividends on my investment," continued Mr. Winslow, "but when that fact came to my knowledge my dividend exceeded all the other dividends put together."

The mercantile friend was silent. If ever in his life he had envied the reward of a good deed, it was at that moment.

"Today," went on Mr. Winslow. "I have received a still larger dividend. I was passing along Buttonwood street, when I met old Mr. Davis coming out of a house, the rent of which, from its appearance, was not less than two hundred and fifty dollars. 'You don't live here, of course,' said I, for I knew the old man's income to be small, not over six or seven dollars a week. 'Oh, yes I do,' he made answer with a smile. I turned and looked at the house again. 'How comes this?' I asked. 'You must be getting better off in the world.' 'So I am,' was the reply. 'Has anyone left you a little fortune?' I inquired. 'No, but you have helped me to one,' said he. 'I don't understand you, Mr. Davis,' I made answer. 'Edward rents the house for us,' said the old man. 'Do you understand now?'

"I understood him perfectly. It was then that I received the largest dividend on my investment which has yet come into my hands. If they go on increasing at this rate I shall soon be rich."

"Rather unsubstantial kind of riches." was remarked by the friend.

"That which elevates and delights the mind can hardly be called unsubstantial," replied Mr. Winslow. "Gold will not always do this."

The friend sighed involuntarily. The remarks of Mr. Winslow caused thoughts to flit over his mind that were far from being agreeable.

A year or two more went by, and then an addition was made to the firm of Webb & Waldron. Edward Davis received the offer of an interest in the business, which he unhesitatingly accepted. From that day he was on the road to fortune. Three years afterward one of the partners died, when his interest was increased.

Twenty-five years from the time Mr. Winslow, acting from a benevolent impulse, proposed to send young Davis to school, have passed.

One day, about this period, Mr, Winslow, who had met with a number of reverses in his business, was sitting in his countingroom with a troubled look on his face, when the mercantile friend before mentioned came in. His countenance was pale and distubed.

"We are ruined! ruined!" said he with much agitation.

Mr. Winslow started to his feet.

"Speak!" he exclaimed. "What new disaster is about to sweep over me?"

"The house of Toledo & Co., in Rio, has suspended."

Mr. Winslow struck his hands together and sank down into the chair from which he had arisen.

"Then it is all over," he mumured. "All over!"

"It is all over with me," said the other. "A longer struggle would be fruitless. But for this I might have weathered the storm. Twenty thousand dollars of drafts drawn against my last shipment back protested, and will be presented tomorrow. I cannot lift them. So ends this matter. So closes a business life of forty years, in commercial dishonor and personal ruin!"

"Are you certain they have failed?" asked Mr. Winslow, with something like hope in his tone of voice.

"It is too true," was the answer. "The Celeste arrived this morning and her letter bag was delivered at the post office half an hour ago. Have you received nothing by her?"

"I was not aware of her arrival; but I will send immediately for my letters."

Too true was the information communicated by the friend. The large commission house of Toledo & Co. had failed, and protested drafts had been returned to a very heavy amount. Mr. Winslow was among the sufferers, and to an extent that was equivalent to ruin; because it threw back upon him the necessity of lifting over fifteen thousand dollars of protested paper, when his line of payments was already full up to his utmost ability.

For nearly five years everything had seemed to go against Mr. Winslow. At the begining of that period a son whom he had set up in business failed, involving him in a heavy loss. Then one disaster after another had followed, until he found himself in imminent danger of failure. From this time he turned his mind to the consideration of his affairs with more earnestness than ever, and made every transaction with a degree of prudence and foresight that seemed to guarantee success in whatever he attempted. A deficient supply of flour caused him to venture a large shipment to Rio. The sale was at a handsomely remunerative profit, but the failure of his consignees before the payment of his drafts for proceeds entirely prostrated him.

So hopeless did the merchant consider his case that he did not even make an effort to get temporary aid in his extremity.

When the friend of Mr. Winslow came with the information that the house of Toledo & Co. had failed, the latter was searching about in his mind for the means of lifting about five thousand dollars' worth of paper which fell due on that day. He had two thousand dollars in bank; the balance of the sum would have to be raised by borrowing. He had partly fixed upon the resources from which this was to come, when the news of his ill-fortune arrived.

Yes, it was ruin. Mr. Winslow saw that in a moment, and his hands fell powerless by his side. He made no further effort to lift his notes, but, after his mind had a little recovered from its shock, he left his store and retired to his home to seek in its quiet the calmness and fortitude of which he stood so greatly in need. In this home were his wife and two daughters, who all their lives had enjoyed the many external comforts and elegancies that wealth can procure. The heart of the father ached as his eyes rested upon his children and he thought of the sad reverses that awaited them.

On entering his dwelling Mr. Winslow sought the partner of his life and communicated to her without reserve the painful intelligence of his approaching failure.

"Is it indeed so hopeless?" she asked, tears filling her eyes.

"I am utterly prostrated," was the reply, in a voice that was full of anguish. And in the bitterness of the moment the unfortunate merchant wrung his hands.

To Mrs. Winslow the shock, so unexpected, was very severe, and it was some time before her mind, after her husband's announcement, acquired any degree of calmness.

About half an hour after Mr. Winslow's return home, and while both his own heart and that of his wife were quivering with pain, a servant came and said that a gentleman had called and wished to see him.

"Who is it?" asked the merchant. "What name did he give?"

"I did not understand his name," replied the servant.

Mr. Winslow forced as much external composure as was possible and then descended to the parlor.

"Mr. Davis," he said on entering.

"Mr. Winslow," returned the visitor, taking the merchant's hand grasping it warmly.

As the men sat down together, the one addressed as Mr. Davis said:

"I was sorry to learn a little while ago that you will lose by this failure in Rio."

"Heavily. It has ruined me," replied Mr. Winslow."

"Not so bad as that, I hope," said Mr. Davis.

"Yes. It has removed the last prop that I leaned on, Mr. Davis—the very last one—and now the worst must come to the worst. It is impossible for me to take up fifteen thousand dollars' worth of returned drafts."

"Fifteen thousand is the amount?"

"Yes,"

Mr. Davis smiled encouragingly.

"If that is all," said he, "there is no difficulty in the way. I can easily get you the money."

Mr. Winslow stared, and a warm flush went over his face.

"Why didn't you come to me?" asked Mr. Davis, "the moment you found yourself in such a difficulty. Surely!" and his voice slightly trembled, "surely, you did not think it possible for me to forget the past! Do not I owe you everything?—and would not I be one of the basest of men if I forgot my obligation? If your need were twice fifteen thousand, and it required the division of my last dollar, not a hair of your head should be injured. I did not know that it was possible for you to get into an extremity like this until I heard it whispered a little while ago."

So unexpected a turn in his affairs completely unmanned Mr. Winslow. He covered his face and wept for some time with the uncontrollable passion of a child.

"Ah! sir," he said at last in a broken voice, "I did not expect this, Mr. Davis."

"You had a right to expect it," said the young man. "Were I to do less than sustain you in an extremity not too great for my ability I would be unworthy the name of man. And now, Mr. Winslow, be at rest. You need not fall under this blow. Your drafts will probably come back to you tomorrow."

"Yes. To-morrow at the latest."

"Very well. I will see that you are provided with the means to lift them. In the meantime, if you are in want of any sums towards your payments of today, just let me know."

"I can probably get through to-day by my own efforts," said Mr. Winslow.

"Probably? How much do you want?" asked Mr. Davis.

"In the neighborhood of three thousand dollars."

"I will send you round a check for that sum immediately," promptly returned the young man, rising as he spoke and drawing forth his watch.

"It is nearly two o'clock now," he added, "So I will bid you good day. In fifteen minutes you will find a check at your store."

And with this, Davis retired.

All this, which passed in a brief space of time, seemed like a dream to Mr. Winslow. He could hardly realize its truth. But it was a reality, and he comprehended it more fully when, on reaching his store, he found there the promised check for three thousand dollars.

On the next day the protested drafts came in, but thanks to the grateful kindness of Mr. Davis, now a merchant with the command of large money facilities, he was able to take them up. The friend before introduced was less fortunate. There was no one to step forward and save him from ruin, and he sank under the sudden pressure that came upon him.

A few days after his failure he met Mr. Winslow.

"How is this?" said he. "How did you weather the storm that drove me under? I thought your condition as hopeless as mine."

"So did I," answered Mr. Winslow. "But I had forgotten a small investment made years ago. I have spoken of it to you before."

The other looked slightly puzzled.

"Have you forgotten that investment in the charity fund which you thought money thrown away."

"Oh!" Light broke in upon his mind. "You educated Davis. I remember well, now."

"And Davis, hearing of my extremity, stepped forward and saved me. That was the best investment I ever made."

The friend dropped his eyes to the pavement, stood for a moment or two without speaking, sighed, and then moved on. How many opportunities for making similar investments had he not neglected! T. S. ARTHUR.

Her Wants.

He—First a woman wants a husband.
She—Yes.
He—Then she wants him to get rich.
She—Yes.
He—Then she has but one wish left, and that is for him to die.
She—Oh, no; she has still another wish.
He—What is it?
She—She wants another husband.

A grateful and nourishing drink for the hot weather consists simply of cold water with a little oat-meal added to it. If you must have the taste of something else, throw in a little ginger and sugar. If you havn't a cool place to set the vessel containing it, wrap several folds of cloth around it and see that it is kept wet.

Tecumsch—Avory & Ellis, grocers, have dissolved partnership, the former succeeding.

AMONG THE TRADE.

AROUND THE STATE.

Walkerville—H. Wiley has sold his drug stock to Sherlock & Bogue.

Ironwood—Lars Hanson, dealer in lime and cement, has removed to Little Falls, Minn.

Morley—John McDonald is succeeded by M. B. Lewis in the restaurant business.

Farwell—Murray & Tanning are succeeded by A. Leonard in the grocery business.

Saginaw—Otto Steinhart succeeds Steinhart & Luelleman in the grocery business.

Ann Arbor—Mrs. E. L. Munyon has removed her millinery and fancy goods stock to Detroit.

Saginaw—R. J. Clark & Co. are succeeded by Bromrigg & Jochen in the hardware business.

Lowell—The grocery business of the late John Giles will be continued under the same name and style.

Palms—Wagner Bros. have sold their dry goods, grocery and boot and shoe stock to L. W. Thompson.

Kalamazoo—Barnett, Bryant & Babcock succeed A. A. Hazard & Son in the boot and shoe business.

Lapeer—L. J. Haddrill succeeds L. J. Haddrill in the wholesale and retail grocery and provision business.

Fenwick—R. P. Robotham & Son have bought the hardware stock of Geo. Eitelbuss and will continue the business.

Montague—W. A. Austin has purchased Henry Warnick's entire interest in the old firm of Austin & Warnick.

Leroy—M. Olson & Co. have bought P. E. Peterson's stock of groceries and men's furnishing goods and will add a line of boots and shoes.

Traverse City—Louis J. Immegart has purchased the interest of his partner in the grocery firm of S. W. Perkins & Co., and will continue the business under his own name.

Cross Village—M. C. Crandall has retired from the general firm of Crandall & Burger. The business will hereafter be conducted under the style of Burger & Swartout.

Hudson—George Wenzel has bought out his father's interest in the firm of Wenzel & Son, and after this the business will be conducted by Frank and George Wenzel.

Traverse City—F. Kroupa has opened a store in the old Harnden building, corner of Front and Wellington streets, and will carry groceries, provisions, feed, hardware, etc.

Alpine—I. F. Sleesman is putting in the foundation for a new store building, 24x50 feet in dimensions. He will occupy the lower floor with his general stock, using the upper floor for a hall.

Owosso—A. S. Parsons has sold his interest in the clothing firm of Dibble & Parsons to Mr. Dibble who will continue the business. Mr. Parsons has removed to Detroit and taken a clerkship in the clothing house of J. L. Hudson.

Montague—Mrs. Welch and Miss Jennie Wilson have formed a copartnership under the style of Welch & Wilson and embarked in the grocery, crockery and hardware business. Mrs. Welch has followed the mercantile business several years in other places.

Marshall—Thos. Rollinson, who was in town Wednesday, said the announcement that he had purchased the H. C. Ransom furniture stock and business in Jackson was somewhat premature, although he had no doubt the trade would be consummated and he become a resident of the Central City.

Mancelona—The *Herald* says: "W. M. Simmons, of Greenville, was in town last week looking the place over with a view of establishing a shoe store here. We learn that he is well pleased with Mancelona and that as soon as Clark & Mathewson vacate their present quarters, he will occupy the store with an exclusive stock of boots and shoes."

Detroit—Having failed to secure a satisfactory settlement with the creditors, Miller & Co. have given Geo. Yerkes a trust mortgage on their grocery stock for $6,000. The mortgage was given subject to five mortgages held by Carl H. Mitchell, Phelps, Brace & Co., A. R. Linn, Gilbert W. Lee and the Peter Henkle Company, whose claims are as follows: Carl H. Mitchell, $5,000; A. R. Linn, $1,208.92; Gilbert W. Lee, $817.12; Phelps, Brace & Co., $276.59; the Peter Henkle Company, $250.86. The assets of the firm are estimated at $15,000 and the liabilities $22,000. One of the preferred creditors who will be paid in full says that the other creditors will probably realize from 30 to 40 cents on the dollar.

MANUFACTURING MATTERS.

Detroit—The Eagle Iron Works has closed its shops, and Manager O'Hara is looking after the tedious details of winding up the business.

West Bay City—Capt. James Davidson has on hand in his shipyard $100,000 worth of oak timber, and is still operating for more near St. Charles, Saginaw county. There is no doubt he will find use for it all.

Saginaw—Bliss & Van Auken still have 4,000,000 feet of logs on Molasses river, of which 2,000,000 feet have not been broken from the rollways into the stream for lack of space, as the drive, by reason of low water, has moved slowly.

Jackson—The stock of the Standard Gig and Saddle Co. was sold at auction to A. B. Robinson for Alonzo Bennett and the Union Bank to satisfy a mortgage of $10,000. Other mortgages make a total indebtedness of over $27,000.

Gladwin—F. Neff, who has been extensively engaged in the shingle business in Gladwin county the past two years, has acquired large timber interests in Houghton county, and will organize a company to build a saw and shingle mill there.

Detroit—The affairs of the Winslow Planing Mill Co., organized in March, 1889, with a capital stock of $5,000, are disturbed by internal dissensions. C. Bokstal, who put in $2,000, has asked for a dissolution of the corporation and the appointment of a receiver.

Detroit—The Beals & Selkirk Trunk Co. has purchased a tract of land adjoining the Michigan Central and Lake Shore depots, in Wyandotte, on which it will erect a trunk factory, to equal in size any similar factory in the West. The company's salesrooms will remain at 260 and 262 Woodward avenue.

Detroit—Judge Brevoort has confirmed the sale of the Potts railway and the mill at Alpena for $170,000 to the H. M. Loud & Son Lumber Co. in accordance with the petition of the receivers. The railway will be operated by the Au Sable & Northwestern Railway Company, which is owned principally by the Louds.

West Bay City—The Crump Manufacturing Co. has completed its new planing mill and box factory. The main building is 145x60 feet and three stories high. There is a brick boiler house attached 50x50. A battery of four boilers and two engines furnish the motive power. A dry kiln and storage house two stories high and 36x70 feet is located 50 feet from the main building. The new works will employ 100 hands.

Detroit—The Universal Package Co. has been organized with a capital of $200,000, for the manufacture of wooden ware by a process invented by James Tomlinson. This invention will do away with hoops for firkins and barrels. The company has not yet secured a location for its proposed plant. W. A. Eldredge is president and manager, C. W. D. Lowrie, vice president, John L. Dexter, secretary, and W. G. Woodworth, treasurer.

Kalamazoo—The Warren Featherbone Co. has offered to remove its corset factory from Three Oaks to this city conditional on our business men subscribing for $75,000 in stock. The present stockholders agree to put in $50,000 more, to employ 150 women and girls, and do a business of $10,000 a month. Wm. G. Howard, John Gilmore and Chas. A. Peck have been selected to examine the industry and report on its possible value to Kalamazoo and to that end went to Three Oaks on the 20th.

Manistee—The Manistee & Grand Rapids Railroad is pushing matters in a lively manner at present. The owners of logs along that line are anxious to get to work hauling them in, as some of those who own stumpage along that route are getting short, and have been depending on those logs to fill out the deficiency. The railway company has recently made a large addition to its rolling stock, and is in a position to handle anything that may offer. It has just been extended to a tract of timber owned by John Canfield, and he has two camps in operation on the group, which is of about 100,000,000, and will probably be sent to market at a rapid rate before long.

Traverse City on a Boom---Changes at the Mercantile Co.

TRAVERSE CITY, July 18—Traverse City has never invited a business boom, but the boom is "on," nevertheless, the building operations for 1891 largely exceeding those of any previous season in the history of the town, while the increase in population and the enlargement of numerous business enterprises are both surprisingly large. In all probability the year 1891 will witness an accession of at least 1,00 souls to the population of the place.

The re-arrangement of matters at the Mercantile Co.'s store, consequent upon the death of General Manager Barnes, has been fully decided upon, but will not be officially ratified until a meeting of the directors is held in August. The title of General Manager will not be revived, although H. Montague becomes Secretary of the corporation and assumes the financial management of the institution, in addition to looking after his grocery department. Mr. Wilhelm, in addition to his duties as the head of the dry goods department, will also supervise the furniture and carpet departments and assumes the office of Treasurer. Mr. Atwood will continue at the head of the shoe department, assuming the general supervision of the hardware department. It is understood that the general policy of the corporation will be more aggressive in the future than it has been in the past and that strong efforts will be made in the direction of a considerable extension of its jobbing trade.

Frank Hamilton took his usual summer outing last week, spending a portion of the time at Traverse Point—of which resort he is really the father—and the remainder on the bass fishing grounds on Carp Lake.

J. G. Johnson is contemplating the erection of a handsome three-story brick building on his vacant lot between the hardware store of Despres & Montague and the Mercantile Co.

Consolidated with the Baking Company.

The Muskegon Cracker Co.'s factory has been transferred to the United States Baking Co., the negotiations having been closed last Friday. No change will be made in the character of the business, and it is understood that Manager Fox will remain at the helm, the same as in the past.

GRAND RAPIDS GOSSIP.

S. G. Burleigh, meat dealer on South Madison avenue, has sold out.

Lehmann Bros., meat dealers at 90 Canal street, have closed out their stock and retired from business.

Hawkins & Co. have obtained a judgment in the Muskegon Circuit Court against Holt & Co., for $328.87.

Frank O. Lord has removed his grocery stock from the corner of Fountain and Ionia streets to 705 Wealthy avenue.

The Hardware Supply Co. has opened an office in the store of the Ives Mattress Co , corner Canal and Huron streets.

J. Leff, dry goods dealer at 115 Broadway, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

C. H. Chadwick has removed his grocery stock from 699 Broadway to 146 West Fulton street, where he is very pleasantly situated.

Frank M. Wood, of the former grocery firm of Wood & Rowland, has purchased the grocery stock of J. C. Wellington, at 33 West Bridge street.

Dr. L. E. Phelps has sold his drug stock to Frank P. Merrill, who removed it to Ithaca and consolidated it with the stock of Merrill & McNall.

It is reported that the annual report of the Phœnix Furniture Co. showed net earnings of $118,000. As large blocks of stock were gobbled up by "Uncle Jimmy" Converse and his henchmen about a year ago at from 25 to 50 cents on the dollar, the present showing and a 10 per cent. cash dividend cause smiles of satisfaction to illumine the faces of those who were not caught on Mr. Converse's hook.

Purely Personal.

L. J. Law, the Cadillac clothier, has rented a cottage at Traverse Point for the summer.

Wm. Judson has returned from a fortnight's respite at the Soo, Mackinac Island and Bay View.

O. A. Ball came down from his Bear Lake resort Monday to attend the funeral of the late N. A. Earle.

Mrs. John F. Berner and Miss Sophia Berner, wife and daughter of the Luther grocer, were in town last Saturday.

Miss Kettie Jenison, daughter of the veteran Manton merchant, is spending a couple of weeks in the city, the guest of Geo. F. Owen's family.

Ben. W. Putman leaves Wednesday for Warwick, Mass., where he will spend a week or ten days among the scenes of his childhood. He will put in a couple of weeks with friends at Brattleboro, Vt., before returning.

Richard Warner, Jr., has taken the position of billing clerk for the Telfer Spice Co., the veteran Dick having concluded to educate his son in the wholesale grocery business. Another son, Ferd., has taken a clerkship with the Grand Rapids Music Co.

Status of the Stanton Failure.

Stanton, July 18—E. Curtiss, who recently assigned his grocery stock to E. D. Childs, shows assets of $1,200 and liabilities of $1,750. The largest creditors are the I. M. Clark Grocery Co. and Johnson & Wheeler. The stock is advertised to be sold at auction July 23.

W. C. Burns.

Gripsack Brigade

A. S. Doak has returned from Coaticook, Quebec, where he attended the death bed and funeral of his father.

M. M. Mallory is building a $3,100 residence at 296 South College avenue. He expects to be able to occupy it by Oct. 1.

I. W. Snyder, general traveling representative for the Owl Cigar Co. New York, was in town several days last week.

Wm. Connor is spending a couple of weeks in Wisconsin and Minnesota, when he will return to the bosom of his many Michigan Friends.

O. B. Pickett, of Leroy, was recently married to a young lady of that place, the ceremony occurring at Windsor, Ont. The happy couple have gone to the seashore to spend their honeymoon.

All arrangements have been consumated for the entertainment of the visiting traveling men from Detroit on Saturday. A meeting will be held at Elk's Hall at 2 o'clock and a banquet will be tendered the guests at Sweet's Hotel in the evening.

John Fell has received a letter from the captain of the traveling men's club of Cleveland, challenging the Grand Rapids nine to a match game of base ball at Cleveland some Saturday in August. The acceptance of the challenge has not yet been decided upon.

Three death benefits have been paid by the Michigan Commercial Travelers' Association during July—J. Lindsay, S. Fechheimer and Andrew Elliott, all of Detroit. The two former were paid from the reserve fund, the latter being provided for by a regular $5 assessment.

The Tan Bark Market.

"Hemlock bark is off $1 a cord in Chicago and Milwaukee," remarked N. B. Clark, the other day, "but Michigan handlers are still paying within 50 cents a cord of spring prices. More bark has been peeled this season than in any previous year in the history of the State. The large peel is due to two causes—the high price ruling in the spring and the great amount of timber land run over by the fire, compelling the owners to take off the bark in order to save it."

Bank Notes.

The selection of Hon. Thos. W. Palmer as President of the Preston National Bank of Detroit is considered a masterstroke on the part of the directors of that institution.

J. A. Weller, Cashier of the First National Bank of St. Louis, has resigned and will engage in other business. Until his successor is chosen Hon. A B. Darragh will be acting cashier.

Country Callers.

Calls have been received at The Tradesman office during the past week from the following gentleman in trade:

H. Bakker & Son, Drenthe.
Edson Roberts, Sparta.
I. F. Sleesman, Alpine.

Always the Same Reason.

From the Dry Goods Economist.

In the strict use of the term, the proposed combination of the duck mills of the country is not of the trust order, as it is not intended that there shall be any pooling of earnings or a pro rato distribution of profits. The object is rather to form one combination with a single set of officers, and thereby reduce the general expenses and at the same time provide for the apportionment to each mill of that kind of ducks which it is the best adapted to manufacturer, instead of letting each mill go on making a large variety of qualities, as is now the case. By this method the cost of manufacturing ducks would be reduced to a minimum.

This movement originates in the condition of the trade. For some time the manufacture of heavy ducks has been done at merely a nominal profit. The recent combination to hold up prices, though it failed, was felt to be a step in the right direction. It is now proposed to follow up this movement with a stronger hand. But one warning at the start. Any agreement that embodies discounts as a basis of sales is certain to breed discord and disruption, because of the many contrary constructions which sellers give to this matter of discount allowances. If this stumbling block is avoided, modifications can be made without much trouble, though if the minimun cost of production is honestly sought the agreement to be effective must be ironclad.

The Supremacy of the Individual.

This is not a good year for labor organizations. The last circular of the Secretary of the Michigan Federation of Labor shows only ten affiliated bodies in good standing. Is it not possible that the labor organization must look about them for new methods? Is it not possible that the principle of organization itself is faulty, and that the secret of social harmony and welfare is in disunion, in the disconnection of interests instead of their consolidation? But, then, it is almost heresy to suggest such a thing. The actual fact, however, that is developing, not only in the field of labor, but in all phases of human activity, is that there is a growing tendency towards smaller subdivisions, a tendency towards individualism, in spite of the popular trend towards communism. The individual may for a time dream of a communal millenium, but when he comes to experience the sinking of the individual into the mass he learns that the individual will not sink quiescently. The world and its good things, after all, are made for the individual. The individual is the pivot 'round which the world revolves, and at whose feet it lays its treasures.

The Linen Trade.

While the linen trade is not one that is given to violent changes or fluctuations, yet there is a certain amount of difference in some of the kinds of goods which are used from one season to another. Notably is it the case with linen sheetings, which are now called for in much larger quantities and which will be found mentioned frequently in the daily advertisements of the great retail houses, says the *Dry Goods Economist*. Another variety of goods are linen sheets and pillow cases with hemstitched borders, which are now becoming very popular and are kept in stock by all the prominent retail linen houses. Stamped goods in plain linen, satin damask and momie cloths are also offered in various designs, both delineated and colored for embroidering, and in these goods the trade has begun to improve and is likely to be a large one the comming fall and winter.

Shopkeeping in the Suburbs.

Suburban Customer—"Eight cents a yard! Is that the best you can do?"

Suburban Merchant—"It is, ma'am. Cost me 7½ cents."

Suburban Customer—"I won't pay it. I can get exactly the same thing in the city for 7 cents."

[Goes away indignantly, spends 20 cents for car fare, sacrifices half a day, and saves 14 cents on the purchase of a roll of calico.]

Dry Goods Price Current.

UNBLEACHED COTTONS.

Adriatic	7	" Arrow Brand	5½
Argyle	6½	" World Wide	7
Atlanta AA	6½	" LL	5
Atlantic A	7	Full Yard Wide	6½
" H	6¾	Georgia A	6¼
" P	6	Honest Width	6¾
" D	6¾	Hartford A	5
" LL	5¾	Indian Head	7¼
Amory	7	King A A	6½
Archery Bunting	4	King E C	5
Beaver Dam A A	5½	Lawrence L L	5¼
Blackstone O, 32	5	Madras cheese cloth	6¾
Black Crow	6½	Newmarket G	6
Black Rock	7	" B	5¼
Boot, AL	7¼	" N	6½
Capital A	5¼	" DD	5½
Cavanat V	5½	" X	7
Chapman cheese cl.	3¾	Noibe R	5
Clifton C R	5¼	Our Level Best	6½
Comet	7	Oxford R	6¼
Dwight Star	7¼	Pequot	7½
Clifton C C C	6½	Solar	6½
		Top of the Heap	7½

BLEACHED COTTONS.

A B C	8¼	Geo. Washington	8
Amazon	8	Glen Mills	7
Amsburg	7	Gold Medal	7½
Art Cambric	10	Green Ticket	8¼
Blackstone A A	8	Great Falls	6¼
Beats All	4½	Hope	7¼
Boston	12	Just Out	4¾@ 5
Cabot	7½	King Phillip	7¾
Cabot, ⅝	6¾	" OP	7½
Charter Oak	5½	Lonsdale Cambric	10½
Conway W	7¼	Lonsdale	@ 8½
Cleveland	7	Middlesex	@ 5
Dwight Anchor	8¾	No Name	7½
" " shorts	8¾	Oak View	6
Edwards	6	Our Own	5½
Empire	7	Pride of the West	12
Farwell	7¾	Rosalind	7½
Fruit of the Loom	7¾	Sunlight	4½
Fitchville	7	Utica Mills	8½
First Prize	6½	" Nonpareil	11
Fruit of the Loom ⅝		Vinyard	8½
Fairmount	4¼	White Horse	6
Full Value	6¾	" Rock	8½

HALF BLEACHED COTTONS.

Cabot	7¾	Dwight Anchor	9
Farwell	8		

UNBLEACHED CANTON FLANNEL.

Tremont N	5½	Middlesex No. 1	10
Hamilton N	6½	" " 2	11
" L	7	" " 3	12
Middlesex AT	8	" " 7	18
" X	9	" " 8	19
" No. 25	9		

BLEACHED CANTON FLANNEL.

Hamilton N	7½	Middlesex A A	11
Middlesex P T	8	" 2	12
" A T	9	" A O	13½
" X A	9	" 4	17½
" X F	10½	" 5	16

CARPET WARP.

Peerless, white	18	Integrity, colored	21
" colored	20½	White Star	18½
Integrity	18½	" " colored	21

DRESS GOODS.

Hamilton	8	Nameless	20
"	9	"	25
"	10½	"	27½
G G Cashmere	21	"	30
Nameless	16	"	32½
"	18	"	35

CORSETS.

Coraline	$9 50	Wonderful	$4 50
Schilling's	9 00	Brighton	4 75

CORSET JEANS.

Armory	6¾	Naumkeag satteen	7½
Androscoggin	7¼	Rockport	6½
Biddeford	6	Conestoga	6¾
Brunswick	6½	Walworth	6¾

PRINTS.

Allen turkey reds	5¾	Berwick fancies	½
" robes	5½	Clyde Robes	5
" pink & purple	6½	Charter Oak fancies	4½
" buffs	6	DelMarine cashm's	6
" pink checks	5½	" mourn'g	6
" staples	5½	Eddystone fancy	6
" shirtings	4¼	" chocolat	6
American fancy	5¾	" rober	6
American indigo	5¾	" sateens	6
American shirtings	4½	Hamilton fancy	6
Argentine Grays	6	" staple	5½
Anchor Shirtings	4¾	Manchester fancy	6
Arnold "	6½	" new era	6
Arnold Merino	6	Merrimack D fancy	6
" long cloth B	10½	Merrim'ck shirtings	4½
" " " C	8½	" Repp furn	8½
" century cloth	7	Pacific fancy	6
" gold seal	10½	" robes	6½
" green seal TR	10½	Portsmouth robes	6
" yellow seal	10½	Simpson mourning	6
" serge	11½	" greys	6
" Turkey red	10½	" solid black	6
Ballou solid black	5	Washington indigo	6
" " colors	5½	" Turkey robes	7½
Bengal blue, green, red and orange	5½	" India robes	7½
Berlin solids	5½	" plain T'ky X ¾	8½
" oil blue	6½	" " " X	10
" " green	6½	" Ottoman Turkey red	6
" Foulards	5½	Martha Washington Turkey red ¾	7½
" red ¾	7	Martha Washington Turkey red	9½
" " ⅞	9½	Riverpoint robes	5
" " 4 4	10	Windsor fancy	6½
" " 3-4XXXX	12	" gold ticket indigo blue	10½
Cocheco fancy	6		
" madders	6		
" XX twills	6½		
" solids	5½		

TICKINGS.

Amoskeag A C A	13	A C A	12½
Hamilton N	7½	Pemberton AAA	16
" D	8½	York	10½
" Awning	11	Swift River	7½
Farmer	8	Pearl River	12½
First Prize	11½	Warren	14
Lenox Mills	18		

COTTON DRILL.

Atlanta, D	6¾	Stark A	8
Boot	6¾	No Name	7½
Clifton, K	7½	Top of Heap	10

SATINES.

Simpson	20	Imperial	10½
"	18	Black	9@ 9½
"	16	"	10½
Coechco	10½		

DEMINS.

Amoskeag	12½	Columbian brown	12
" 9 oz	14½	Everett, blue	12
" brown	13	" brown	12
Andover	11½	Haymaker blue	7¾
Beaver Creek AA	10	" brown	7¾
" BB	9	Jaffrey	11½
" CC		Lancaster	12½
Boston Mfg Co. br.	7	Lawrence, 9 oz	13½
" blue	8½	" No. 220	13
" d & twist	10½	" No. 250	11½
Columbian XXX br.	10	" No. 280	10½
" XXX bl.	19		

GINGHAMS.

Amoskeag	7¼	" fancies	7
" Persian dress	8½	" Normandie	8
" Canton	8½	Lancashire	6½
" AFC	12½	Manchester	5¾
Arlington staple	6¼	Monogram	6½
Arasapha fancy	4¾	Normandie	7½
Bates Warwick dres	8½	Persian	8½
" staples	6½	Renfrew Dress	7½
Centennial	10½	Rosemont	6½
Criterion	10½	Slatersville	6
Cumberland staple	5½	Somerset	7
Cumberland	5	Tacoma	7½
Essex	4½	Toil du Nord	10½
Elfin	7½	Wabash	7½
Everett classics	8½	" seersucker	7½
Exposition	7¼	Warwick	8½
Glenarie	6¼	Whittenden	6¾
Glenarven	6¾	" heather dr.	8
Glenwood	7½	" indigo blue	9
Hampton	6½	Wamsutta staples	6¾
Johnson Chalon cl	½	Westbrook	8
" indigo blue	9½	"	10
" zephyrs	16	Windermeer	5
Lancaster, staple	6¾	York	6¾

GRAIN BAGS.

Amoskeag	16¼	Valley City	15½
Stark	20	Georgia	15½
American	16¼	Pacific	14½

THREADS.

Clark's Mile End	45	Barbour's	88
Coats', J. & P	45	Marshall's	88
Holyoke	22½		

KNITTING COTTON.

	White.	Colored.		White.	Colored.
No. 6	33	38	No. 14	37	42
" 8	34	39	" 16	38	43
" 10	35	40	" 18	39	44
" 12	36	41	" 20	40	45

CAMBRICS.

Slater	4	Washington	3⅝
White Star	4	Red Cross	3⅝
Kid Glove	4	Lockwood	4
Newmarket	4	Wood's	4
Edwards	4	Brunswick	4

RED FLANNEL.

Fireman	32½	T W	22½
Creedmore	27½	F T	32½
Talbot XXX	30	J R F, XXX	35
Nameless	27½	Buckeye	32½

MIXED FLANNEL.

Red & Blue, plaid	40	Grey S R W	17½
Union R	22½	Western W	18½
Windsor	18½	D R P	18½
6 oz Western	21	Flushing XXX	23½
Union B	22½	Manitoba	23½

DOMET FLANNEL.

Nameless	8 @ 9½	"	9 @10½
"	8½@10	"	12½

CANVASS AND PADDING.

Slate.	Brown.	Black.	Slate.	Brown.	Black.
9½	9½	9¼	13	13	13
10½	10½	10½	15	15	15
11½	11½	11½	17	17	17
12½	12½	12½	20	20	20

DUCKS.

Severen, 8 oz	9½	West Point, 8 oz	10½
Mayland, 8 oz	10½	" 10 oz	12½
Greenwood, 7½ oz	9½	Raven, 10oz	13½
Greenwood, 8 oz	11½	Stark "	13½

WADDINGS.

White, doz	25	Per bale, 40 doz	$7 50
Colored, doz	20		

SILESIAS.

Slater, Iron Cross	8	Pawtucket	10½
" Red Cross	9	Dundie	9
" Best	10½	Bedford	10½
" Best AA	12½	Valley City	10½

SEWING SILK.

Corticelli, doz	75	Corticelli knitting, per ½oz ball	30
twist, doz	37½		
50 yd, doz	37½		

HOOKS AND EYES—PER GROSS.

No 1 Bl'k & White	10	No 4 Bl'k & White	15
" 2 "	12	" 8 "	20
" 3 "	12	" 10 "	25

PINS.

No 2—20, M C	50	No 4—15 F 3½	40
" 3—18, S C	45		

COTTON TAPE.

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

SAFETY PINS.

No 2	28	No 3	36

NEEDLES—PER M.

A. James	1 50	Steamboat	40
Crowely's	1 35	Gold Eyed	1 50
Marshall's	1 00		

TABLE OIL CLOTH.

5—4	2 25	6—4	3 25	5—4	1 95	6—4	2 95
"	2 10	"	3 10				

COTTON TWINES.

Cotton Sail Twine	28	Nashua	18
Crown	12	Rising Star 4-ply	17
Domestic	18½	" 3-ply	17
Anchor	16	North Star	20
Bristol	13	Wool Standard 4 ply	17½
Cherry Valley	15	Powhattan	18
I X L	13		

PLAID OSNABURGS.

Alabama	6¾	Mount Pleasant	6½
Alamance	6½	Oneida	5
Augusta	7½	Pyrmont	5¾
Ars sapha	6	Randelman	6
Georgia	6½	Riversids	5¼
Granite	5¾	Sibley A	6¼
Haw River	5	Toledo	6
Haw J	5		

THE VALLEY SINGER.

He was not a mighty singer;
His voice was all too weak
To reach the ear of the pilgrims
Who climbed toward the mountain's peak,
But it echoed thro' the valley
Like the voice of wind or bird,
And something in the singing
Made glad the hearts that heard.

The dwellers among the lowlands
Had wearisome burdens to bear,
Their lives are lives of labor,
Of want, and woe, and care;
But when the song of the singer
Was heard in the weariest day
It seemed like a wind in storm-time,
That blows the clouds away.

It was sweet with a faith as steadfast
As the hills they might not climb,
In the love that sets things even
In its own good way and time.
It lifted the hearts that sorrowed
Above their woe and pain,
And made the restless, patient,
With the music of its strain.

He was only a valley singer;
His song was not strong nor grand,
But it touched the hearts that heard it
And they could understand.
Better to sing for the many
A song that is sweet with cheer
And with help for the time of trial,
Than to sing what few can hear.

Yes: his was a grander mission
Than that singer's is whose song
Is sung for the few on the mountains;
For he made so many strong.
And when the grass shall grow over
His grave in the lower land,
His song will not be forgotten,
Though it was not counted grand.

EBEN E. REXFORD.

From the Standpoint of the Typewriter.

"I am almost ashamed to tell people I belong to the profession," remarked a lady stenographer, the other day, "because there has been so much said and written about the 'fair typewriters.' The comic papers make pictures of them, and in newspapers nearly every day there appears some squib reflecting on women who get their living as stenographers and typewriters. From my experience, and I have had considerable, most of this is mere trash. Men who hire stenographers usually have plenty for them to do, and I have never seen a man yet who brought any woman nonsense in conflict with his business. I know quite a number of girls who are doing this work, and their experience is just like mine.

"I once lost a good job because the wife of a man who wanted a stenographer had made him promise he would not employ a lady. She had been reading all this in the newspapers, and had naturally come to the conclusion that we formed a dangerous class. A woman with a husband like that ought to chain him up so she will know where he is. Men in active business life, as a rule, subordinate everything else to their business. Any disposition of a female employe to encourage flirtation on the part of himself or his clerks, or even his office boy, would meet with a pretty prompt dismissal. On the other hand, a woman who works hard and earns whatever salary she gets is usually too independent to tolerate any familiarity on the part of those with whom she is thrown in business contact."

A Good Man For a Friend.

"I can always tell a dealer that appreciates the traveling salesman the moment I enter his store," said a well-known traveling man the other day. "His greeting is cordial, even to a stranger, and he soon gets all the information he wants about trade in general. If he has already placed his order, he says so frankly, yet will cheerfully go to the hotel and look over samples, and all the time is getting valuable pointers which he appreciates. Such a wide-awake dealer looks upon the drummer as his best friend and uses him as such, and the next trip the drummer is pretty sure of getting a good order. The store and stock of such a dealer is certain to be clean, and in nice order. On the other hand, and sometimes in the same town, there is a dealer who always looks upon the drummer as his enemy. His store is dirty and his stock is piled around in confussion, and his greeting shows the drummer at once that he is unfriendly, and under no circumstances will he accept friendly advances. He answers questions gruffly in monosylables, does not want to buy anything, will not go to the hotel to look at samples, will not look at the small case the drummer has in his hand, and acts in such a way that, to avoid being kicked out of his store, one must walk out. I am glad to say this class of dealers are not numerous, but I met one of them on my last trip."

His Best Work.

It is very common for young men, I think, to determine the quality of their work by the price they are paid for it. I only get, says such a one, five dollars a week, and I am sure that I am giving five dollars' worth of service; if my employer wants better let him give better wages.

This is specious reasoning, but it is false; and it is destructive to the best work, and therefore to the best manhood. No man can afford to do anything less well than his best. He who always strives to do his best work, in the very process of striving, will grow better and better. Not only will he grow more skillful in that particular workmanship, but he will be better equipped for other workmanship. This is an absolute universal law It is the absolutely universal road to promotion.

The man who is careful to give nothing more than he gets, rarely gets more than he gives. The man who works for his own sake, who puts the best part of himself into every blow that he strikes, who mixes all his work with brain and conscience, who studies to render the largest possible service regardless of the compensation which it brings, will find his way on and up.

Slightly Mixed.

"I'm in a hurry," he said, rushing into the hardware store, "just got time to catch a train. Give me a corn-popper, quick!"

"All right, sir!" replied the clerk. "Do you want a large pop-corner?"

"No, just a medium-sized—an ordinary porn-copper!"

"How will this cop-porner do?"

"Is that a pon-corper?

"Yes. But you're getting twisted. You mean a corn-porper—no, a porn-copper! No, a ——"

"I mean a con porper!"

"Oh, yes, a pon-copper!"

"Yes, be quick! Gimme a pup-cooner, and be quick!

"All right! Here's your pun-cooper."

Hardware Price Current.

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

AUGURS AND BITS.	dis.
Snell's	60
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
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 17, '85	40

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.	dis.
Socket Firmer	70&10
Socket Framing	70&10
Socket Corner	70&10
Socket Slicks	70&10
Butchers' Tanged Firmer	40

COMBS.	dis.
Curry, Lawrence's	40
Hotchkiss	25

CHALK.	
White Crayons, per gross 12@12½	dis. 10

COPPER.	
Planished, 14 oz cut to size per pound	30
" 14x52, 14x56, 14x60	28
Cold Rolled, 14x56 and 14x60	25
Cold Rolled, 14x48	25
Bottoms	27

DRILLS.	dis.
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	6½

ELBOWS.	
Com. 4 piece, 6 in doz. net	75
Corrugated	dis. 20&10&10
Adjustable	dis. 40&10

EXPANSIVE BITS.	dis.
Clark's, small, $18; large, $26	30
Ives', 1, $18; 2, $24; 3, $30	25

FILES—New List.	dis.
Disston's	60&10
New American	60&10
Nicholson's	60&10
Heller's	50
Heller's Horse Rasps	50

GALVANIZED IRON.

Nos.	16 to 20;	22 and 24;	25 and 26;	27	28
List	12	13	14	15	18

Discount, 60

GAUGES.	dis.
Stanley Rule and Level Co.'s	50

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel, Hand	30c 40&10

HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4½ 14 and longer	3½
Screw Hook and Eye, ½ net	10
" " " ⅝ net	8½
" " " ¾ net	7½
" " " ⅞ net	7½
Strap and T dis.	50

HANGERS.	dis.
Barn Door Kidder Mfg. Co., Wood track	50&10
Champion, anti-friction	60&10
Kidder, wood track	40

HOLLOW WARE.	
Pots	60
Kettles	60
Spiders	60
Gray enameled	40&10

HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 33⅓&10

WIRE GOODS.	dis.
Bright	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10

LEVELS.	dis.
Stanley Rule and Level Co.'s	70

KNOBS—New List.	dis.
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.	dis.
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.	dis.
Sperry & Co.'s, Post, handled	50

MILLS.	dis.
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	25

MOLASSES GATES.	dis.
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25

NAILS

Steel nails, base		1 85
Wire nails, base		2 20
Advance over base:	Steel.	Wire.
60	Base	Base
50	Base	10
40	05	20
30	10	20
20	15	30
16	15	35
12	15	35
10	20	40
8	25	50
7 & 6	40	65
4	60	90
3	1 00	1 50
2	1 50	2 00
Fine 3	1 50	2 00
Case 10	60	90
" 8	75	1 00
" 6	90	1 25
Finish 10	85	1 00
" 8	1 00	1 25
" 6	1 15	1 50
Clinch 10	85	75
" 8	1 00	90
" 6	1 15	1 00
Barrell ⅞	1 75	2 50

PLANES.	dis.
Ohio Tool Co.'s, fancy	@40
Sciota Bench	@60
Sandusky Tool Co.'s, fancy	@40
Bench, first quality	@60
Stanley Rule and Level Co.'s, wood	&10

PANS.	
Fry, Acme	dis. 60—10
Common, polished	dis. 70

RIVETS.	dis.
Iron and Tinned	40
Copper Rivets and Burs	50

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 ½c per pound extra.

ROPES.	
Sisal, ½ inch and larger	8
Manilla	11½

SQUARES.	dis.
Steel and Iron	75
Try and Bevels	60
Mitre	20

SHEET IRON.	Com. Smooth.	Com.
Nos. 10 to 14	$4 20	$3 10
Nos. 15 to 17	4 20	3 20
Nos. 18 to 21	4 20	3 20
Nos. 22 to 24	4 20	3 30
Nos. 25 to 26	4 40	3 40
No. 27	4 60	3 50

All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra

SAND PAPER.	
List acct. 19, '86	dis. 50

SASH CORD.		
Silver Lake, White A	list	50
" Drab A	"	55
" White B	"	50
" Drab B	"	55
" White C	"	35

Discount, 10.

SASH WEIGHTS.	
Solid Eyes	per ton $25

SAWS.	dis.
" Hand	20
Silver Steel Dia. X Cuts, per foot,	70
" Special Steel Dex X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30

TRAPS.	dis.
Steel, Game	60&10
Oneida Community, Newhouse's	35
Oneida Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	$1.50 per doz.

WIRE.	dis.
Bright Market	65
Annealed Market	70—10
Coppered Market	60
Tinned Market	62½
Coppered Spring Steel	50
Barbed Fence, galvanized	3 40
" painted	2 85

HORSE NAILS.	
Au Sable	dis. 25&10@25&10&05
Putnam	dis. 05
Northwestern	dis. 10&10

WRENCHES.	dis.
Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought,	75
Coe's Patent, malleable	75&10

MISCELLANEOUS.	dis.
Bird Cages	50
Pumps, Cistern	75
Screws, New List	70&10
Casters, Bed and Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65

METALS.

PIG TIN.	
Pig Large	26c
Pig Bars	28c

ZINC.

Duty: Sheet, 2½c per pound.

600 pound casks	6¾
Per pound	7

SOLDER.	
½@½	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	16
Hallett's "	13

TIN—MELYN GRADE.	
10x14 IC, Charcoal	$ 7 50
14x20 IC, "	7 50
10x14 IX, "	9 25
14x20 IX, "	9 25

Each additional X on this grade, $1.75.

TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal	$ 6 50
14x20 IC, "	6 50
10x14 IX, "	8 00
14x20 IX, "	00

Each additional X on this grade $1.50.

ROOFING PLATES	
14x20 IC, " Worcester	6 50
14x20 IX, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " Allaway Grade	5 75
14x20 IX, " " "	7 25
20x28 IC, " " "	12 00
20x28 IX, " " "	15 00

BOILER SIZE TIN PLATE.	
14x28 IX	$14 00
14x31 IX	15
14x56 IX, for No. 8 Boilers, } per pound	10
14x60 IX, " " 9 " }	

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable strictly in advance.
Advertising Rates made known on application.
Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, JULY 22, 1891.

The *Grocers' Criterion* is worrying over the quandry, "Can a man be a storekeeper and a Christian?" As soon as a satisfactory solution of this weighty problem is effected, THE TRADESMAN suggests that the *Criterion* take up and discuss the query, "Can a man be his own mother-in-law?"

One of the most senseless things in the world is to speak of "gent's" furnishing goods, "gent's" shoes, etc., when so good an Anglo-Saxon word as "men's" is always at hand to express the same meaning.

Wool and Hides Unchanged---Tallow Firm.

The wool market is in no better shape than for previous weeks. New wools have gone forward freely, but manufacturers will not buy except as necessities require or a concession is made in price. The goods market is dull and low, with no orders coming to manufacturers. Prices East will not afford a profit on the season's purchase.

Hides are more enquired after, but prices do not move up. Leather has a slight advance, which is likely to be well sustained, as the output is one-half less than previous years. Hides are scarce and likely to be some time to come, yet equal to present needs.

Tallow is firm and in good demand, with ample supplies for all present wants.

Clothing Failure at Marshall.

MARSHALL, July 18—Wednesday morning chattel mortgages for $6,480 and $500, covering the stock of Timothy Shanahan, clothier and merchant tailor, were filed by Mrs. Shanahan and John Monk, respectively. Soon after the doors of the store were closed, and it was announced that Mr. Shanahan had made an assignment and named Chas. J. Cronin as his assignee. His liabilities are, besides the above, $2,500 to the National City Bank, something over $1,600 to Michael Kolb & Son, of Rochester, and various small amounts to firms in New York, Chicago, etc., making a total of $13,150. Chas. T. Fletcher and John Butler are engaged in taking an inventory and making an appraisement of the stock and accounts, on the completion of which some sort of an offer will probably be made the creditors.

No Outlet for Paris Green.

From the New York Shipping List.

The paris green manufacturers are sad because there are no potato bugs to kill. The absence of the festive bug this season is one of the unexplained mysteries. While the farmers are rejoicing over the saving of time and the growth of good potato crops without investing in the bug destroyer, the paris green dealers are experiencing an unprofitable season after going to the trouble of having an understanding on prices and otherwise greasing the machinery for a harmonious and successful onslaught on the enemy. It cannot be that the growers are using a substitute for paris green? No! the scarcity of bugs is the cause, but next year they will likely make up for lost time.

LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN.

Life behind the counter is a deceptive one. Thousands are attracted to it on account of its apparent ease. The farmer comes to town these hot days with a load of wood or a load of hay and after tramping about for an hour or two he disposes of it. After paying the horseshoer for the setting of a new shoe to replace the one lost off coming in, and a new neckyoke to replace the one he broke trying to back his load into an alley, he starts for home. As he jolts along over the cobble stones astride of his boom pole, covered with dust, and the muddy sweat dropping from the end of his nose, he occasionally passes a grocery store. He peeps in under the heavy awning and catches a glimpse of the smiling face of the grocer as he stands in the open doorway, in his nice clean white shirt sleeves with a pencil over his right ear and surrounded with a most temptingly arranged display of green fruits and vegetables. It looks so cool, cosy and pleasant that it reminds the farmer of an oasis in a desert and he soliloquizes, "Now that Jones only had $600 when he went into the grocery business. He worked Tom Brown's farm on shares and didn't know any more about the business than I do. My little farm is worth $3,000 and yet I am compelled to keep my nose on the grindstone from morning till night and work like a confounded slave and be baked in the sun, smothered with dirt and dust, and be dubbed a dolt and a fool by every young upstart in town. I am subjected to all this simply for the sake of keeping soul and body together, while Jones, with a capital of only $600, can live like a gentleman, wear fine clothes, smoke cigars, go to the theatre, live on top shelf and make money beside." And so the farmer goes home with a flea in his ear and resolves to sell his little farm and embark in the mercantile business and join the great army of men who live behind the counter. In my travels I come across many a man who had been thus lured away from safe moorings and had become stranded on the rock of merchandising. We say life behind the counter is a deceptive one. The seeming ease that appears on the surface is a fraud and a delusion. No man who choses a life behind the counter, for the sake of comfort and ease, and finds it, will ever succeed. It is a great mistake (and a very common one too) to suppose that a man can dress up and sit down in an easy chair behind the counter and smoke and read and make money. Thousands have made this mistake to their sorrow and thousands more are making it to-day but will not make the discovery until it is too late.

When men learn the fact that a life behind the counter requires a careful preparation and that certain qualifications are absolutely necessary to insure success, then will fewer mistakes be made. No farmer is stupid enough to suppose for an instant that he could succeed at the bench, build a house or make a watch without some previous training, yet large numbers of them are just foolish enough to suppose that no special qualifications are necessary to conduct a successful mercantile business. Did you ever go behind the counter and look under? I shall never forget the first time I went behind the counter. I was a little fellow and lived on a farm. One day I was in the village store and the merchant, who was busy at the rear end of the store, sent me behind the counter for a box of old nails and the hatchet. I had always held a highly exalted opinion of the counter. It was so nicely painted and finished and I had seen so much money pass over it and drop with a "chink" into some mysterious receptacle, and then the man who stood behind the counter was a very important personage in my childish estimation, and my highest ambition was to become a great man just like he was when I got to be a man. But when I looked under that counter and saw its skeleton, I was frightened. I saw its rough frame work braced in every direction with dusty old cob-webs. I saw the ruined remains of what had once been quite a collection of useful articles and I was afraid to explore for the nail box for fear that I might discover the remains of some human being.

Since that early event in my life I have passed through many experiences, some of which have been bitter ones, and have learned a great many things. To-day when I look under the counter, I see in my imagination the dust-covered bones of thousands of farmers, and mechanics, and young men with money but nothing else, who made the fatal mistake already referred to, and were sacrificed on the altar of ignorance and incompetency. Every day I meet more or less of these men and when circumstances permit I converse with them and learn their pitiful stories. I called at one of these wrecked homes the other day and was met at the door by a little blue-eyed, sweet-faced but care-worn lady of middle life who politely informed me that Mr. Blank was at home and kindly asked me to be seated, in a voice that bespoke the lady. She said that Mr. Blank was not feeling very well but she would call him. He came in with his hands pressed firmly over his temples and sat down beside me. His haggard face told a story of hard work, disappointment and trouble, yet every line and feature clearly and strongly proclaimed the gentleman. The expression of his eye told me that he had come out of the conflict with untarnished soul and with clean hands. Four years had passed away since he had been compelled to give up his life behind the counter yet it was the uppermost thing in his mind and the principal topic of his conversation. It was the old, old story. He had exchanged a good home on the farm for a stock of dry goods in the city without the least previous experience either in city or mercantile life, and a few short years was all that was necessary to place his bones among the cob-webs under the counter. The bitter pangs of disappointment following in the wake was more than he could stand up under and his constitution gave away and he became all unstrung and unfit for any kind of work. The house was small and a rented one at that and the floors were devoid of carpets, yet something strongly impressed me with the fact that I was in the home of a genuine lady and gentleman. This man knew all about a farm but he didn't know anything about the dry goods business. Now, is it not strange that an intelligent man (for he is an intelligent man) should wilfully stop doing what he knows how to do, and undertake to do what he does not know how to do? Still he did it and thousands are doing this very same thing to-day and they are men who think that they know enough to come in when it rains or keep out of the fire too.

I was in the business office of one of the leading men of the city of Grand Rapids a short time since, when the gentleman, who had been discussing the labor question with a friend, made this rather forcible remark, "I say that any young man who goes out into the world without a trade or profession of some kind, is a d—— fool," and appealed to me for a corroboration of his statement. I replied that I would not put it quite so strong as I believed that a great many young men had been prevented from acquiring a trade or profession by circumstances over which they had no control whatever. He said that cut no figure as every young man became his own master when he became of age and then it was not too late to learn some trade. He would not modify his statement, but made it stronger by repeating it in this shape: "Any man, regardless of age, who either gets married or goes out into the world in quest of some life work, without a trade or profession of some kind, is a d—— fool pure and unadulterated." He said any quantity of these fellows could be seen hanging around the saloons and street corners howling for something to do and growling at the times and threatening that if the merchants and manufacturers do not take them in and pension them for life, something terrible will happen one of these days. He said that he had wasted all the forenoon trying to find a man to do a little mechanical job of work at the house but he could find no one competent to do the work who had time to attend to it. He said that during his search he could have hired a hundred men of all ages to scare the birds out of the cherry trees or sweep out the office but he had no avenue of labor of that kind open for them and he was forced to leave them muttering on the street corners. Competency and business integrity was never in greater demand than to-day, and in no department of human activity are they more absolutely essential to success than in a life behind the counter. E. A. OWEN.

In a Hardware Store.

"Do you make keys here?" asked a woman as she entered a locksmith's shop.

"Yes'm."

"Well, I want one."

"What sort of a key, ma'am?"

"One for the front door."

"Have you a duplicate?"

"No."

"Bring the lock?"

"No."

"What sort of a key is it?"

"I—I don't remember."

"But how am I to guess? There are about 40,000 different kinds of keys."

"H'm. I didn't know that."

"Is it a night key?"

"Yes, yes. That's it. It's a night key."

"But that's also very indefinite."

"Well, my husband sometimes comes home at midnight and unlocks the door with his pocket knife or button hook, or anything else that comes handy, and you ought to know about what sort of a key would fit such a lock."

But he didn't, strange to say.

Good Words Unsolicited.

Mrs. H. M. Buchanan, general dealer, Ensley: Could not get along without your paper. Success to THE TRADESMAN."

Albert Kent, general dealer, Kentville: "I have neglected to forward my subscription to you through being very busy, not from any thought of being able to do without your valuable paper."

One Phase of Human Nature.

Written for THE TRADESMAN.

Moses and Jake are the two Hebrews who most frequently infest our town. They are good natured Israelites and, as their line of trade ranges all the way from "ole clo's" and cast off rubbers to "try koots, vatches unt Yangee notions," they are making money.

"Vhy ton't you ko to some pig blaces mit your shtore, vhere you can mage more moneys? I vould likge to haf your shtocg of goots. I vould mofe it somevheres pooty kveek."

"Why couldn't you and I go into partnership? I furnish the capital and you the experience," I answered to the elder of these gentlemen. "We would call it Winklestein & Co."

You should have seen his eyes snap.

"Ve vould gall it New York Shtore," said he very decidedly.

"Good," said I.

"Yes, I tink I haf de *ogs*berience," he continued. "Ve voult hustle pees'ness, mine friendt, pooty hardt."

Another time:

"Vhy ton't you haf a closink owet sale? I vould zell owet if I vas you."

"What do you suppose we want to sell out for?"

"Vy, to makge folks pelief dot dey puy pooty sheap. Puy for less as gost. I vouldt zell owet pooty kveek if I vas you."

Again:

"Mist. Schmidt, vhy ton't you mage some assignments?"

"Shades of Abraham! What should we assign for?"

"To mage some moneys. Dot vas goot pees'ness. You puy lots of goots on vone mont, two mont, tree mont, maybe zix mont time. Den you gan't bay, so you mage assignments in name of zomepody. Den you zettle for maype dwenty zents on vone tollar. Dere vas dot Ikey Eisenbaum vot failed py Draverse Zity. He failed for feefteen, zixteen tousant tollars. He zell shears vot gost zefenty-fife zents, for halluf a tollar, unt bants vor vone tollar vot gost dwenty-dwo tollar tozen. He haf left not more as four hundert tollers of shtocg, unt de pallance koes in his bockedt. Mine kr-r-r-racious! pudt he vos vone shmardt fellers! I dell you, *dot's* vhat I galls pees'ness!"

"Then, if that's your idea of business, I suppose you will keep your creditors on the jump when you get a store of your own?"

"O, vell, I knows goot pees'ness. I tink I not fail more as dwice a year."

* * *

Once upon a time these two sons of Isaac happened to get stuck on an uncommonly rocky lot of bankrupt goods. They hired a room and held forth with a "grand auction sale" which lasted until the major part of their plunder had been disposed of.

"Mine vriendts," said Jake, after obtaining a prominent position on the counter, "I vill now hoffer you dees lofely, all wool gap. How mooch ah I hoffered for dees elegant gap? Mate from de fery finest vool, unt varranted not to fate."

Some one named ten cents as a bid.

"Den zents! Den zents am I hoffered for dees pee-ootiful gap. Shentlemens," he continued solemnly, "I voult cut off my handt pefore I vouldt zell dot fine all vool gap for den zents. Ofe you gome de pack room in, I vill show you de sheep dot grew de voll of which dot gap is mate. Somepoty zay vone tollar."

But no one raised the bid, so, after some further comments upon the quality and appearance of the cap, he knocked it off to the first bidder with the remark that:

"Shentlemens, I vill zell dees vone for den zents; pudt I gife you solemn varnink dot I cannot long standt such pees'ness. My prutter in New York he puys dose gaps for me, unt dhey gost more as heighty zents apiece."

After he had disposed of the whole lot for a dime each, he told me in confidence that they stood him in just two dollars per gross.

One of the boys got to bantering him for a pair of pants; but a sale did not seem to be readily forthcoming, so Jake at last held up the garment to the admiring gaze of the bargainer and exclaimed:

"Mine young vriendt, I dell you vhat I do mit you. You gife me feefty zents, unt I zell you dose bants."

The money was quickly handed out.

"Dank you," said Jake, as he pocketed the coin, "unt now I vouldt lige to zell you dose bants."

The gentile was a little inclined to get mad; but the boys guyed him so that he took the trousers at the Hebrew's price, less the fifty cents which he had been buncoed out of, and hastily left the room.

* * *

One day I was in the telephone office of a neighboring town, when who should make their appearance but Mose and Jake. There seemed to be something in the wind, and Jake in particular was greatly agitated.

"Moses," said he, "you ko dot delephone py, unt dalk a leetle dot hoperator mit."

Traverse City was rung up at Moses' earnest entreaty, and the following monologue ensued:

"Hello! Hello! Hello Drav Zity! Hello Drav *Zity!* Hey? Vhat's dot? Vas dot Drav Zity? It vas eh? Vell, vas Shake's vife dere? I zay, vas Shake's *vife* dere? Vas Shake's vife in Drav Zity? Vas Shake's vife in Drav *Zity?* Vas Shake's vife in D-r-a-v Z-i-t-y? O, mine krrrrracious! I say, vas Shake's vife in Drav Zity? If he vas, Shake he vant to know. Say, you feller, if you ton't shbeak more bolite, I vill preak your headt mit you."

At this juncture the operator came to his aid. He told Traverse to send a messenger to Hebrew headquarters for an interpretor. In a short time a dialogue of Asiatic gutturals passed over the wire which settled the vexed question, and must have taxed to the utmost the strength of this great invention of Mr. Bell.

Jake's wife was in Traverse City.

He had not seen her for six or seven years.

"Kootnesss!" said he. "It vass pooty okgbensif pees'ness. I tink it gost more as tirty-five tollar for dickeds for bassage, unt for hadts unt clodes unt railroats unt eferytinks. I tink I vas aboudt ready to mage some assignments."

And Jake walked about forty miles between that and the next morning to see "dot vife vhat vos dot Drav Zity in, unt gost more as tirty-fife tollar.

GEO. L. THURSTON.

Jackson—Frank F. Muns succeeds Muns & Advey in the manufacture of buggies and cart bodies.

Drugs & Medicines.

State Board of Pharmacy.
One Year—Stanley E. Parkill, Owosso.
Two Years—Jacob Jesson, Muskegon.
Three Years—James Vernor, Detroit.
Four Years—Ottmar Eberbach, Ann Arbor
Five Years—George Gundrum, Ionia.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Meetings for 1891—Houghton, Sept. 1; Lansing Nov. 4.

Michigan State Pharmaceutical Ass'n.
President—D. E. Prall, Saginaw.
First Vice-President—H. G. Coleman, Kalamazoo.
Second Vice-President—Prof. A. B. Prescott, Ann Arbor.
Third Vice-President—Jas. Vernor, Detroit.
Secretary—C. A. Bugbee, Cheboygan.
Treasurer—Wm Dupont, Detroit.
Next Meeting—At Ann Arbor, in October, 1891.

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.

Detroit Pharmaceutical Society.
President, F. Rohnert; Secretary, J. P. Rheinfrank.

Muskegon Drug Clerks' Association.
President N. Miller; Secretary, A. T. Wheeler.

The Relations of the Pharmacist to the Manufacturer.*

The relation of the pharmacist to the manufacturer is not what it should be.

Cropping out occasionally in conversation and in print, we become aware of a feeling akin to distrust, coupled, with an expression that he is merely a merchant and to be regarded entirely as such in all transactions.

Why this feeling should exist is hard to define, because both are in reality producers or manufacturers, and the difference existing between them is only one of degree and facilities, not of aspiration or desire.

The manufacturer is just as earnestly a scientist as his brother, the dispenser, and must needs be such.

By concentrating his energies and efforts in the one direction of production, it must naturally result that success often is attained which is denied to the retail pharmacist or else greatly delayed.

It must not be forgotten that from engaging in the same occupation, providing for, and even anticipating the wants of the physician, he is an ally, a coworker, equally a pharmacist, and, as such, a scientist with the same aspirations, the same honor and pride in his profession, as if his activity were circumscribed by conventional bounds.

The formation and pronounced healthy work of pharmaceutical associations all over the country has done much to bring the manufacturer in sympathy with the dispenser, and establish cordial relations between these two branches of pharmaceutical occupation.

It will be found that the manufacturing pharmacist of America will bear a critical investigation, and even courts it, as well with regard to his methods, as his accomplishments and products.

The interests of the retailer are identical with his own, and there is no reason for the existence of any except the most friendly relations, with a dismissal of all feelings savoring of envy, distrust or antagonism.

Tradition has much to do with the indisposition shown by physicians to consider and acknowledge what the modern pharmacist has accomplished and what his capabilities are.

If the physician would but recognize the constancy of effort and study given to anticipating and realizing, as well as providing for his wants, it would provoke on his part a cordial acknowledgement and approval, which must give a decided impetus to the progress of pharmacy.

It should be realized by the physician that the manufacturer, in common with the dispenser, has higher interests at heart than the mere acquisition of trade or money. Obligations, just as binding, are laid upon him to discharge faithfully the trust he has assumed, which makes him, in a degree, the conservator of the interests of prescriber and dispenser.

These remarks may be well pointed by an appeal on behalf of the manufacturer for a hearty, unreserved co-operation from both, in the true interests of the healing art, for a more friendly approach, a more frequent intercourse, and, consequently, a better understanding of one another.

There exist grand possibilities of usefulness in this direction for the California Pharmaceutical Society. Let us, as members, take a lively interest in the affairs of the society and the welfare of pharmacy in general.

Let us be faithful in our attendance, liberal in our contributions to its literature, and urgent in our appeals for all pharmacists in the State to be enrolled in its ranks.

It is to be hoped in the near future we may have joint conventions of pharmacists and physicians. Such conventions are really necessary, because there are evils to be remedied which are patent to all observers, reforms to be accomplished needing concerted action, and questions of a professional and ethical nature pressing for a solution. Such a result of our efforts would certainly be a consummation full of promise for the future.

It was a matter of congratulation to witness the invitation extended by the American Medical Association meeting in May, 1891, at Washington, to the American Pharmaceutical Association to send delegates to that body.

Twenty-five were selected to represent pharmacy. Let us go and do likewise. If we invite delegates from the State Medical Association to our next meeting, we may be sure the action will be reciprocated and good results will follow.

*Paper read by C. E. Worden before the California Pharmaceutical Association. Reprinted from the Pacific Druggist.

The Druggist as a Business Man.

From the Pharmaceutical Era.

Our great English contemporary, the *Chemist and Druggist*, in a recent issue speaks wise words of caution and advice under the caption "Chemists' Book-keeping." The information embodied in this article is of a nature to command very careful thought from the druggist. It is shown that statistics of failure demonstrate insolvencies of druggists to average between one-half and one per cent. of the number engaged in business, and, while this seems a small proportion, yet when it is multiplied by the number of years which may be found to be the average period of the druggist's career in business it is very large. Thus, if the average period is twenty-five years and the average failures during the annum are three-fourths of one per cent., there is a showing of nearly 19 per cent. of failures among those who go into business. Tabulated records of the bankruptcy courts, so far as they relate to chemists and druggists, are presented, and the significant statement is made that in dealing with the bankrupt estates of chemists and druggists it is almost invariably found that the debtor had not kept books to disclose his financial condition.

If the druggist does not keep close track of his business, his expenditures, sales, and the many little items making up the aggregate, it is not at all surprising that he becomes involved in financial difficulties. Too many place all the cash received from sales into the money drawer and from this pay their bills as they are brought in, without keeping any special account of these business transactions, and at the end of the year the balance is often found on the wrong side of the book. Insolvent druggists are very naturally the ones who have not kept proper accounts, and our contemporary argues that there is a natural tendency on the part of tradesmen to lose their interest in book-keeping when things go wrong with them, and that it requires an exceptional courage to continue year after year the strict records of a declining estate. Book-keeping is a pleasant duty if favorable balances are growing and a most discouraging duty when the ledger shows only accounts which cannot be paid and expenses which can never be recouped. Lax book-keeping is a serious injury and one of the causes of financial embarrassment, but is no doubt as frequently the consequence as the monetary cause of difficulties.

The conditions governing the drug trade in this country vary considerably from those existing in England, yet every business should be watched in its takings and outgoings closely and systematically, and he who pays strictest attention to these details is he who knows at any day just where he stands and can plan and work and scheme for the future. Just what method of book-keeping is best available in the drug store we cannot advise, but we surely have the support of the successful men in the trade in our advice that the business side of the drug store should be closely watched and conducted in a business manner.

A Quinine Discussion.

From the New York Shipping List.

The managers of two German quinine factories have been divulging secrets concerning the efforts made last winter to establish an agreement among all the manufacturers, and the London *Chemist and Druggist* devotes considerable space to what is styled a "confession" on the part of one of the leaders in the movement. According to this narrative, it was the purpose to limit production, and to establish the wholesale price at 50 marks per kilo.

It was argued that the profit of 30 per cent. to manufacturers could be maintained, put the problem of how to dispose of the accumulating surplus bark, as a consequence of decreased manufacture of quinine, was a serious stumbling block and remains unsolved. One German factory is said to have withdrawn from the negotiations because the bark growers would suffer from such an arrangement. It was certainly very kind and humane treatment of the planters if the tale is true, but we heard at the time from very good authority that the factory withdrew because the allotment was not satisfactory—in other words, because it was not allowed more than certain competitors, like a boy demanding a larger slice of cake. It is well enough to attribute some other motive as prompting the action, provided there is ground enough to stand upon, but the truth would have been more acceptable in this case.

The so-called "confession" will not redound to the credit of those engaged in it. The American representatives who participated in the negotiations acted the part of honorable gentlemen in refusing to talk on the subject after their return. No amount of questioning could influence them to say a word of what transpired, and they still maintain a strict silence. Two other delegates, however, through a desire for cheap notoriety, probably, give publicity to matters which were considered confidential from being discussed at private meetings of the quinine manufacturers. Of course, no harm can be done by the unimportant developments as the market has undergone a change since November, and there are no prospects of an agreement ever being made between competitors on the other side, but it is the principle of divulging secrets which should be condemned. When a man is taken into the confidence of others, with the understanding that what he hears is not to be discussed outside, he should hold sacred every word and action until given permission to do otherwise.

Points for Clerks.

In these days of sentimental labor discussions and false estimates of values the great danger is, says the Boston *Herald*, that the world will lose the sturdy strength of body, mind and morals that has been its firm support, especially in the life of this country. In place of regarding work as a friend, the majority of the people regard it as an enemy, and the attitude that the average man and woman takes is that the world owes him or her a living, and has to give it with as little return as possible. In the old time the idea prevailed that what was worth having was worth working for, quite a different way of looking at it from that by which it is regarded by the present generation.

Almost daily one sees typified in business life the old parable of the talents. He who knows what to do with the one so that it increases and comes back to him double, is the one who makes the success, rather than he who having more, buries it to keep it safe, so that neither he nor the world is any better for his possession of so much that might be made of real value.

The story of the early beginnings of one of Boston's prominent business men may be interesting as showing that one must pay for what he has in this world, as a rule, by hard work and sacrifice.

Like so many other strong business men, he was a farmer's boy, and his early life was that of so many another boy of the same class. But, like so many another, his ambitions ran away beyond the boundary alike of the farm and the little town which he knew as home, and he longed to go out into the big world and try his luck at mastering it. He felt that destiny had something larger in store for him than he could obtain in the little world which was all he had known, and, with the pluck and perseverance that has always been characteristic of him, he set out to compel fortune. He was then 15 years of age. He went to Worcester into the employ of a small clothing dealer, receiving for his compensation the first year, his board. Most young men of the present day would turn up their foolish noses at working a year on "board wages," but they might easily afford to do so if their future could be as assured as was that of the plucky farmer's boy. The second year he received, in addition to his board, $1 per week, a very munificent sum to the 16-year-old fellow who had actually been without pocket money for a year. It was while he was serving as a boy in this house that he met and knew Mr. M——, the partner of the present house. Their acquaintance soon grew into genuine esteem and regard, and from this friendship grew the present business association. Mr. M—— opened a store in Worcester, and made his young friend perfectly happy by asking him to become his assistant at what seemed the magnificent salary of $300 a year. It seemed then to this boy of 17 as though fortune had opened wide her door to him and bade him enter. He wasn't at all slow in accepting the invitation, and so kindly a guest was he that new favors were showered upon him, and he showed that he merited them all. This beginning was the first step toward the foundation of the present house, and it owes its prosperity very greatly to the courage, the patience, the perseverence and the far-seeing wisdom of this young man.

Shall We Have an 1891 Meeting?

TRAVERSE CITY, July 10—As the usual time for the annual gathering of business men is approaching, I would like to know whether there has been any move made in the direction of time and place of hold it. The date of our last meeting was an unfortunate one, and the fact of our not being able to accept the hospitality of our Saginaw friends at a time when they desired, operated against us, I believe, by scattering our forces to the four winds. It is true, nodoubt, that some of the local bodies have forfeited their right to a charter, and in conversation with some they ask if it is wise to hold a meeting this year. Does this condition in some quarters warrant us in continuing silent? Is there not a manifest disposition on the part of all to continue these annual meetings, even though there is no apparent demand for action in a particular direction? The good that has been done lives to-day in many a town. Many good things trace their origin to the association of business men, and the pleasant acquaintances we all made so recently stimulate my thought, and others no doubt, to another meeting, such as was held in Muskegon, Flint, Cheboygan and Grand Rapids. Will you not throw the subject of a meeting open in THE TRADESMAN, inviting correspondence? Let us see the disposition toward it and ask for some expression. I could name a hundred I would like to hear from, but would, however, much rather see them.

Our local association is all right, with over 100 paying members.

FRANK HAMILTON.

The Drug Market.

Gum opium is dull, but not quotably changed. Morphia is steady. Quinine is weak. Oil erigeron has advanced. Oil fireweed is higher. Linseed oil has declined.

Wholesale Price Current.

Advanced | Oil fireweed, oil erigeron. Declined—Linseed oil.

ACIDUM.

Aceticum 8@ 10
Benzoicum German 80@1 00
Boracic 20
Carbolicum 23@ 35
Citricum 58@ 60
Hydrochlor 3@ 5
Nitrocum 10@ 12
Oxalicum 11@ 13
Phosphorium dil 20
Salicylicum 1 30@1 70
Sulphuricum 1¾@ 5
Tannicum 1 40@1 60
Tartaricum 40@ 42

AMMONIA.

Aqua, 16 deg 3¼@ 5
" 20 deg 5½@ 7
Carbonas 12@ 14
Chloridum 12@ 14

ANILINE.

Black 2 00@2 25
Brown 80@1 00
Red 45@ 50
Yellow 2 50@3 00

BACCAE.

Cubeae (po. 90) 90@1 10
Juniperus 8@ 10
Xanthoxylum 25@ 30

BALSAMUM.

Copaiba 55@ 60
Peru @1 75
Terabin, Canada 35@ 40
Tolutan 35@ 50

CORTEX.

Abies, Canadian 18
Cassiae 11
Cinchona Flava 18
Euonymus atropurp 30
Myrica Cerifera, po 20
Prunus Virgini 12
Quillaia, grd 14
Sassafras 14
Ulmus Po (Ground 12) 10

EXTRACTUM.

Glycyrrhiza Glabra 24@ 25
" po 33@ 35
Haematox, 15 lb. box 11@ 12
" 1s 13@ 14
" ½s 14@ 15
" ¼s 16@ 17

FERRUM.

Carbonate Precip @ 15
Citrate and Quinia @3 50
Citrate Soluble @ 80
Ferrocyanidum Sol @ 50
Solut Chloride @ 15
Sulphate, com'l 1½@ 2
" pure @ 7

FLORA.

Arnica 18@ 20
Anthemis 20@ 25
Matricaria 25@ 30

FOLIA.

Barosma 20@ 70
Cassia Acutifol, Tinnivelly 25@ 28
" " Alx. 35@ 50
Salvia officinalis, ¼s and ½s 12@ 15
Ura Ursi 8@ 10

GUMMI.

Acacia, 1st picked @1 00
" 2d " @ 90
" 3d " @ 80
" sifted sorts @ 65
" po 75@1 00
Aloe, Barb, (po. 60) 50@ 60
" Cape, (po. 20) @ 12
" Socotri, (po. 60) @ 50
Catechu, 1s, (½s, 14 ¼s, 16) @ 1
Ammoniae 30@ 35
Assafœtida, (po. 30) @ 20
Benzoinum 50@ 55
Camphoræ 52@ 55
Euphorbium po 35@ 10
Galbanum @3 00
Gamboge, po 80@ 95
Guaiacum, (po 30) @ 25
Kino, (po. 25) @ 20
Mastic @ 90
Myrrh, (po. 45) @ 40
Opii, (po. 3 20) 2 00@2 10
Shellac 23@ 30
" bleached 28@ 33
Tragacanth 30@ 75

HERBA—In ounce packages.

Absinthium 25
Eupatorium 20
Lobelia 25
Majorum 28
Mentha Piperita 23
" Vir 25
Rue 30
Tanacetum, V 22
Thymus, V 25

MAGNESIA.

Calcined, Pat 55@ 60
Carbonate, Pat 20@ 22
Carbonate, K. & M 20@ 25
Carbonate, Jenning5 35@ 36

OLEUM.

Absinthium 5 00@5 50
Amygdalae, Dulc 45@ 75
Amydalae, Amarae 8 00@8 25
Anisi 1 80@1 90
Auranti Cortex 3 40@3 50
Bergamii 3 75@4 00
Cajiputi 70@ 80
Caryophylli 90@1 00
Cedar 35@ 65
Chenopodii @2 00
Cinnamonii 1 15@1 20
Citronella @ 45
Conium Mac 35@ 65
Copaiba 1 20@1 30
Cubebae @ 7 50
Exechthitos 2 50@2 75
Erigeron 2 50@2 75
Gaultheria 2 00@2 10
Geranium, ounce @ 75
Gossipii, Sem. gal 50@ 75
Hedeoma 1 85@2 00
Juniperi 50@2 00
Lavendula 90@2 00
Limonis 2 50@3 10
Mentha Piper 2 90@3 00
Mentha Verid 2 20@2 30
Morrhuae, gal 1 00@1 10
Myrcia, ounce @ 50
Olive 90@2 75
Picis Liquida, (gal. 35) 10@ 12
Ricini 1 04@1 20
Rosmarini 75@1 00
Rosae, ounce @6 00
Succini 40@ 45
Sabina 90@1 00
Santal 3 50@7 00
Sassafras 45@ 50
Sinapis, ess, ounce @ 65
Tiglii @1 00
Thyme 40@ 50
" opt @ 60
Theobromas 15@ 20

POTASSIUM.

Bi Carb 15@ 18
Bichromate 13@ 14
Bromide 35@ 40
Carb 12@ 15
Chlorate, (po. 16) 14@ 16
Cyanide 50@ 55
Iodide 2 80@2 90
Potassa, Bitart, pure 28@ 30
Potassa, Bitart, com @ 15
Potass Nitras, opt 8@ 10
Potass Nitras 7@ 9
Prussiate 30@ 33
Sulphate po 15@ 18

RADIX.

Aconitum 20@ 25
Althae 25@ 30
Anchusa 12@ 15
Arum, po @ 25
Calamus 20@ 50
Gentiana, (po. 15) 10@ 12
Glychrrhiza, (pv. 15) 16@ 18
Hydrastis Canaden, (po. 40) @ 35
Hellebore, Ala, po 15@ 20
Inula, po 15@ 20
Ipecac, po 2 40@2 50
Iris plox (po. 35@38) 32@ 35
Jalapa, pr 40@ 45
Maranta, ¼s @ 35
Podophyllum, po 15@ 18
Rhei 75@1 00
" cut @1 75
" pv 75@1 35
Spigelia 48@ 53
Sanguinaria, (po 25) @ 20
Serpentaria 40@ 45
Senega 50@ 55
Similax, Officinalis, H @ 40
" M @ 20
Scillae, (po. 35) 10@ 12
Symplocarpus, Fœtidus, po @ 35
Valeriana, Eng. (po.30) @ 25
" German 15@ 20
ingiber a 10@ 15
Zingiber j 22@ 25

SEMEN.

Anisum, (po. 20) @ 15
Apium (graveleons) 22@ 25
Bird, 1s 4@ 6
Carui, (po. 18) 8@ 12
Cardamon 1 00@1 25
Coriandrum 10@ 12
Cannabis Sativa 4@4½
Cydonium 75@1 00
Chenopodium 10@ 12
Dipterix Odorate 2 00@2 25
Foeniculum @ 15
Foenugreek, po 6@ 8
Lini 4 @ 4½
Lini, grd, (bbl. 3½) 4 @ 4½
Lobelia 35@ 40
Pharlaris Canarian 3½@ 4½
Rapa 6@ 7
Sinapis, Albu 8@ 9
" Nigra 11@ 12

SPIRITUS.

Frumenti, W., D. Co. 2 00@2 50
" D. F. R 1 75@2 00
" 1 10@1 50
Juniperis Co. O. T 1 75@1 75
" " 1 75@3 50
Saacharum N. E 1 75@2 00
Spt. Vini Galli 1 75@6 50
Vini Oporto 1 25@2 00
Vini Alba 1 25@2 00

SPONGES.

Florida sheeps' wool carriage 2 25@2 50
Nassau sheeps' wool carriage 2 00
Velvet extra sheeps' wool carriage 1 10
Extra yellow sheeps' carriage 85
Grass sheeps' wool carriage 65
Hard for slate use 75
Yellow Reef, for slate use 1 40

SYRUPS.

Accacia 50
Zingiber 50
Ipecac 60
Ferri Iod 50
Auranti Cortes 50
Rhei Arom 50
Similax Officinalis 60
" " Co 50
Senega 50
Scillae 50
" Co 50
Tolutan 50
Prunus virg 50

TINCTURES.

Aconitum Napellis R 60
" " F 50
Aloes 60
" and myrrh 60
Arnica 50
Asafœtida 0
Atrope Belladonna 60
Benzoin 60
" Co 50
Sanguinaria 50
Barosma 50
Cantharides 75
Capsicum 50
Ca damon 75
" Co 75
Castor 1 00
Catechu 50
Cinchona 50
" Co 60
Columba 50
Conium 50
Cubeba 50
Digitalis 50
Ergot 50
Gentian 50
" Co 60
Guaica 50
" ammon 60
Zingiber 50
Hyoscyamus 50
Iodine 75
" Colorless 75
Ferri Chloridum 35
Kino 50
Lobelia 50
Myrrh 50
Nux Vomica 50
Opii 85
" Camphorated 50
" Deodor 2 00
Auranti Cortex 50
Quassia 50
Rhatany 50
Rhei 50
Cassia Acutifol 50
" Co 50
Serpentaria 50
Stromonium 60
Tolutan 60
Valerian 50
Veratrum Veride 50

MISCELLANEOUS.

Æther, Spts Nit, 3 F 26@ 28
" " 4 F 30@ 32
Alumen 2¼@ 3
" ground, (po. 7) 3@ 4
Annatto 55@ 60
Antimoni, po 4@ 5
" et Potass T. 55@ 60
Antipyrin @1 40
Antifebrin @ 25
Argenti Nitras, ounce @ 68
Arsenicum 5@ 7
Balm Gilead Bud 38@ 40
Bismuth S. N. 2 10@2 20
Calcium Chlor, 1s, (½s 11; ¼s, 12) @ 9
Cantharides Russian, po @1 20
Capsici Fructus, af @ 20
" " po @ 25
" " B po @ 20
Caryophyllus, (po. 15) 12@ 13
Carmine, No. 40 @3 75
Cera Alba, S. & F 50@ 55
Cera Flava 38@ 40
Coccus @ 40
Cassia Fructus @ 20
Centraria @ 10
Cetaceum @ 42
Chloroform 60@ 63
" squibbs @1 10
Chloral Hyd Crst 1 50@1 70
Chondrus 20@ 25
Cinchonidine, P. & W 15@ 20
" German 3½@ 12
Corks, list, dis. per cent 60
Creasotum @ 50
Creta, (bbl. 75) @ 2
" prep 5@ 5
" precip 9@ 11
" Rubra @ 8
Crocus 28@ 30
Cudbear @ 24
Cupri Sulph 5 @ 6
Dextrine 10@ 12
Ether Sulph 68@ 70
Emery, all numbers @
" po @ 6
Ergota, (po.) 60 50@ 55
Flake White 12@ 15
Galla @ 23
Gambier 7 @ 8
Gelatin, Cooper @ 70
" French 40@ 60
Glassware flint, 70 and 10. by box 60and 10
Glue, Brown 9@ 15
" White 13@ 25
Glycerina 17 @ 25
Grana Paradisi @ 22
Humulus 25@ 55
Hydraag Chlor Mite @ 90
" " Cor @ 80
" Ox Rubrum @1 00
" Ammoniati @1 10
" Unguentum 45@ 55
Hydrargyrum @ 70
Ichthyobolla, Am 1 25@1 50
Indigo 75@1 00
Iodine, Resubl 3 75@3 85
Iodoform @4 70
Lupulin 35@ 40
Lycopodium 45@ 48
Macis 80@ 85
Liquor Arsen et Hydrarg Iod @ 27
Liquor Potass Arsinitis 10@ 12
Magnesia, Sulph (bbl 1½) 2@ 3
Mannia, S. F. 50@ 60
Morphia, S. P. & W 2 05@2 30
" S. N. Y. Q. & C. Co 1 95@2 20
Moschus Canton @ 40
Myristica, No. 1 70@ 75
Nux Vomica, (po 20) @ 10
Os. Sepia 28@ 30
Pepsin Saac, H. & P. D. Co @2 00
Picis Liq, N. C., ½ gal doz @2 00
Picis Liq., quarts @1 00
" pints @ 85
Pil Hydrarg, (po. 80) @ 50
Piper Nigra, (po. 22) @ 1
Piper Alba, (po g5) @ 3
Pix Burgun @ 7
Plumbi Acet 14@ 15
Pulvis Ipecac et opii 1 10@1 20
Pyrethrum, boxes H & P. D. Co., doz @1 25
Pyrethrum, pv 30@ 35
Quassiae 8@ 10
Quinia, S. P. & W 33@ 36
" S. German 22 @ 30
Rubia Tinctorum 12@ 14
Saccharum Lactis pv @ 33
Salacin 1 80@1 85
Sanguis Draconis 40@ 50
Santonine 4 50
Sapo, W 12@ 14
" M 10@ 12
" G @ 15
Seidlitz Mixture @ 25
Sinapis @ 18
" opt @ 30
Snuff, Maccaboy, De Voes @ 35
Snuff, Scotch, De. Voes @ 35
Soda Boras, (po. 13) 12@ 13
Soda et Potass Tart 30@ 33
Soda Carb 1½@ 2
Soda, Bi-Carb @ 5
Soda, Ash 3½@ 4
Soda, Sulphas @ 2
Spts. Ether Co 50@ 55
" Myrcia Dom @2 25
" Myrcia Imp @3 00
" Vini Rect. bbl. 2 27) @2 37
Less 5c gal., cash ten days.
Strychnia Crystal @1 30
Sulphur, Subl 3 @ 4
" Roll 2¾@ 3½
Tamarinds 8@ 10
Terebenth Venice 28@ 30
Theobromae 45@ 50
Vanilla 9 00@16 00
Zinci Sulph 7@ 8

OILS.

	Bbl.	Gal
Whale, winter	70	70
Lard, extra	55	60
Lard, No. 1	45	50
Linseed, pure raw	42	45
Lindseed, boiled	45	48
Neat's Foot, winter strained	50	60
Spirits Turpentine	42	50

PAINTS.

	bbl.	lb.
Red Venetian	1¾	2@3
Ochre, yellow Mars	1¾	2@4
" " Ber	1¾	2@3
Putty, commercial	2¼	2½@3
" strictly pure	2½	2¾@3
Vermilion Prime American		13@16
Vermilion, English		70@75
Green, Peninsular		70@75
Lead, red	7	@7¼
" white	7	@7½
Whiting, white Span		@70
Whiting, Gilders'		@90
White, Paris American		1 00
Whiting, Paris Eng. cliff		1 40
Pioneer Prepared Paint	1 20@1 4	
Swiss Villa Prepared Paints	1 00@1 20	

VARNISHES.

No. 1 Turp Coach 1 10@1 20
Extra Turp 1 60@1 70
Coach Body 2 75@3 00
No. 1 Turp Furn 1 00@1 10
Eutra Turk Damar 1 55@1 60
Japan Dryer, No. 1 Turp 70@ 75

GROCERIES.

Fresh Stock.

"Store Crank" in American Grocer.

To achieve the greatest measure of success in this age of active competition and push, the general stock must be kept fresh. We are living in a fast age and the store-keeper who, when his customer wants a yard of calico to match a dress bought the year before finds he has it on his shelves, had better get out of the business at once for he is fast waning into innocuous desuetude, and will ere many years have the sorrow of hearing the sheriff say, over the last remains of his stock, "going, going—gone!" A live merchant has no excuse for having unsalable goods on his shelves. He may, and doubtless will, err many times in the selection of some portions of his stock, but it takes but a few days or weeks at the farthest to find out whether he has struck the popular chord in their selection, and as soon as he finds he has not, at once bring them into prominence by extra effort and dispose of them at a reduced price, below cost, if necessary. When a loss seems to be inevitable, do not prolong the agony, but put the knife in and slaughter it. It is a comparatively easy thing to keep a grocery stock fresh, because the articles of food are comparatively few that are considered necessities, and being in active demand, do not have the opportunities for deterioration that the dry goods, hardware, or shoe stock would have. If you have ginghams, calicoes, lawns or other goods which move slowly tear them up into remnants of patterns of from five to fifteen yards. Roll up into neat rolls and label "ten yards 60 cents," "five yards 30 cents," etc., and pile up neatly on the counter. What in full pieces would stay on your shelves until moth eaten, will go off very rapidly if this method is adopted. I have torn up thousands of yards of dress goods in this way and found a very ready sale for them. Laces and ribbons can be disposed of in the same manner. By attending to this matter frequently, you will be surprised how often your stock changes, and independent of the satisfaction which you will receive yourself you will have the congratulations of your trade on the changed appearance of your stock as they visit you from time to time.

The shoe stock is another department that must be heroically treated occasionally. The styles are so varied and the demand for particular goods very exacting, especially by the female contingents who are decided in their opinions of just what they want on their dainty little (or big as the case may be) pedal extremities.

Never argue with a lady about her footgear. She has her own opinion as to the style, quality and fit, and you might just as well try and remove the Chinese wall with your breath as to spend it in trying to convince a woman against her idea as to the proper thing for her feet. In constant handling and trying on of goods they become soiled. At least once a month gather the various lines together, select fifty pair, more or less, and put in some attractive place in the store, placarding them at a reduced price. If and of the goods are particularly fine and merely soiled, it will pay to return to the manufacturers for refinishing both sole and uppers.

Your hardware stock will not suffer from changes of style as much as it will from rust accumulating on it, caused by frequent handling. The polished blade of a knife, chisel or plane will rust immediately if not at once wiped off dry. The rustic from the backwoods when he selects a razor or knife, feels in duty bound to expend all his lung power in blowing his breath on the blade to find out how quickly it will dry off or vanish. He has a sort of natural philosophy of his own which enables him to determine the quality of the steel and the temper of the tool by this process. Be very careful to have your hardware in the driest portion of your store. Locate it so it will get the least heat in the winter and have the sunlight in summer. Keep it far removed from the salt and dairy atmosphere of your butter or salt fish department. The fancy articles which you keep in this line for show case display, watch very carefully. Keep a flannel cloth where it can be reached handily, and after showing a customer a knife or razor wipe the same immediately perfectly dry before putting it in its case. Never display rubber goods in the same case with cutlery. They will cause rust nearly as quickly as water. I refer particularly to soft rubber goods and not vulcanized goods, such as combs, pins and the like.

The stock of hats and caps needs to be watched very closely. Sizes will become broken and goods accumulate dust and become grey unless constant attention is given to them. Each fall and spring the styles change, and it requires one to be constantly on the alert to prevent large losses by mere neglect. The same tactics can be used in disposing of unsalable hats that I have outlined for shoes and dry goods. The spare moments in a store cannot be used by the merchant of to-day in sitting idly around only waiting for the trade. Every moment not used in attending to the trade must be spent in preventing waste and decay. The price of success in mercantile life is the same as in the professional, namely, "eternal vigilance."

Short-weight Codfish.

BRADLEY, July 18—I would like to enquire through the columns of THE TRADESMAN whether any of my brother merchants have been bothered with short-weight codfish. I have purchased codfish of several different houses and have never found it to come up to the billed weight, the last lot being seven pounds short.

THE TRADESMAN did the retail trade of the State a good service in putting an end to short-count pickles, some time ago, and I suggest that it now throw the weight of its influence on the codfish question, to the end that we may get what we pay for.

LEE DEUEL.

Bannister—E. C. Brown succeeds Brown & Ensign in general trade.

Crockery & Glassware

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 70
La Bastic.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 " " " "	1 50
No. 1 crimp, per doz	1 35
No. 2 " "	1 60

FRUIT JARS.

Mason's or Lightning.

Pints	11 50
Quarts	12 50
Half gallons	16 00
Rubbers	55
Caps only	4 50

STONEWARE—AKRON.

Butter Crocks, per gal	06½
Jugs, ½ gal., per doz	75
" 1 " "	90
" 2 " "	1 80
Milk Pans, ½ gal., per doz. (glazed 75c)	65
" " 1 " " (" 90c)	78

PRODUCE MARKET.

Apples—Green, 50c per box.

Beans—Dry beans are firm and in strong demand at $2 per bu. for choice hand picked. Wax and string command 75c per bu.

Beets—Green, 10@15c per doz.

Butter—The market is full all around, dealers purchasing only for immediate wants at 10@15c.

Blackberries—8@10c per qt.

Celery—25c per doz. bunches.

Cabbages—New stock is in fair demand at $1.50 @$2 per crate, according to size.

Cherries—$1.50@$1.75 per bu., for red or black.

Cucumbers—35c per doz.

Eggs—The market is without change. Dealers pay 15 and hold at 16c.

Honey—Dull at 16@18 for clean comb.

Lettuce—5c for Grand Rapids Forcing.

Onions—Green command 10@15c. per doz., according to size. Southern command $4 per bbl.

Potatoes—The market is plentifully supplied with home grown which is held at 50@60c per bu.

Pieplant—2c per lb.

Peas—50@75c per bu.

Radishes—In plentiful supply, but little call for stock.

Raspberries—Black, 8c per qt., Red, 10@12½c per qt.

Tomatoes—$1.25 for 4 basket crate of fancy Acme.

Watermelons—The market is glutted with poor stock, which sells as low as 10c. Fair stock is in moderate demand at 12@15c.

POULTRY.

Local dealers pay as follows for live weight:

Spring chickens	13 @15
Fall chickens	7½@ 8
Turkeys	9 @10
Spring ducks	10 @12
Fall ducks	8 @ 9
Geese	8 @ 9

PROVISIONS.

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

PORK IN BARRELS.

Mess, new	11 25
Short cut	11 25
Extra clear pig, short cut	13 25
Extra clear, heavy	
Clear, fat back	12 75
Boston clear, short cut	13 00
Clear back, short cut	13 00
Standard clear, short cut, best	13 00

SAUSAGE—Fresh and Smoked.

Pork Sausage	7
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	8
Blood Sausage	5
Bologna, straight	5
Bologna, thick	5
Head Cheese	5

LARD—Kettle Rendered.

Tierces	7¾
Tubs	8¼
50 lb. Tins	8¼

LARD.	Family.	Compound.
Tierces	6½	6
0 and 50 lb. Tubs	6¾	6¾
3 lb. Pails, 20 in a case	7¼	7
5 lb. Pails, 12 in a case	7⅛	7⅛
10 lb. Pails, 6 in a case	7¼	6
20 lb. Pails, 4 in a case	7	6
50 lb. Cans	6¾	6¼

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs.	8 50
Extra Mess, Chicago packing	8 50
Boneless, rump butts	

SMOKED MEATS—Canvassed or Plain.

Hams, average 20 lbs	9½
" " 16 lbs	10
" " 12 to 14 lbs	10
" picnic	7½
" best boneless	8¼
Shoulders	6½
Breakfast Bacon, boneless	8¾
Dried beef, ham prices	11
Long Clears, heavy	6¾
Briskets, medium	7
" light	7

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass	5 @ 7
" hind quarters	6¾@ 7½
" fore "	3½@ 4½
" loins, No. 3	@ 9½
" ribs	8 @ 8½
" rounds	6 @ 7
" tongues	@
Bologna	@ 5
Pork loins	@ 9½
" shoulders	@ 7½
Sausage, blood or head	@ 5
" liver	@ 5
" Frankfort	@ 7½
Mutton	7 @ 8
Veal	@ 6

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.

Whitefish	@ 8
Trout	@ 8
Halibut	@15
Ciscoes	@ 5
Flounders	@ 9
Bluefish	@10
Mackerel	@25
Cod	@12
California salmon	@20

OYSTERS—Cans.

Fairhaven Counts	@40

SHELL GOODS.

Oysters, per 100	1 50
Clams, "	1 00

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.

Full Weight.	Bbls.	Pails.
Standard, per lb	6½	7½
" H. H	6½	7½
" Twist	6½	7½
Boston Cream		9½
Cut Loaf	7½	8½
Extra H. H	7½	8½

MIXED CANDY.

Full Weight.	Bbls.	Pails.
Standard	6½	7½
Leader	6½	7½
Special	7	8
Royal	7	8
Nobby	7½	8½
Broken	7½	8½
English Rock	7½	8½
Conserves	7	8
Broken Taffy	7½	8½
Peanut Squares		9
Extra		10
French Creams		10½
Valley Creams		13½

FANCY—In bulk.

Full Weight.	Bbls.	Pails.
Lozenges, plain	10½	11½
" printed	11	12½
Chocolate Drops		12½
Chocolate Monumentals		14
Gum Drops	5	6½
Moss Drops	8	9
Sour Drops	8½	9½
Imperials	10½	11½

FANCY—In 5 lb. boxes.	Per Box.
Lemon Drops	55
Sour Drops	55
Peppermint Drops	65
Chocolate Drops	70
H. M. Chocolate Drops	90
Gum Drops	40@50
Licorice Drops	1 00
A. B. Licorice Drops	80
Lozenges, plain	65
" printed	70
Imperials	65
Mottoes	75
Cream Bar	60
Molasses Bar	55
Hand Made Creams	85@95
Plain Creams	80@90
Decorated Creams	1 00
String Rock	70
Burnt Almonds	1 00
Wintergreen Berries	65

CARAMELS.

No. 1, wrapped, 2 lb. boxes	34
No. 1, " 3 "	51
No. 2, " 2 "	28
No. 3, " 3 "	42
Stand up, 5 lb. boxes	1 10

ORANGES.

California, Med. Sweets 128s	4 25
" " 150–176s	5 00

LEMONS.

Messina, choice, 360	@5 00
" fancy, 360	@5 50
" choice 300	5 00
" fancy 390	5 50

OTHER FOREIGN FRUITS.

Figs, Smyrna, new, fancy layers	18@19
" " " choice "	@16
" " " " "	@12½
" Fard, 10-lb. box	@10
" " 50-lb. "	@ 8
" Persian, 50-lb. box	4 @ 6

NUTS.

Almonds, Tarragona	@17
" Ivaca	@16½
" California	@17
Brazils, new	@ 7½
Filberts	@11½
Walnuts, Grenoble	@14½
" Marbot	@12
" Chili	@
Table Nuts, No. 1	@14
" No. 2	@13
Pecans, Texas, H. P.	15@17
Cocoanuts, full sacks	@4 00

PEANUTS.

Fancy, H. P., Suns	@ 5½
" " " Roasted	7 @ 7½
Fancy, H. P., Flags	@ 5½
" " " Roasted	7 @ 7½
Choice, H. P., Extras	@ 4½
" " Roasted	@ 6½

HIDES, PELTS and FURS.

Perkins & Hess pay as follows:

HIDES.

Green	4 @ 5
Part Cured	@ 5
Full "	5 @ 5½
Dry	6 @ 7
Kips, green	4 @ 4½
" cured	5 @ 5½
Calfskins, green	4 @ 5
" cured	5 @ 6
Deacon skins	10 @30
No. 2 hides ⅓ off.	

PELTS.

Shearlings	10 @25
Lambs	20 @60

WOOL.

Washed	20@30
Unwashed	10@20

MISCELLANEOUS.

Tallow	3½@ 4¼
Grease butter	1 @ 2
Switches	1½@ 2
Ginseng	2 50@3 00

OILS.

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

Water White	@ 8½
Special White	@ 8⅛
Michigan Test	@ 7¾
Naptha	@ 7½
Gasoline	@ 8¼
Cylinder	27 @36
Engine	13 @21
Black, Summer	@ 8

APPLE BUTTER.
Chicago goods............7½@8
AXLE GREASE.
Frazer's.
Wood boxes, per doz 80
" " 3 doz. case ... 2 40
" " per gross ... 9 00
25 lb. pails ... 1 00
15 lb. " ... 75
Aurora.
Wood boxes, per doz 60
" " 3 doz. case ... 1 75
" " per gross ... 6 00
Diamond.
Wood boxes, per doz 50
" " 3 doz. case ... 1 50
" " per gross ... 5 50
Peerless.
25 lb. pails ... 90
BAKING POWDER.
Acme, ¼ lb. cans, 3 doz ... 45
" ½ lb. " 2 " ... 85
" 1 lb. " 1 " ... 1 60
" bulk ... 10
Telfer's, ¼ lb. cans, doz. 45
" ½ lb. " " ... 85
" 1 lb. " " ... 1 50
Arctic, ¼ lb cans ... 60
" ½ lb " ... 1 20
" 1 lb " ... 2 00
" 5 lb " ... 9 60
Red Star, ¼ lb cans ... 40
" ½ lb " ... 80
" 1 lb " ... 1 50
BATH BRICK.
2 dozen in case.
English ... 90
Bristol ... 70
Domestic ... 60
BLUING. Gross
Arctic, 4 oz ovals ... 4 00
" 8 oz " ... 7 00
" pints, round ... 10 50
" No. 2, sifting box ... 2 75
" No. 3, " ... 4 00
" No. 5, " ... 8 00
" 1 oz ball ... 4 50
BROOMS.
No. 2 Hurl ... 1 75
No. 1 " ... 2 00
No. 2 Carpet ... 2 25
No. 1 " ... 2 50
Parlor Gem ... 2 75
Common Whisk ... 90
Fancy " ... 1 20
Mill ... 3 25
Warehouse ... 2 75
BUCKWHEAT FLOUR.
Rising Sun ... 5 00
York State ...
Self Rising ... 4 50
CANDLES
Hotel, 40 lb. boxes ... 10½
Star, 40 " ... 10¼
Paraffine ... 12
Wicking ... 25

CANNED GOODS.
FISH.
Clams.
Little Neck, 1 lb ... 1 10
" " 2 lb ... 1 90
Clam Chowder.
Standard, 3 lb ... 2 30
Cove Oysters.
Standard, 1 lb ... 1 10
" 2 lb ... 2 10
Lobsters.
Star, 1 lb ... 2 45
" 2 lb ... 3 45
Picnic, 1 lb ... 2 00
" 2 lb ... 3 00
Mackerel.
Standard, 1 lb ... 1 20
" 2 lb ... 2 00
Mustard, 3 lb ... 3 00
Tomato Sauce, 3 lb ... 3 00
Soused, 3 lb ... 3 00
Salmon.
Columbia River, flat ... 1 85
" " talls ... 1 65
Alaska, 1 lb ... 1 20
" 2 lb ... 1 90
Sardines.
American ¼s ... 5@ 6
" ½s ... 7@ 8
Imported ¼s ... 11@12
" ½s ... 13@14
Mustard ⅜s ... @10
Trout.
Brook, 3 lb ... 2 50
FRUITS.
Apples.
York State, gallons ... 3 25
Hamburgh, " ... 90
Apricots.
Santa Cruz ... 2 25
Lusk's ... 2 50
Overland ... 2 35
Blackberries.
F. & W ... 90
Cherries.
Red ... 1 20
Pitted Hamburg ... 1 75
White ... 1 60
Erie ... 1 30
Damsons, Egg Plums and Green Gages.
Erie ... @1 60
Gooseberries.
Common ... 1 10
Peaches.
Pie ... 1 60@1 75
Maxwell ... 2 25
Shepard's ... 2 25
California ... 2 60@2 75
Pears.
Domestic ... 1 25
Riverside ... 2 25
Pineapples.
Common ... 1 30
Johnson's sliced ... 2 60
" grated ... 2 85
Quinces.
Common ... 1 10
Raspberries.
Red ... 1 30
Black Hamburg ... 1 50
Erie, black ... 1 40

Strawberries.
Lawrence ... 1 [illegible]
Hamburg ... 2 25
Erie ... 1 65
Whortleberries.
Common ... 1 40
F. & W ... 1 25
Blueberries ... 1 30
MEATS.
Corned beef, Libby's ... 2 10
Roast beef, Armour's ... 1 75
Potted ham, ½ lb ... 1 50
" " ¼ lb ... 1 00
" tongue, ½ lb ... 1 10
" " ¼ lb ... 95
" chicken, ¼ lb ... 95
VEGETABLES.
Beans.
Hamburg stringless ... 1 25
" French style ... 2 25
" Limas ... 1 40
Lima, green ... 1 30
" soaked ... 90
Lewis Boston Baked ... 1 35
Bay State Baked ... 1 35
World's Fair ... 1 35
Corn.
Hamburgh ... 1 25
Tiger ...
Purity ... 1 10
Erie ... 1 15
Peas
Hamburgh marrofat ...
" early June ... 1 50
" Champion Eng ...
Hamburgh petit pois ... 1 75
" fancy sifted ... 1 90
Soaked ... 65
Harris standard ... 75
Van Camp's Marrofat ... 1 10
" Early June ... 1 30
Archer's Early Blossom ... 1 35
French ... 1 80
Mushrooms.
French ... 17@18
Pumpkin.
Erie ... 90
Squash.
Hubbard ... 1 30
Succotash.
Hamburg ... 1 40
Soaked ... 85
Honey Dew ... 1 60
Tomatoes.
Van Camp's ... 1 10
No. Collins ... 1 10
Hamburg ... 1 30
Hancock ... 1 05
Gallon ... 2 75
CHOCOLATE—BAKER'S.
German Sweet ... 22
Premium ... 34
Pure ... 38
Breakfast Cocoa ... 40
CHEESE.
Norway ... @ 9½
N. Y. or Lenawee ... @ 9½
Allegan ... @ 9
Skim ... 6 @ 8
Sap Sago ... @22
Edam ... @1 00
Swiss, imported ... 24@ 25
" domestic ... 15@ 16
Limburger ... 11
CHEWING GUM.
Rubber, 100 lumps ... 35
" 200 " ... 40
Spruce, 200 pieces ... 40
CATSUP.
Snider's, ½ pint ... 1 35
" pint ... 2 30
" quart ... 3 50
CLOTHES PINS.
5 gross boxes ... 40
COCOA SHELLS.
Bulk ... @4
Pound packages ... @7

COFFEE.
GREEN.
Rio.
Fair ... 20½
Good ... 21
Prime ... 21½
Golden ... 22½
Peaberry ... 23
Santos.
Fair ... 20¼
Good ... 21
Prime ... 21½
Peaberry ... 22½
Mexican and Guatamala.
Fair ... 22
Good ... 23
Fancy ... 25
Maracaibo.
Prime ... 22½
Milled ... 23½
Java.
Interior ... 26
Private Growth ... 28
Mandehling ... 29
Mocha.
Imitation ... 25
Arabian ... 28¼
ROASTED.
To ascertain cost of roasted coffee, add ½c. per lb. for roasting and 15 per cent. for shrinkage.
PACKAGE.
McLaughlin's XXXX ... 24¾

Lion ... 24¾
" in cabinets ... 25¼
Durham ... 24¾
EXTRACT.
Valley City ... 75
Felix ... 1 15

Hummel's, foil ... 1 50
" tin ... 2 50
CHICORY.
Bulk ... 4½
Red ... 7
CLOTHES LINES.
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 ... " 90
" 72 ft ... " 1 00
CONDENSED MILK.
Eagle ... 7 40
Crown ... 6 50
Genuine Swiss ... 8 00
American Swiss ... 7 00
COUPON BOOKS.

"Tradesman."
$ 1, per hundred ... 2 00
$ 2, " ... 2 50
$ 3, " ... 3 00
$ 5, " ... 3 00
$10, " ... 4 00
$20, " ... 5 00
"Superior."
$ 1, per hundred ... 2 50
$ 2, " ... 3 00
$ 5, " ... 4 00
$10, " ... 5 00
$20, " ... 6 00

"Universal."
$ 1, per hundred ... $2 50
$ 2, " ... 3 00
$ 3, " ... 4 00
$ 5, " ... 5 00
$10, " ... 6 00
$20, " ... 7 00
Bulk orders for above coupon books are subject to the following discounts:
200 or over ... 5 per cent.
500 " ... 10 "
1000 " ... 20 "
CRACKERS.
Kenosha Butter ... 7½
Seymour " ... 5½
Butter ... 5½
" family ... 5½
" biscuit ... 6½
Boston ... 7½
City Soda ... 7½
Soda ... 6
S. Oyster ... 5½
City Oyster, XXX ... 5½
CREAM TARTAR.
Strictly pure ... 30
Telfer's Absolute ... 35
Grocers' ... 10@15

DRIED FRUITS.
Apples.
Sundried ... @ 8
Evaporated ... @11
California Evaporated.
Apricots ... 14
Blackberries ... 6½
Nectarines ... 13
Peaches ... 12
Pears, sliced ...
Plums ...
Prunes, sweet ... 10
PRUNES.
Turkey ... @ 7
Bosnia ... @ 8
French ... @ 9
PEEL.
Lemon ... 18
Orange ... 18
CITRON.
In drum ... @18
In boxes ... @20
CURRANTS.
Zante, in barrels ... @ 5
" in ½-bbls ... @ 5¼
" in less quantity @ 5½
RAISINS—California.
London Layers, 2 cr'n ... 2 00
" " 3 " ... 2 10
" " fancy ... 2 25
Muscatels, 2 crown ... 1 60
" 3 " ... 1 75
Foreign.
Valencias ... 6¼
Ondaras ... @ 7
Sultanas ... @15
FARINACEOUS GOODS.
Farina.
100 lb. kegs ... 4
Hominy.
Barrels ... 3 75
Grits ...
Lima Beans.
Dried ... 5½
Maccaroni and Vermicelli.
Domestic, 12 lb. box ... 60
Imported ... 11
Pearl Barley.
Kegs ... 3½@3¾
Peas.
Green, bu ... 1 20
Split, bbl ... 6 50
Sago.
German ... 5
East India ... 5

Wheat.
Cracked ... 5
FISH—Salt.
Bloaters.
Yarmouth ...
Cod.
Whole ... @6½
Bricks ... 8@8½
Strips ... 8@9
Halibut.
Smoked ... 10½
Herring.
Scaled ... 24
Holland, bbls ... 11 00
" kegs ... 75
Round shore, ½ bbl ... 2 75
" " ¼ bbl ... 1 50
Mackerel.
No. 1, ½ bbls. 90 lbs ... 9 50
No. 1, kits, 10 lbs ... 1 20
Family, ½ bbls., 100 lbs ... 3 50
" kits, 10 lbs ... 45
Pollock.
Fancy ... 3 50@4 00
Sardines.
Russian, kegs ...
Trout.
No. 1, ½ bbls., 90 lbs ... 5 50
No. 1, kits, 10 lbs ... 80
Whitefish.
No. 1, ½ bbls., 90 lbs ... 7 00
No. 1, kits, 10 lbs ... 1 00
Family, ½ bbls., 90 lbs ... 3 00
" kits, 10 lbs ... 50
FLAVORING EXTRACTS.
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

GUN POWDER.
Kegs ... 5 50
Half kegs ... 3 00
HERBS.
Sage ... 15
Hops ... 25
JELLIES.
Chicago goods ... @4
LAMP WICKS.
No. ... 30
No. 1 ... 40
No. 2 ... 50
LICORICE.
Pure ... 30
Calabria ... 25
Sicily ... 18
LYE.
Condensed, 2 doz ... 1 25
MATCHES.
No. 9 sulphur ... 1 65
Anchor parlor ... 1 70
No. 2 home ... 1 10
Export parlor ... 4 25
MOLASSES.
Blackstrap.
Sugar house ... 16
Cuba Baking.
Ordinary ... 19
Porto Rico.
Prime ... 19
Fancy ... 23
New Orleans.
Fair ... 17
Good ... 20
Extra good ... 26
Choice ... 30
Fancy ... 36
One-half barrels, 3c extra
OATMEAL.
Barrels 200 ... @5 50
Half barrels 100 ... @2 88
ROLLED OATS.
Half bbls 90 ... @2 88
Barrels 180 ... @5 50
PICKLES.
Medium.
Barrels, 1,200 count ... $6 50
Half barrels, 600 count ... 3 50
Small.
Barrels, 2,400 count ... 7 50
Half barrels, 1,200 count ... 4 00
PIPES.
Clay, No. 216 ... 1 75
" T. D. full count ... 75
Cob, No. 3 ... 1 25
RICE.
Domestic.
Carolina head ... 7
" No. 1 ... 6
" No. 2 ... @ 5
Broken ...
Imported.
Japan, No. 1 ... 6½
" No. 2 ... 5½
Java ... 5
Patna ... 5
ROOT BEER.
Williams' Extract.
25 cent size ... 1 75
3 dozen ... $5 00
SAPOLIO.
Kitchen, 3 doz. in box ... 2 50
Hand 3 " ... 2 50
SOUPS.
Snider's Tomato ... 2 65
SPICES.
Whole Sifted.
Allspice ... 10
Cassia, China in mats ... 7½
" Batavia in bund ... 15
" Saigon in rolls ... 35
Cloves, Amboyna ... 22
" Zanzibar ... 13
Mace Batavia ... 80
Nutmegs, fancy ... 80
" No. 1 ... 75
" No. 2 ... 70
Pepper, Singapore, black ... 15
" " white ... 25
" shot ... 19
Pure Ground in Bulk.
Allspice ... 15
Cassia, Batavia ... 20
" " and Saigon ... 25
" Saigon ... 35
Cloves, Amboyna ... 30
" Zanzibar ... 20

Ginger, African ... 15
" Cochin ... 18
" Jamaica ... 20
Mace Batavia ... 80
Mustard, Eng. and Trieste ... 25
" Trieste ... 27
Nutmegs, No. 2 ... 75
Pepper, Singapore, black ... 20
" " white ... 30
" Cayenne ... 25
Sage ... 20
"Absolute" in Packages.

	¼s	½s
Allspice	84	1 55
Cinnamon	84	1 55
Cloves	84	1 55
Ginger, Jam	84	1 55
" Af	84	1 55
Mustard	84	1 55
Pepper	84	1 55
Sage	84	

SUGAR.
Cut Loaf ... @ 5½
Cubes ... @ 4¾
Powdered ... @ 5
Granulated ... 4½@4.56
Confectioners' A ... 4⅜@4.44
Soft A ... @4.31
White Extra C ... @ 4⅛
Extra C ... 3⅞@ 4
C ... 3½@ 3⅝
Yellow ... 3¼@ 3⅜
Less than 100 lbs. ¼c advance
STARCH.
Corn.
20-lb boxes ... 6½
40-lb " ... 6¼
Gloss.
1-lb packages ... 6
3-lb " ... 6
6-lb " ... 6½
40 and 50 lb. boxes ... 4¾
Barrels ... 4¾
SNUFF.
Scotch, in bladders ... 37
Maccaboy, in jars ... 35
French Rappee, in Jars ... 43
SOAP.
Allen B. Wrisley's Brands.
Old Country, 80 ... 3 20
Uno, 100 ... 3 50
Bouncer, 100 ... 3 00
SODA.
Boxes ... 5½
Kegs, English ... 4¾
SAL SODA.
Kegs ... 1¾
Granulated, boxes ... 2
SEEDS.
Mixed bird ... 4½@ 6
Caraway ... 10
Canary ... 3½
Hemp ... 4½
Anise ... 13
Rape ... 6
Mustard ... 7½
SALT
Diamond Crystal.
100 3-lb. sacks ... $2 40
60 5-lb. " ... 2 25
28 10-lb. sacks ... 2 15
20 14-lb. " ... 2 00
24 3-lb cases ... 1 50
56 lb. dairy in linen bags ... 40
28 lb. " " " ... 25
Warsaw.
56 lb. dairy in linen bags ... 35
28 lb. " " " ... 18
Ashton.
56 lb. dairy bags ... 75
Higgins.
56 lb. dairy bags ... 75
Solar Rock.
56 lb. sacks ... 27
Saginaw and Manistee.
Common Fine per bbl ... 90
SALERATUS.
Church's, Arm & Hammer ... 5½
Dwight's Cow ... 5½
Taylor's ... 5¼
DeLand's Cap Sheaf ... 5½
" pure ... 5½
Golden Harvest ... 5
SYRUPS.
Corn.
Barrels ... 28
Half bbls ... 30
Pure Cane.
Amber ... 23 5
Fancy drips ... 28 @30
SWEET GOODS.
Ginger Snaps ... 7
Sugar Creams ... 8½
Frosted Creams ... 8
Graham Crackers ... 8
Oatmeal Crackers ... 8
SHOE POLISH.
Jettine, 1 doz. in box ... 75
TEAS.
JAPAN—Regular.
Fair ... @17
Good ... @20
Choice ... 24 @26
Choicest ... 32 @34
Dust ... 10 @12
SUN CURED.
Fair ... @17
Good ... @20
Choice ... 24 @26
Choicest ... 32 @34
Dust ... 10 @12
BASKET FIRED.
Fair ... 18 @20
Choice ... @25
Choicest ... @35
Extra choice, wire leaf @40
GUNPOWDER.
Common to fair ... 25 @35
Extra fine to finest ... 50 @65
Choicest fancy ... 75 @85
OOLONG.
Common to fair ... 23 @26
Superior to fine ... 28 @30
Fine to choicest ... 45 @55
IMPERIAL.
Common to fair ... 23 @26
Superior to fine ... 30 @35
YOUNG HYSON.
Common to fair ... 18 @26
Superior to fine ... 30 @40

ENGLISH BREAKFAST.
Fair ... 18 @22
Choice ... 24 @28
Best ... 40 @50
TOBACCOS.
Fine Cut.
Pails unless otherwise noted.
Hiawatha ... 60
Sweet Cuba ... 34
McGinty ... 24
" ½ bbls ... 22
Little Darling ... 22
" ½ bbl ... 20
1791 ... 20
1891, ½ bbls ... 19
Valley City ... 33
Dandy Jim ... 27
Plug.
Searhead ... 40
Joker ... 24
Zero ... 22
L. & W ... 25
Here It Is ... 28
Old Style ... 31
Old Honesty ... 40
Jolly Tar ... 33
Hiawatha ... 37
Valley City ... 34
Jas. G. Butler & Co.'s Brands.
Something Good ... 38
Toss Up ... 26
Out of Sight ... 25
Smoking.
Boss ... 12½
Colonel's Choice ... 13
Warpath ... 14
Banner ... 14
King Bee ... 20
Kiln Dried ... 17
Nigger Head ... 23
Honey Dew ... 24
Gold Block ... 28
Peerless ... 24
Rob Roy ... 24
Uncle Sam ... 28
Tom and Jerry ... 25
Brier Pipe ... 30
Yum Yum ... 32
Red Clover ... 32
Navy ... 32
Handmade ... 40
Frog ... 33
VINEGAR.
40 gr ... 8
50 gr ...
$1 for barrel.
WET MUSTARD.
Bulk, per gal ... 30
Beer mug, 2 doz in case ... 1 75
YEAST—Compressed.
Tin foil cakes, per doz ... 15
Baker's, per lb ... 30

PAPER & WOODENWARE
PAPER.
Straw ... 1¾
Rockfalls ... 2
Rag sugar ... 2½
Hardware ... 2½
Bakers ... 2¼
Dry Goods ... @6
Jute Manilla ... @6
Red Express No. 1 ...
" No. 2 ...
TWINES.
48 Cotton ... 22
Cotton, No. 1 ... 20
" " 2 ... 18
Sea Island, assorted ... 35
No. 5 Hemp ... 18
No. 6 " ... 17
WOODENWARE.
Tubs, No. 1 ... 7 00
" No. 2 ... 6 00
" No. 3 ... 5 00
Pails, No. 1, two-hoop ... 1 50
" No. 1, three-hoop ... 1 75
Clothespins, 5 gr. boxes ... 50
Bowls, 11 inch ... 1 00
" 13 " ... 1 25
" 15 " ... 2 00
" 17 " ... 2 75
" assorted, 17s and 19s 2 75
" " 15s, 17s and 19s 2 75
Baskets, market ... 35
" shipping bushel ... 1 25
" full hoop " ... 1 25
" bushel ... 1 50
" willow cl'ths, No.1 5 75
" " " No.2 6 25
" " " No.3 7 25
" splint " No.1 3 50
" " " No.2 4 25
" " " No.3 5 00

GRAINS and FEEDSTUFFS
WHEAT.
No. 1 White (58 lb. test) 92
No. 1 Red (60 lb. test) 92
MEAL.
Bolted ... 1 75
Granulated ... 2 00
FLOUR.
Straight, in sacks ... 5 20
" " barrels ... 5 40
Patent " sacks ... 6 20
" " barrels ... 6 40
Graham " sacks ... 2 40
Rye " " ... 2 40
MILLSTUFFS.
Bran ... 17 00
Screenings ...
Middlings ... 19 00
Mixed Feed ... 24 00
Coarse meal ... 24 50
RYE.
Milling ... 80
Feed ... 65
BARLEY.
Brewers, per 100 lbs ... 1 25
Feed, per bu ... 65
CORN.
Small lots ... 65
Car " ... 63
OATS.
Small lots ... 46
Car " ... 44
HAY.
No. 1 ... 16 00
No. 2 ... 14 00

THE A B C OF MONEY.

BY ANDREW CARNEGIE.

[CONTINUED FROM LAST WEEK.]

Although one would think that in coined metal pieces we had reached perfection, and that with these the masses of the people could not be cheated out of what is so essential to their well-being, —"honest money,"—yet one way was found to defraud the people even when such coin was used. The coins have sometimes been "debased" by needy governments after exhausting wars or pestilence, when countries were really too poor or too weak to recover from their misfortunes. A coin is called a "debased" coin when it does not possess metal enough to bring in the open market the sum stamped upon the coin by the government. There is nothing new about this practice, which always cheats the masses. It is very, very old. Five hundred and seventy-four years before Christ the Greeks debased their coinage. The Roman emperors debased theirs often when in desperate straits. England debased her's in the year 1,300. The Scotch coin was once so debased that one dollar was worth only twelve cents. The Irish, the French, German and Spanish governments have all tried debased coin when they could wring no more taxes directly out of their people, and had therefore to get more money from them indirectly. It was always the last resort to "debase" the coinage. These instances happened long ago. Nations of the first rank in our day do not fall so low. I must pause to make one exception to this statement. I bow my head in shame as I write it—the republic of the United States. Every one of its silver dollars is a "debased coin." When a government issues "debased coin," it takes leave of all that experience has proved to be sound in regard to money. Sound finance requires the government only to certify to the real value possessed by each coin issued from its mints, so that the people may not be cheated. Every time the government stamps the words "One Dollar" upon 371¼ grains of silver, it stamps a lie; disgraceful, but alas! too true, for the silver in it is worth to-day not a dollar, but only seventy-eight cents.

Another delusion about money has often led nations into trouble—the idea that a government could "make money" simply by stamping certain words upon pieces of paper, just as any of you can "make money" by writing a note promising to pay one hundred dollars on demand. But you know that when you do that, you are not making "money" but making a "debt"; so is any government that issues its promise to pay. And there is this about both the individual and the government who take to issuing such notes upon a large scale: they seldom pay them. The French did this during their Revolution, and more recently the Confederate States "made money" at a great pace, and issued bonds which are now scarcely worth the paper they are printed upon. Every experiment of this kind has proved that there can be no money "made" where there is not value behind it. Our own country issued bonds and the people of other nations bought them for forty cents upon the dollar, although they bore and paid interest at 6 per cent. in *gold*, so great was the fear that even the bonds of this country would not prove an exception to the usual fate of such securities issued during trying times. Only because the government kept strict faith and paid the interest and principal of these bonds in gold, and never in silver or in any depreciated currency, has the value of its bonds advanced, and the credit of the United States become the highest in the world, exceeding that even of Great Britain. There has never been a better illustration of the truth that in dealing with "money," as in everything else, "honesty is the best policy." Our government also issued some notes known as "greenbacks." But the wise men who did this took care to provide a fund of one hundred millions of dollars in gold to redeem them, so that any man having a greenback can march to the treasury and receive for it one dollar in gold.

But I am now to tell you another quality which this basis article of metal has proved itself to possess, which you will find it very difficult to believe. The whole world has such confidence in its fixity of value that there has been built upon it, as upon a sure foundation, a tower of "credit" so high, so vast, that all the silver and gold in the United States, and all the greenbacks and notes issued by the government, only perform 8 per cent. of the exchanges of the country. Go into any bank, trust company, mill, factory, store, place of business, and you will find that for every one hundred thousand dollars of business transacted, only about eight thousand dollars of "money" is used, and this only for petty purchases and payments. Ninety-two per cent. of the business is done with little bits of paper—checks, drafts. Upon this basis also rest all the government bonds, all State, county and city bonds, and the thousands of millions of bonds the sale of which has enabled our great railway systems to be built, and also the thousands of millions of the earnings of the masses deposited in savings banks, which have been lent by these banks to various parties, and which must be returned in "good money" or the poor depositors' savings will be partially or wholly lost.

The business and exchanges of the country, therefore, are not done now with "money"—with the article itself. Just as in former days the articles themselves ceased to be exchanged, and a metal called "money" was used to effect the exchanges, so to-day the metal itself —the "money"—is no longer used. The check or draft of the buyer of articles upon a store of gold deposited in a bank —a little bit of paper—is all that passes between the buyer and the seller. Why is this bit of paper taken by the seller or the one to whom there is a debt due? Because the taker is confident that if he really needed the article itself that it calls for—the gold—he could get it. He is confident also that he will not need the article itself, and why? Because for what he wishes to buy the seller or any man whom he owes will take his check, a similar little bit of paper, instead of gold itself; and then, most vital of all, every one is confident that the basis-article cannot change in value. For remember it would be almost as bad if it rose in value as if it fell; steadiness of value being one essential quality in "money" for the masses of the people.

When, therefore, people clamor for more "money" to be put in circulation—that is, for more of the article which we use to effect an exchange of articles—you see that more "money" is not so much what is needed. Nobody who has had wheat or tobacco or any article to sell has ever found any trouble for want of "money" in the hands of the buyer to effect the exchange. We had a very severe financial disturbance in this country only three months ago. "Money," it was said, could not be had for business purposes; but it was not the metal itself that was lacking, but "credit," confidence, for upon that, as you have seen, all business is done except small purchases and payments which can scarcely be called "business" at all. To-day the business man cannot walk the street without being approached by people begging him to take this "credit" at very low rates of interest; at 2 per cent. per annum "money" (credit) can be had day by day. There has been no considerable difference in the amount of "money" in existence during the ninety days. There was about as much money in the country in January as there is in March. It was not the want of money, then, that caused the trouble. The foundation had been shaken upon which stood the ninety-two thousand of every one hundred thousand dollars of business. The metal itself and notes—real "money," as we have seen—only apply to the eight thousand dollars. Here comes the gravest of all dangers in tampering with the basis. You shake directly the foundation upon which rests 92 per cent. of all the business exchanges of the country—confidence, credit—and indirectly the trifling 8 per cent. as well which is transacted by the exchange of the metal itself or by government notes; for the standard article is the foundation of every exchange—both the ninety-two thousand and the eight thousand dollars. So, you see, if that be undermined, the vast structure, comprising all business, built upon it, must totter.

I have finished telling you about "money." We come now to apply the facts to the present situation, and here we enter at once upon the silver question; and I am sure you are all attention, for it is the most pressing of all questions now before you. You see that the race, in its progress, has used various articles as "money," and discarded them when better articles were found, and that it has finally reached coined pieces of valuable metal as the most perfect article. Only two metals are used among civilized nations as the standard metal—gold in some countries, silver in others. No country can have two standards. Centuries ago silver was adopted as the standard in China, India and Japan, and more recently in the South American republics; and it still is the standard in these countries. When adopted it was a wise choice; silver had nearly doubled its present value, and was then steady, and it answered all the needs of a rural people.

The principle nations of Europe and our own country, being further advanced and having much greater business transactions, found the necessity for using as a standard a more valuable metal than silver, and gold was adopted; but as silver was used as money in many parts of the world as the standard, and used in these gold-basis countries for "small change," it was advisable for these nations to agree upon the value in gold which would be accorded to silver, and this was fixed at fifteen and one-half ounces of silver to one of gold. Please note that this was then as nearly as possible the market value of silver as a metal compared with gold as a metal. The nations did not attempt to give to silver any fictitious value, but only its own inherent value. And, more than this, each of these nations agreed, when the agreement came to an end, to redeem all the silver coin it had issued in gold at the value fixed. Everything went well under this arrangement for a long time. The more advanced nations were upon a gold basis, the less advanced nations upon a silver basis, and both were equally well served.

What, then, has raised this *silver question* which everybody is discussing? Just this fact: that while the supply, and therefore the value, of gold remained about the same, great deposits of silver were discovered, wonderful improvements made in mining machinery, and still more wonderful in the machinery for refining silver ore; and as more and more silver was produced at less cost, its value naturally fell more and more; one ounce of it, worth $1.33 in 1872, being worth to-day only $1.04. It has fallen as low as 93 cents. It has danced up and down; it has lost fixity of value. To all countries upon a silver basis there have come confusion and disaster in consequence. The question in India, with its two hundred and eighty-five millions of people, is most serious; and you see how our South American republics are troubled from this fall in the value of their basis-article, by which all other articles are measured. Even the European nations which are upon a gold basis are troubled by this "silver question," for under the agreement to rate fifteen and a half ounces of silver as worth an ounce of gold some of these nations have had enormous amounts of silver thrust upon them. Most of them saw what was coming many years ago, and ceased to increase their silver; some disposed of a great deal of what they had, and placed themselves strictly upon the gold basis; but there are still in European countries eleven hundred millions of dollars of silver legal-tender coins, not counting the amount of "token" silver money used for small change. It is not safe to say that less than twenty-five ounces of it would be found equal to one ounce of gold if put in the market, instead of the fifteen-and-a-half ounce basis upon which these countries have obtained it.

All European countries have been, and are still, trying hard to escape from silver. In 1878, those comprising the

Latin Union, which fixed the price of silver—France, Belgium, Italy, Switzerland and Greece—finally closed their mints to legal-tender silver. Norway, Sweden and Denmark in 1873 and 1875 ran out from under the silver avalanche, and now stand firmly upon a gold basis. Holland also, in 1875, took its stand practically upon gold. Austria-Hungary has not coined silver since 1879, except a small amount of "Levant silver thalers" for a special trade purpose. Even half-civilized Russia took the alarm, and ran as fast as she could out of the silver danger, for in 1876 she shut her mints to the further coinage of the dangerous metal, except such small amounts as China wished to take promptly from her. So you see that all those countries that have tried silver and found out the evils which it produces, and its dangers, have been, and are now, using every means to rid themselves of it. For thirteen years it has been cast out of their mints, for during this long period no full legal-tender silver coins have been issued in Europe. Only our republic, among nations, is boldly plunging deeper and deeper into the dangers of silver coinage. When we have had the experience of older nations as to its operations, we may and, I think, surely will wish, like them to retrace our steps when it is too late. So, you see, there is trouble wherever there is silver. What to do with their silver, which has fallen so low in value, is a serious problem in all these countries. It hangs like a dark cloud over their future.

So much has silver fallen in all parts of the world and disturbed everything that several conferences have been called by the nations in recent years, to which the United States has sent delegates. The object of these was to see whether the chief commercial nations could not agree again upon a new gold value for silver. But the conclusion has always been that it was too dangerous to attempt to fix a new value for silver until it could be more clearly seen what the future was to show about its supply and value, for perhaps it might fall so low that twenty-five or thirty ounces of it would not be worth more than an ounce of gold; no one can tell. As our country has already gone so far into the danger as to have four hundred and eighty-two millions of dollars in depreciated silver, we had to confer with our neighbors in misfortune, and appear as creditors have to appear at meetings held to try to support the bad business of a failing debtor.

Perhaps you are asking yourselves why, when I spoke of all the European countries in relation to silver, I did not state the amount of silver held in reserve by our principal rival, Great Britain. Listen one moment, and then ponder over the reply. *Not one dollar.* France has no less than six hundred and fifty millions of dollars in silver in her bank; but every dollar of Britain's reserves are in the one steady, unchangeable basis-article—gold. Wise old bird, the dear mother-land sits upon her perch, whistling away out of all danger from this silver trouble. She has made London the financial center of the world. If anything be bought or sold in foreign lands, a draft upon London is demanded; because every one knows that, come what may, it will be paid in the best article, which cannot fall in value—gold. No draft upon Paris or Vienna or New York for wise men. Why? Because the nations represented by these cities have become involved in great possible losses by their huge piles of silver, and may attempt by legislation to make drafts payable in that metal, which fluctuates so in value.

I wish the people of the United States would watch Britain carefully. She is keeping her own counsel; she is treating the silver-loaded nations with cool politeness in the conferences, which she graciously condescends to attend only because India, over which she rules, is unfortunately upon a silver basis; if it were not for that, she would probably politely decline. When they talk about fixing a gold value upon silver, she says that she really does not know what she will decide upon in the matter. What she is praying for is that the United States will continue to go deeper and deeper into silver until retreat is impossible, and she will keep her old policy, which has made her supreme in finance. Her only possible rival is not to be found in Europe, but here in the United States. What a grand thing for Britain if our country could be brought down to a silver basis—forced to relinquish the one standard which can alone give a nation front rank in the financial world! Silver for the republic, Gold for the monarchy: this is what Great Britain is hoping may come to pass, and what every American should resolve never shall. Governments may pass what laws they please about silver: the world heeds them not. Every business transaction between nations continues to be based on gold exclusively—nothing but gold—and will so continue. Britain knows this and acts accordingly.

I think I hear you ask indignantly: "How came our country to have three hundred and twelve millions of silver dollars in its vaults, like France, instead of having its reserves in the sure gold, like our rival, Britain, when, like Britain, we have gold as our basis?" That is a question every farmer and every toiler should ask, and demand an answer to, from his representative in Congress. The reason is easily given. Here is the history. Silver, as we have seen, had fallen in value, and was likely to fall still more. European nations were loaded down with many hundreds of millions of dollars, and all anxious to get rid of it; owners of silver and of silver mines were alarmed; what was to be done to prop the falling metal? Evidently the government was the only power which could undertake the task; and towards that end all the influence and resources of the silver power were bent—alas! with eminent success; for the masses of the people were represented as in favor of silver. If true, they were going with the speculators against their own interests, in the most direct way possible.

The first act which aimed to give by legislation a value to silver was passed in 1878. It required our government to buy at least two million ounces of silver every month, while all other governments had stopped coining it, because it had become dangerously erratic in value.

The silver men insisted that these purchases would raise its value; but were they right? No. It did not advance in price. What was to be done then? "Ah!" said these silver-tongued speculators, "the trouble is the government has not gone far enough; only increase the amount; let the government buy four and a half million ounces per month of our silver instead of two million per month, and this will take all that the country's mines yield, and more, too, and so silver must advance in value." They were right in stating that four and a half millions per month are more than the total yield of the United States silver mines; and then eight to ten millions of silver are taken and used every year for other purposes than coining into "money," leaving not more than, say, four millions per month for coinage. Many people were persuaded that if the government bought so much silver per month the value of silver must advance. The price did advance, for many of these mistaken people bought it upon speculation before the bill passed. Silver rose from 96 to 121—almost to its old rate in gold.

But what has been the result since the passage of the new bill? The answer is found in the quotation for silver to-day. It is back from 121 to 97, and here we are again. So, instead of being free from the silver trouble, as Britain is and we should have been, these men have succeeded in unloading upon the government already three hundred and ninety million of dollars of their silver, and we are getting almost as badly off as France; but with this difference: France and other nations prudently stopped adding to their burdens of silver thirteen years ago, while our government is adding to its store four and one-half millions of ounces every month, costing a little more than that amount of dollars. The United States is trying to ignore the changed position of silver, and make it equal to gold, against the judgment of all other first-class nations. To succeed, we shall have to buy not only what our own mines produce, but a great deal of what all other mines produce throughout the world, the total yield of silver being enough to make one hundred and sixty-eight millions of our silver dollars every year; and then we must, in addition, be prepared to buy the eleven hundred millions of dollars' worth with which European governments are now loaded down, and which they are so anxious to sell.

So far from the government purchases of silver having raised its value, the government could not to-day sell the three hundred and thirteen millions of dollars' worth in its vaults without losing some millions upon the price it has paid the silver-owners for it. You will scarcely believe that the accounts of the treasury state that the government has made, so far, sixty-seven millions of profit upon its silver purchases. This is claimed because for the amount of silver put in a dollar it has paid only about eighty cents.

All this "profit" is fictitious. You see, the nation has been led into very foolish purchases of silver. Four and a half millions of your earnings are taken through taxes every month, not for the constitutional purposes of government, but in an effort to bolster up a metal by paying prices for it far higher than it otherwise would command. Your government is being used as a tool to enrich the owners of silver and silver mines. This is bad, indeed, but hardly worth mentioning compared with the danger of panic and disaster it brings with it through the probable banishment of the steady gold basis and the introduction of the unsteady basis of silver.

The republic had the disgrace of slavery, and abolished it. Until this year it was disgraced in the eyes of the world because it had no law which secured to others than its own citizens the right to their literary productions. That disgrace has passed away also; but there has come upon it the disgrace of "debased coinage." The great republic issues dishonest coin, and it is the only nation in the world which does so, except Mexico, which still coins a little silver. But while the disgrace is upon us, the financial evils of "debased" coinage are yet to come; for, although the government issues debased coin, it agrees to receive it as worth a dollar in payment of duties and taxes, and makes it legal tender, and so it passes from hand to hand for the present as worth dollars. In this way the government has been able so far to prevent its depreciation. How long it can continue issuing four and a half millions more of these notes or coins every month and keep them equal to gold nobody can tell. But one thing is clear: ultimately the load must become too heavy, and, unless silver rises in value, or enough is put into the dollars to represent their value in gold, or the purchase of silver by the government is stopped, we must sooner or later fall from the gold basis to the condition of the Argentine and other South American republics.

This is how these silver dollars will act which have not metal enough to sell for dollars when the world begins to lose confidence in the ability of the governments issuing them to pay gold for them when asked. Suppose a number of you had decided to carry a huge log from the woods, and you all got under, and bending your necks, took its weight upon your shoulders, and then some doubted whether you really could stagger on under the load; and suppose two or three of you, after casting timid glances at each other, concluded you had better get from under: what would be the result? The lack of confidence would probably result in killing those who were foolish enough to remain. It is just so with this delicate question of the measure of values. A few speculators or "goldbugs" will resolve that, come what may, they will make themselves safe and get from under.

[TO BE CONTINUED.]

An Obliging Employer.

Applicant—Of course I don't ask for a partnership yet, but give me a position in which I will be sure of an early rise.

Employer—All right; I'll make you janitor of the building. You will open the doors at 4 a. m.

THE "EQUALITY" PLAN.

A New Wrinkle in the Handling of Refined Sugar.

From the New York Daily Commercial Bulletin.

The latest wrinkle in the handling of refined sugars is the adoption of what is termed the "equality" plan by wholesale grocers at all prominent points in New York State and New Jersey. The "equality" plan is nothing more or less than the rebate system that has been in force in this city and immediate vicinity for some time past. The arrangement as to prices is identical; so are the regulations as to the rebate of ⅛c per pound to jobbers who adhere faithfully to the provisions of the agreement. The regular freight charge has to be added to the jobbers' selling prices, so that there is practically no competition except on even terms. Hence the adoption of "equality" as the term designating the new agreement. The plan went into effect on the 6th instant in Clinton, Essex, Warren, Saratoga, Washington, Albany, Rensselaer, Green. Columbia, Sullivan, Ulster, Dutchess, Orange, Putnam, Rockland, Westchester and Richmond counties in New York; Sussex, Passaic, Bergen, Morris, Essex, Hudson, Union and Somerset counties in New Jersey. All sugar is sold and billed to the respective points by the American Sugar Refining Company at list prices, plus freight, and to each bill is attached a certificate which enables the bearer to secure the ⅛c rebate providing the official prices have not been cut. Salesmen are furnished with a schedule of rates of freight to all the various points, and in taking orders make precisely the same price that is fixed by the refiners for the various localities. It is understood that efforts are making to extend the system over a wider territory in time.

Two Letters which Explain Themselves.

Secretary Matthews, of the Michigan Commercial Travelers' Association, has lately received the following letters of acknowledgment:

DETROIT, July 13—I am instructed by the widow of my brother, Sigmund Fechheimer, to acknowledge receipt of your favor of the 6th instant, enclosing check for $2,500 in payment of life insurance, for which, in behalf of the widow as well as myself, I beg to tender you and our esteemed Association our heartfelt thanks.

It is useless for me to make special mention of the many benefits derived by the members since the existence of our Association, which is naturally more appreciated at the time of death, especially by those who derive its benefits.

My brother was one of the first members, having joined March 7, 1874, upwards of seventeen years ago. On looking up the records and receipts for assessments paid by him during his membership, I was surprised that the entire amount paid was only $337 in all, or an average of about $19.80 per year. This I believe must be acknowledged by any one to be the cheapest insurance that can possibly be expected and I would suggest to you, as well as the Board of Trustees, to make known these excellent statistics to all commercial travelers and business men within your reach, thereby largely increasing its membership.

H. C. FECHHEIMER.

FROM EDSON, MOORE & CO.

DETROIT, July 14—Enclosed we beg leave to hand you receipt of Mary C. Elliot for $2,500, covering the amount of her claim against the Association as beneficiary of Andrew Elliot, deceased.

We take this opportunity of commending the prompt and business-like methods of the Association, and, in behalf of Mrs. Elliot, we thank you personally for your assistance and courteous attention in preparing the proofs and looking after the other details required under the rules of the Association.

Trusting that the Association may continue to enjoy the prosperity it justly deserves, we are

Yours truly,
EDSON, MOORE & CO.

Use Tradesman so Superior Coupons.

MICHIGAN CENTRAL

"The Niagara Falls Route."

	DEPART.	ARRIVE
Detroit Express	6:30 a m	10:00 p m
Mixed	6:40 a m	4:30 p m
Day Express	12:40 a m	10:00 a m
*Atlantic & Pacific Express	11:15 p m	6:00 a m
New York Express	5:40 p m	1:20 p m

*Daily.
All other daily except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.
FRED M. BRIGGS, Gen'l Agent, 85 Monroe St.
G. S. HAWKINS, 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. 28
G'd Rapids, Lv	6 50am	10 20am	3 45pm	10 55pm
Ionia ....Ar	7 45am	11 25am	4 52pm	12 37am
St. Johns ...Ar	8 28am	12 17am	5 40pm	1 55am
Owosso ......Ar	9 15am	1 20pm	6 40pm	3 15am
E. Saginaw..Ar	11 05am	3 00pm	8 45pm	....
Bay City.....Ar	11 55am	3 45pm	9 35pm	....
Flint ....Ar	11 10am	3 40pm	8 00pm	5 40am
Pt. Huron...Ar	3 05pm	6 00pm	10 30pm	7 35am
Pontiac ......Ar	10 57am	3 05pm	8 55pm	5 50am
Detroit.......Ar	11 55am	4 05pm	9 50pm	7 0am

WESTWARD.

Trains Leave	*No. 81	†No. 11	†No. 13	†No. 15
G'd Rapids, Lv	7 05am	1 00pm	5 10pm	10 30pm
G'd Haven, Ar	8 50am	2 15pm	6 15pm	11 30pm
Milw'kee Str "	....	....	6 45am	6 45am
Chicago Str. "	....	....	6 00am	....

*Daily. †Daily except Sunday.

Trains arive from the east, 6:40 a. m., 12:50 p. m., 5:00 p. m. and 10:25 p. m.

Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:35 p.m. and 9:50 p. m.

Eastward—No. 14 has Wagner Parlcr 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.

CHICAGO & WEST MICHIGAN RY.

JUNE 21, 1891.

DEPART FOR	A. M.	P. M.	P. M.	P.M.
Chicago	†10:00	†1:15	*11:35	......
Indianapolis	†10:00	†1:15	11:35	......
Benton Harbor	†10:00	†1:15	*11:35	§6:30
St. Joseph	†10:00	†1:15	*11:35	§6:30
Traverse City	†7:25	†5:25	*11:30	......
Muskegon	†9:00	†1:15	† 5:40	†6:30
Manistee	†7:25	†5:25	......	......
Ludington	†7:25	†5:25	......	......
Big Rapids	†7:25	†5:25	......	......
Ottawa Beach	†9:00	†1:15	† 5:40	†6:30

†Week Days. *Daily. §Except Saturday.

10:00 A. M. has through chair car to Chicago. No extra charge for seats.

1:15 P. M. runs through to Chicago solid with Wagner buffet car; sea s 50 cts.

5:25 P. M. has through free chair car to Manistee, via M. & N. E. R. R.

11:35 P. M. is solid train with Wagner palace sleeping car through to Chicago. and sleeper to Indianapolis via Benton Harbor.

11:30 P. M. has Wagner Sleeping Car to Traverse City.

6:30 P. M. connects at St. Joseph with Graham & Morton's steamers for Chicago.

DETROIT, Lansing & Northern R R

JUNE 21, 1891.

DEPART FOR	A. M.	P. M.	P. M.
Detroit	†6:50	†1:00	*6:25
Lansing	†6:50	†1:00	*6:25
Howell	†6:50	†1:00	*6:25
Lowell	†6:50	†1:00	*6:25
Alma	†7:05	†4:30	......
St. Louis	†7:05	†4:30	......
Saginaw City	†7:05	†4:30	......

6:50 A. M. runs through to Detroit with parlor car; seats 25 cents.

1:00 P. M. Has through Parlor car to Detroit. Seats, 25 cents.

6:25 P. M. runs through to Detroit with parlor car, seats 25 cents.

7:05 A. M. has parlor car to Saginaw, seats 25 cents.

For tickets and information apply at Union Ticket Office, 67 Monroe street, or Union station.
GEO. DEHAVEN, Gen. Pass'r Agt.

Grand Rapids & Indiana.

In effect July 19, 1891.

TRAINS GOING NORTH.

	Arrive from South.	Leave going North.
For Saginaw & Big Rapids......		7:05 a m
For Traverse City & Mackinaw	6:50 a m	7:30 a m
For Traverse City & Mackinaw	9:15 a m	11:30 a m
For Saginaw, ...		4:30 p m
For Traverse City........	2:15 p m	5:05 p m
Fo rMackinaw City........	8:45 p m	10:30 p m

Train arriving at 6:50 daily; all other trains daily except Sunday.

TRAINS GOING SOUTH.

	Arrive from North.	Leave going South.
For Cincinnati........	6:00 a m	7:00 a m
For Kalamazoo and Chicago...	10:20 a m	10:30 a m
From Big Rapids & Saginaw....	11:50 a m	
For Fort Wayne and the East..		2:00 p m
For Ft. Wayne........	5:25 p m	6:00 p m
For Cincinnati and Chicago....	10:00 p m	10:30 p m
From Saginaw........	10:40 p m	

Train leaving for Cincinnati and Chicago at 10:30 p m daily; all other trains daily except Sunday.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave.	From Muskegon—Arrive.
7:00 a m	10:10 a m
12:45 p m	5:15 p m
6:30 p m	10:15 p m

SLEEPING & PARLOR CAR SERVICE.

NORTH--7:30 a m train.—Sleeping and parlor chair car, Grand Rapids to Mackinaw City. Parlor chair car Grand Rapids to Traverse Oity.

11:30 a m train.—Parlor chair car G'd Rapids to Mackinaw.

10:30 p m train.—Sleeping car Grand Rapids to Petoskey. Sleeping car Grand Rapids to Mackinaw City.

SOUTH--7:00 am train.—Parlor chair car Grand Rapids to Cincinnati.

10:30 a m train.—Wagner Parlor Car Grand Rapids to Chicago.

10:30 p m train.—Sleeping Car Grand Rapids to Chicago. Sleeping car Grand Rapids to Cincinnati.

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

Lv Grand Rapids	10:30 a m	2:00 p m	10:30 p m
Arr Chicago	3:55 p m	9:00 p m	6:50 a m

10:30 a m train through Wagner Parlor Car.
10:30 p m train daily, through Wagner Sleeping Car.

Lv Chicago	7:05 a m	3:10 p m	10:10 p m
Arr Grand Rapids	2:15 p m	8:50 p m	6:50 am

3:10 p m through Wagner Parlor Car. 10:10 p m train daily, through Wagner Sleeping Car.

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.

Toledo, Ann Arbor & North Michigan Railway.

In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwauk e offers a route making the best time betwe n Grand Rapids and Toledo.

VIA D., L. & N.

Lv. Grand Rapids at.....7:25 a. m. and 6:25 p. m.
Ar. Toledo at ....1:10 p. m. and 11:00 p. m.

VIA D., G. H. & M.

Lv. Grand Rapids at.....6:50 a. m. and 3:45 p. m.
Ar. Toledo at...........1:10 p. m. and 11:00 p. m.

Return connections equally as good.

W. H. BENNETT, General Pass. Agent,
Toledo, Ohio.