

Michigan Tradesman.

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THE TRADESMAN COMPANY, PUBLISHERS.

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GRAND RAPIDS, AUGUST 10, 1892.

NO. 464

MUSKEGON BRANCH UNITED STATES BAKING CO.,

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HARRY FOX, Manager.

Crackers, Biscuits and Sweet Goods.

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Oranges, Bananas and Early Vegetables a Specialty.

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The Green Seal Cigar

Is the Most Desirable for Merchants to Handle because

It is Staple and will fit any Purchaser.

Retails for 10 cents, 3 for 25 cents.

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

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BUFFALO

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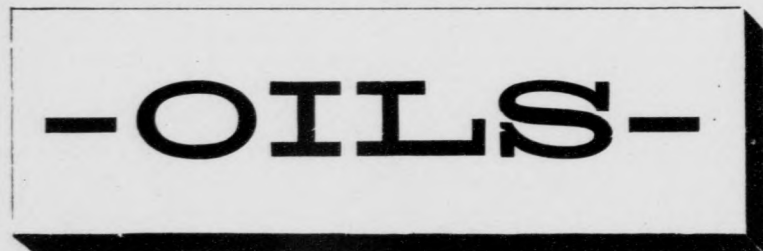
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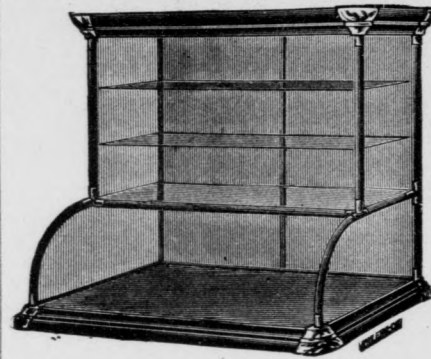
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SAPOLIO?

The Public!

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

Any Jobber will be Glad to Fill Your Orders.

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LAWNS, CHALLIES, INDIA LINENS, ORGANDIES, WHITE GOODS, MULLS, FRENCH CAMBRICS, GINGHAMS AND PRINTS, STRAW HATS, HAMMOCKS.

Flags. BUNTING FOR CAMPAIGN USE—IN ALL WIDTHS

Grain Bags, Burlaps and Twine.

P. STEKETEE & SONS,

MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, AUGUST 10, 1892.

NO. 464

GREEN GOODS.

**EDWIN J. GILLIES & Co's
BLENDED**



NEW YORK.

IF YOU ENJOY A GOOD CUP OF COFFEE READ THIS.

THE fact that a coffee is a Java does not always imply that it will make a delicious beverage, for Javass differ very materially on account of the section of the Island of Java on which they are grown and the method used in cultivating, some being grown by private planters, other under the government supervision. Some of these Javass are delicious, others rank and worthless. The DIAMOND JAVA is a blend of those Javass which excel in any peculiar degree in fine flavor or full strength, and which mingling harmoniously together produce the perfection of a coffee.

The DIAMOND JAVA is packed in air-tight cans when taken hot from cylinders, and its fragrant aroma is thus preserved until used. This brand of Whole Roasted Coffee is intended for those that appreciate a fine article, and desire to use the best coffee that can be obtained.

ASK YOUR GROCER FOR IT.
He cannot supply you unless he has it.

We are importers of Green Coffees and do our own roasting by the most improved methods known. Our proprietary brands are perfect and reliable. We say this on honor, knowing what we are talking about, as we can always show the green coffee from the production of our roast. Our coffees are tested on the good drinking qualities. Cleaned before and after roasting. Kept and shipped in air tight cans. Every package inspected before it leaves, by the Superintendent. All done in our own spacious building under our immediate supervision. This means greenbacks to the live dealer.

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Indurated Pails & Tubs,

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

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

125 COURT ST.,

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A BRAVE GIRL.

I am not inclined to disparage the physical bravery involved in facing bastions and taking cities, but I do say that this is not the most difficult side of the virtue, and that there are moral victories won in daily life evincing as honorable and enduring courage.

Mattie was the only child of Major John Darley, a man who had done good service in the Mexican War and had been rewarded for it by an honorable and lucrative government office.

He lived in good style in a handsome house, and Mattie was generally understood to be as well off in money matters as she was attractive in person and winning in manners. She visited in the most fashionable circles and was rather noted for her pretty toilets and the number of her beaux.

Mattie had, however, made her choice. Unreservedly she had given her affections to Mark Taylor, a young man of no particular family, but of handsome exterior and fair business prospects. Many, indeed, wondered at the Major sanctioning the match; but there are always reasons within reasons, and the poor father had his private motives for forwarding the views of the man who seemed most in earnest about marrying Mattie.

But before Mattie's pretty wardrobe was finished, and while the lovers were yet undecided as to whether the wedding was to be a public or a private one, Major Darley was found dead in bed one morning, and the house of pleasant anticipations became a house of mourning.

This was but the beginning of Mattie's troubles. Vague but terrible rumors of suicide and ruin began to be heard, and Mattie, even in the first gush of sympathy for her desolate condition, could feel that indefinite something which expressed disapprobation as well as pity; and after the funeral was over she was quite sensible that her acquaintances and friends were ready to stand aloof from her at the first good opportunity.

The world, upon the whole, is not flagrantly unjust; it thought it had good reason for its disapprobation. Major Darley had done wrong; he had squandered money not his own; and poverty and dishonor it refuses to sanction. In the main it is right. And when Mattie knew all and knew, also, that it was generally believed that her father had slunk into the grave because he was afraid to face the wrong he had done, she did not much blame the world. She knew it must judge men and women on general rules.

But she did blame Mark, for he had no such excuse. He had made particular promises to her and her alone. But when misfortune does not strengthen love, it kills it; and before Major Darley was in the grave, Mark's behavior had lost something of its respect, and he soon became querulous and inattentive. Mattie did not hesitate long. In a few dignified lines she gave him his dismissal, and it was coolly accepted, with a very unmanly and ungenerous reflection upon the dead.

Then the poor girl began seriously to

consider her future. There was absolutely nothing for her but the furniture of the house in which she lived, and the half-and-half invitations which she had received from her two aunts to make her home for a time with them. One had a large family and lived in a pretty Jersey village; the other was an invalid and traveled a great deal.

She sold the furniture at auction, paid out of it her father's funeral expenses and found that she had about sixteen hundred dollars left. Upon the whole, the invalid aunt seemed the most desirable, and she accepted her invitation first. It was the beginning of summer, and Mrs. Dayton was going to Europe "for her health." Mattie was to go with her, but it was not until everything was arranged that Mattie found she was expected to pay her own passage. She drew four hundred dollars and went to sea with a heavy heart.

The next six months were a simple record of an imaginary invalid's whims and unreasonable tyranny; Mattie took under these circumstances her first lessons in that knowledge which teaches—

"How salt the savor is of others' bread!
How hard the passage to descend and climb
By others' stairs!"

And in spite of all Mattie's efforts and humiliations, she did not please. Mrs. Dayton and her niece parted at last on very bad terms.

She had still nine hundred dollars, and she found herself one morning in June in a New York boarding-house, asking her heart twenty times an hour: "What shall I do with it?" One morning she lifted a paper and eagerly ran her eye over the "Wants." This paragraph supplied her with the idea on which rested a very prosperous future:

"WANTED—A thoroughly artistic, professional cook. A liberal salary given and two assistants allowed. Apply, etc."

Now, if there was one thing for which Mattie had a natural aptitude, it was the making of delicacies and the beautiful arrangement of a table.

"Why should I not learn how to do this thing?" she said. "This very day I will see about it."

She had to take many a fruitless walk and to bear a good deal of impertinent

TWENTY

THOUSAND

RETAIL GROCERS

have used them from one to six years and they agree that as an all-around Grocer's Counter Scale the "PERFECTION" has no equal. For sale by

HAWKINS & CO.,

GRAND RAPIDS, MICH.

And by Wholesale Grocers generally.

curiosity before she found what she wanted—a professional cook willing to impart the secrets of his art for an equivalent in cash. Even then he could not take her until the winter season made grand dinners in demand, and Mattie was forced to content herself with an engagement to the great artist in the following October.

Did she live on her small means in the interval? She took a situation as saleswoman in a retail store, and immediately began to sell trimmings and laces. Not unfrequently she had to wait on ladies at whose houses she had visited and with whom she had frequently spent the morning shopping not eighteen months before. Some ignored the fact and treated her as a simple shop-girl, and some spoke to her in that tone of constrained kindness still harder to bear. Others whispered to their companions, as they passed, her name and reverses; but, after all, she was amazed to find how little these things hurt her.

She was honestly glad one morning to receive a note from Professor Deluce, requesting her services. In a plain, neat dress, with her large apron and linen sleeves in her satchel, she entered at daylight one of the principle hotels and took her way resolutely to the professor's rooms. He set her to work with a very few words, and day after day, week after week, she assisted him in the production of the most wonderful dinners and suppers.

When the winter was over the professor was willing to endorse his pupil in all things, and he offered to secure her a position for the summer months. Mattie very gratefully accepted his offer, and in a few days he was able to make an engagement for her at a fashionable summer hotel. She was to have one thousand dollars for the season and two assistants.

For five years Mattie spent her summers at this hotel, and her winters with some rich private family, making about fifteen hundred dollars a year, and saving nearly every dollar of it. For she had in view the opening of a large private hotel, and she knew that in order to get the necessary funds, she must herself be willing to risk a respectable sum.

So she was patient and industrious, and the day on which she was thirty years of age saw her the mistress of a magnificently furnished mansion, every room of which had been taken before it was opened. For by this time Mattie's skill was well known to wealthy epicures, and it was considered something of a privilege to sit at a table she provided for, or live in a house she ordered.

But though obliged now to dress as becomes the lady of such a house, she never relaxed her patient attention to the smallest detail of her duty, and her boarders knew that the elegantly dressed woman who presided at the table had been hours before in a linen blouse and cap busy among her bright saucepans for their benefit and enjoyment; and the knowledge detracted nothing from the respect and admiration everyone delighted to give her.

In three years Mattie had paid off the last cent of the money she had borrowed in order to start her enterprise, and thenceforward she began to make money and save money for Mattie Darley alone. She was still handsome and had many admirers, but she was of that order of women who love once and no more, and

many things about Mark's desertion of her had left a sting in her heart which no future love could extract. She did not know whether he remembered her or not; she had heard, while in Europe, that he was going to marry an old companion of hers, but that was twelve years ago, and twelve years rolled in between two lives generally effectually separate them.

When she was thirty-six years of age and a rich woman, she had an offer of marriage. She refused it, but the circumstances set her thinking about Mark in a very persistent manner. She determined to make some cautious enquiries about him; she was too old now for him to attribute any silly motive to her. The resolution ran in her mind for two or three days, and she determined one afternoon to go and find out an old friend likely to be familiar with Mark's doings.

But while she was dressing, an English nobleman came to rent a suite of rooms and was so full of crochets and orders, that she thought it best to remain in the house. He was very peculiar and insisted upon having all his meals in his own room; but as he paid extravagantly for the privilege and kept his own servant to attend upon him, Mattie thought it worth her while to humor so good a guest.

She soon found, however, this strange servant a very uneasy element in her kitchen affairs. In a week her own maids were at open war with him; and she heard so much about his delightful singing and elegant manners that her curiosity was somewhat excited. One morning, as she was coming down-stairs, dressed to go out, she saw the wine-colored livery of my lord's servant coming toward her with a tray, containing delicacies for his master's breakfast. As they passed each other, Mattie looked steadily into the man's face and saw Mark Taylor.

He recognized her at the same moment, but with the instinct of a little mind pretended not to know her. After his stare and silence there was nothing left for Mattie to say. She had been going to see him, and, lo, even as a servant he would not know her! The next day the servant's parlor was desolate. Mark had left my lord's service.

It might be four years after this event that Mattie one bitter, snowy day received a letter which greatly agitated her. She was a very wealthy woman now, and though she still kept her hotel she also kept her private carriage. After half an hour's troubled and uncertain thought, she ordered it, and greatly to the amazement of her servant, requested to be driven to a very disreputable part of the city. It was hard for the vehicle to make its way to the wretched tenement she indicated, and Mattie's heart sunk at the filthy, slushy court and dark, noisome stairs before her.

I might say that love made her regardless of these things, but that would not be true. There was no love in Mattie's heart now for Mark Taylor, but his note had said he was dying, and she had not found herself able to refuse his last request. Indeed, she half doubted him now, for during the past two years he had begged money from her, under every possible pretext; and there was now more fear and contempt in her pity for her old lover than any lingering trace of affection.

But this time he had told the truth. Mattie barely got there in time to hear

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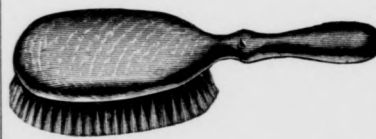
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Our goods are sold by all Michigan Jobbing Houses.

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Leather and Shoe Store Supplies.

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

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

FIRE-PROOF ROOF PAINT,

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

H. M. REYNOLDS & SON,
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GOLD MEDAL, PARIS, 1878.



W. BAKER & Co.'s Breakfast Cocoa

Is Absolutely Pure
and it is Soluble.

Unlike the
Dutch Process

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

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

W. BAKER & CO., Dorchester, Mass.

The GENUINE THOMPSON'S Wild Cherry Phosphate

A Delicious Beverage Condensed, Possessing Wonderful Medicinal Properties.

Tonic--Nervine--Diuretic
Anticeptic--Refrigerant

Cheaper and Easier made than Lemonade and much more palatable.

DIRECTIONS.

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

Ask Your Jobber for It.

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34 Canal St., Grand Rapids, Mich.

Send for circulars or call and sample it.

his last words—a pathetic entreaty for a half-starved little lad sobbing his poor childish heart out for his dying father. The child loved Mark—that almost redeemed Mark in Mattie's eyes. She promised faithfully to bring up the boy as her own, and she kissed and forgave at the last the poor, weak, heartless man. After the miserably selfish failure of his life, it was something to die with his child in his arms and the woman who had once loved him so dearly dropping tears upon his face and praying humbly for his peace.

So Mattie buried Mark, and took to her home Mark's little Roland. At first it was not altogether a pleasure. The love for other people's children is not an instinct. But Roland had a handsome person and bright, bold manners. He won his way surely and rapidly, and Mattie, in his case, made true the sarcasm of a proverb, for this "old maid's bairn" was well taught and well bred."

About five years after Mark's death, Mattie sold her business and bought the loveliest of lovely farms. She came to the country with the intention of taking life easy and enjoying the fruits of her twenty years of hard though pleasant labor. But Mattie can't help making money, and her berries and vines, her milk and butter and grains are the wonder of the country. When anyone in our little community is sick or blue or tired, we go to see Mattie; when the church or the Sunday-school wants a delightful meeting or a pleasant picnic, it has it at Mattie's place. If a young girl has any trouble about her wedding clothes, she goes to Mattie; if the elders can't raise our good minister's salary, Mattie puts matters all straight.

Everybody loves Mattie Darley. Even her aunts come to see her now; for sooner or later we pardon our friends the injuries we have done them.

Now suppose Mattie had hung on to her aunts in wretched dependence. Suppose that she had dragged out a half-existence trying to teach what she did not herself understand. Suppose that, at the best, she had married for a living some man whom she did not love. How much nobler to accept the humble work she was fit for, and dignify it by a conscientious, intelligent and artistic practice!

"You were a brave little woman, Mattie," I once said to her, "to dare the scorn of friends and the descent from social position that the profession of cooking entailed."

"Independence," she replied, "can brave a great deal. None of my employers ever said a disrespectful word to me. No one pitied or patronized or pretended not to see me. It is as great a pleasure as life affords to have work to do which you like to do and get well paid for doing it."

"But with your stylish bringing up and your gentle birth!"

"My friend, take your stylish bringing up and your gentle birth to the market and see what they will buy you. I love Roland dearly, and he will have plenty of money; but if he wanted to make a shoe or learn how to sew a dress-coat, I hope he'd be man enough to do it."

AMELIA E. BARR.

A Broom Speculation.

A six-foot Yankee, seated upon a load of brooms, drove his team up before the door of an establishment where he expected to find a purchaser. Jumping

from his seat he entered the store, and the following colloquy took place:

Yankee—Can't I sell you a load of brooms to-day, mister?

Dealer—No; I don't want any.

Yankee—Better take 'em—sell 'em dog-cheap.

Dealer—Don't want 'em; got enough brooms.

Yankee—I'll tell you what I'll do. If you take the lot, I'll let 'em go for \$1 a dozen. You know they're wuth double that.

The dealer stroked his chin for a moment, as if in deep thought, and then replied:

Well, I don't want any brooms, as I told you, but I don't mind making a trade with you.

Yankee—What sort of a trade?

Dealer—Well, I'll take the whole load at \$1 a dozen, and pay you one-half cash, you to take the other half in trade.

Yankee—No, you don't, mister! You'll charge me with such all-fired profit on the other half that I might come out at the little end of the horn.

Dealer—Oh, no, I promise you that you shall have the goods just at what they cost me.

Yankee—Wall, mister, that's what I call square dealin'. It's a bargain.

And he commenced to unload the brooms in a pile on the sidewalk. When he got through he walked into the store.

There you are, mister; 14 dozen, which I calculate makes just \$7 comin' to me.

Dealer—Yes, that's right; there's the money. Now what goods do you want for the other \$7?

Yankee—Wall, I dunno. You see mister, I hain't much posted in your other truck, so I guess I'll take brooms!

Annual Picnic of the Grand Rapids Grocers.

At a meeting of the retail grocers of Grand Rapids, held at the Morton House on August 3, to make arrangements for the usual annual picnic, A. J. Elliott was selected to act as Chairman, E. A. Stowe to serve as Secretary and B. S. Harris as Treasurer.

On motion of Harry DeGraaf, August 18 was selected as the date of the picnic. The designation of the place of the picnic was left to a committee of three composed of G. H. DeGraaf, Edward Winchester and B. S. Harris.

The following committees were selected:

Executive—E. J. Herrick, A. J. Elliott, Henry J. Vinkemulder.

Sports—Fred H. Ball, J. Geo. Lehman, James B. McInnes.

Badges—Ad. Morrison, Sumner Wells, C. C. Banting.

Judges—W. L. Freeman, Amos S. Muselman, F. J. Parker.

Programme—G. H. DeGraaf, Edward Winchester, E. J. Carrel.

E. A. Stowe introduced the following resolutions, which were adopted:

Resolved, That the picnic held this year be a basket picnic and that no banquet be given.

Resolved, That all entries for prizes be confined to wholesale and retail grocers and meat dealers and their employes; that all entries from employes be endorsed by employers of same; and that all entries, which must be made to the Chairman of the Committee on Sports, close at 6 o'clock p. m., August 15.

There being no further business, the meeting adjourned, subject to the call of the Executive Committee.

Dr. Evans Wanted.

RAVENNA, Aug. 3—As several very perplexing questions have arisen in connection with the work of our Club, we take this means of informing Dr. J. B. Evans that his presence is urgently needed here, as we recognize him as an expert of no mean ability. AARON ROGERS, President Ravenna Pedro Club.

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FERMENTUM

THE ONLY RELIABLE

COMPRESSED YEAST

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GRAND RAPIDS BOOK BINDING CO.,
29-31 Canal St., Grand Rapids, Mich.

BEANS

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

W. T. LAMOREAUX CO.,

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

RINDGE, KALMBACH & CO.,

12, 14, 16 PEARL ST.

Grand Rapids, Mich.

WE would call the attention of the trade to our lines of walking shoes. We can show you all the novelties at popular prices.

We also carry good lines of Tennis Goods at low prices.



We want to sell you your rubbers for fall. Terms and discounts as good as offered by any agents for the Boston Rubber Shoe Co.

AMONG THE TRADE.

AROUND THE STATE.

Calumet—James Lane succeeds Ethier & Lane in the grocery business.

Moorland—A. M. Porter is succeeded by Porter & Bier in the grocery business.

Saginaw—John P. Friedlein, of the grocery firm of Friedlein & Graebner, is dead.

Flint—Chas. E. Crusoe & Co. are closing out their dry goods stock at this place.

Saginaw—Miss A. E. Carman succeeds Carman & Banker in the fancy goods business.

Stephenson—David Goldberg succeeds Goldberg & Robinson in the dry goods business.

Hillsdale—L. A. Smith & Bro. are succeeded by G. A. Smith in the furniture business.

Grayling—M. Simpson, grocer and meat dealer, has been closed under chattel mortgage.

Seney—J. A. Sayers has removed to Detroit, having sold his general stock at this place.

Marquette—The style of the Jopling Hardware Co. has been changed to A. O. Jopling & Co.

Manistee—John D. Maxted succeeds the firm of Maxted & Kobe in the planing mill business.

Ishpeming—The Jochim Hardware Co., Limited, succeeds J. W. Jochim in the hardware business.

Lansing—Julian Ferrey, of the firm of Ferrey & Butts, furniture dealers and undertakers, is dead.

Sherwood—Kissell & Harrison, meat dealers, have dissolved. Each continues in the business under his own name.

Nadeau—William M. Lemke has purchased the general stock and cedar business of the firm of Lemke & Raiche.

Manton—J. W. Bailey has retired from the general firm of C. B. Bailey & Co., C. B. Bailey continuing at the old stand.

Traverse City—Bert McCoy has been admitted to partnership in the fruit and produce business of his father. The firm name will hereafter be A. A. McCoy & Son.

Mendon—W. W. Bishop, formerly engaged in trade at Plainwell, has leased two of the stores recently vacated by F. L. Burdick & Co.—who have removed to Sturgis—and will put in lines of dry goods and boots and shoes.

Shelby—Joseph Ducett has purchased the one-quarter interest of Elmer Tyler in the Beckman & Tyler meat market, and acquires another quarter of Mr. Beckman, making the new firm of Beckman & Ducett equal partners in the business.

Belding—A. C. McGraw & Co., of Detroit, closed up the boot and shoe business of L. Greenwald last Thursday, on a chattel mortgage calling for \$962. The mortgage was executed about two weeks ago and was immediately placed on record.

Charlotte—Reynolds Bros. have again branched out into new fields by purchasing the largest dry goods store in Albion and taking possession thereof. It is likely one of the members of the firm will take charge of it, but which is not yet determined.

Kalamazoo—Wm. L. Brownell, formerly engaged in the retail grocery business here, but for the past year Secretary of the Featherbone Corset Co., retires from that position Sept. 1 to take an interest

in the firm of Pierce & Coleman, meat packers. The new firm will also put in a wholesale grocery stock. The style of the new firm has not yet been announced.

Saginaw—Will C. Carman, of the firm of Will C. Carman & Co., dry goods dealers at 108 South Washington avenue, has left for parts unknown. Miss Lizzie J. Carpenter is the "company" of the firm. She is, doubtless, the heaviest loser by Carman's transactions, but states that she proposes to pay off every dollar of indebtedness of the firm. An expert accountant is now engaged on the books, but it will take several days before the extent of Carman's irregularities is known. The young man's individual debts are quite numerous and include a big board bill and considerable borrowed money. Flint is said to be the residence of a number of Carman's relatives.

MANUFACTURING MATTERS.

Lowell—The Michigan Cutter Co. is closing out its manufacturing business at this place.

Edenville—Maxwell & Gordon are succeeded by John Howard in the shingle mill business.

Saginaw—H. A. Batchelor & Son succeed J. F. Batchelor & Son in the manufacture of salt and lumber.

Saginaw—The business heretofore carried on under the name of J. F. Batchelor & Son will hereafter be done under the firm name of H. A. Batchelor & Son.

Romulus—The Romulus Knitting Mills have been incorporated. The capital stock is \$5,000. John Brennan, A. L. Courtney and Rufus N. Crosman are the shareholders.

Saginaw—C. K. Eddy & Son are putting an electric light plant into their mill, and next week intend putting on a double crew and will run night and day the rest of the season, having a sufficient stock of logs.

Detroit—Charles V. Morris and Emil G. Puhl, of Detroit, and James G. Morgan, of Windsor, have filed articles of co-partnership as Morgan, Puhl & Morris. They will manufacture society and military goods here, with a capital stock of \$5,000.

Ionia—The Ionia Pants and Overall Co. has decided to remove its plant to Lansing, having been offered special inducements by the Lansing Improvement Co., with which Manager Voorhees has entered into contract for the erection of a building to be ready for occupancy November 1.

Saginaw—The Saginaw Lumber & Salt Co. is operating its plant three-quarters time, and shipping nearly the entire product by rail. Mr. Loveland, the head of the concern, says it is a booming year in getting rid of everything that comes from the saw and at good prices. The mill is cutting Canada stock.

Bay City—The planing mills and box factories here are having a busy and prosperous season. Russell Bros. are running extra time, and orders are booked ahead to keep the establishment humming the ensuing four months. Handy Bros., the Cramp Manufacturing Co. and all other concerns are running with full crews, a most satisfactory condition of affairs for this season of the year.

Detroit—The Detroit and Lake Superior Sandstone Co., Limited, has been organized with a capital stock of \$500,000. The incorporators are C. W. Moore,

Henry Wineman, Edward H. Hayes and Wm. R. Johnston, of Detroit, and Richard Blake, of Marquette. The company's property consists of five acres of sandstone, located on the shores of Lake Superior thirty miles above Marquette.

The Grocery Market.

Sugar—The market is firm and the brokers continue to predict higher prices, but the refiners are as taciturn as clams.

Canned Goods—Nearly all lines continue to grow firmer as the probability of short packs becomes more manifest. Gallon apples are actually 25c higher than a week ago.

Potted Tongue— $\frac{1}{2}$ lb. packages have advanced 15c.

Prunes—Higher and firmer, Turkey in casks now bringing $6\frac{1}{2}$ c from first hands in New York.

Currants—Higher and firmer, probably in sympathy with other dried fruits. Ordinary barrel goods have been so poor for some time past as to be nearly unsalable. Large handlers are recleaning them now and putting them up in smaller packages.

Pickles—Glass have followed the barrel market and are 10 @ 15 per cent. higher.

Cheese—Another advance is looked for any day. The market is firm and there is no accumulation of stock.

Peanuts—Steady and in good demand at unchanged prices. The market would have been 1 c higher but for the action of two large handlers, who have held the price down by remaining outside the combination.

Foreign Nuts—Firm at the recent advance.

Confectionery—Fair demand and prices unchanged.

Oranges—Scarce and high.

Lemons—The crop of Messinas is landing in small quantities and being taken at the prevailing high prices. The outlook indicates a continuance of the present high prices if the weather continues seasonable.

The I. M. Clark Grocery Co. received a full carload of "Nellie Bly" fine-cut tobacco last Friday, which it claims is the first full carload of one brand of tobacco ever brought to this market by a wholesale grocery house.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE OR EXCHANGE—I WILL SELL or exchange my house and lot, located in the best city, of seven thousand, in the Upper Peninsula, for good property of equal value in a good live town of two to five thousand in Southern Michigan. The house is a substantial eleven room house, good cellar 18x40, water works, good barn 18x26, good sheds, poultry yard, etc. House and lot cost \$2,500, value at \$2,200, mortgage \$600 will exchange for a house and lot of equal value or less, or for a good grocery business; also, we have a good meat market and grocery we will exchange. Located on the best corner in the city; can reduce stock down to \$1,000 if necessary. Either or both the above we will exchange or sell for cash. Address No. 458, care Michigan Tradesman. 548

FOR SALE OR EXCHANGE FOR A STOCK of merchandise—A good hotel and furniture located at the thriving village of Homer, Calhoun county, Mich. Price, \$6,500. The Banner grist mill, located at Cadillac, Wexford county, Mich. This is a desirable property for someone wanting to run a grist mill and feed and hay business. Price, \$4,000. I also have several pieces of farm and timbered lands and some city and village lots that I will sell cheap, or will trade for a good mercantile stock, as I am overstocked on real estate. Albert E. Smith, Box 1123, Cadillac, Mich. 547

FOR SALE—SMALL MACHINE & FOUNDRY business, with or without tools. H. L. Chapman, White Pigeon, Mich. 558

FOR SALE—STOCK OF DRUGS AND FIXTURES, \$1,200 or less, in good location. Established trade. Will sell for part cash and balance on time to good party. Good opening for a physician. Satisfactory reasons for selling. Fred Brundage, Muskegon, Mich. 561

FOR SALE—CLEAN GROCERY STOCK invoicing \$1,500. Address H. E. Lintz, Constantine, Mich. 567

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

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

DRUG BUSINESS FOR SALE, IN ONE OF the best cities in Michigan, of over 20,000 inhabitants; leading store and commands the very best patronage; death in the family only reason for selling; this is an opportunity seldom offered in drug business. For particulars write us. Rothwell & Co., 92 Griswold st., Detroit. 565

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

FOR SALE CHEAP—STOCK OF GROCERIES and fixtures. Nearly new. Address Box 14, Rockford, Mich. 567

FOR SALE OR EXCHANGE—GOOD HOTEL in the hustling city of Belding. Also desirable vacant building lots on easy terms. For particulars, address Lock Box 13, Belding, Mich. 562

FOR SALE—"GOLD MINE," IN SHAPE OF a first-class drug stock, on easy terms. For particulars address J. L. K. Box 160, Grand Rapids, Mich. 560

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

FOR SALE—CLEAN NEW STOCK OF DRY goods, notions, clothing, furnishing goods, shoes, groceries, cigars, tobaccos and confectionery, located in one of the best business towns in Michigan. Doing over \$2,000 per month spot cash business. Not a dollar of credit. Stock will invoice about \$6,000. Address No. 549, care Michigan Tradesman. 549

FOR SALE—THE STOCK AND GOOD WILL of the best located hardware and implement business in the state, railroad junction; only exclusive hardware, stock \$6,000, can be reduced to \$5,000; double brick store and a big bonanza for someone. Principals meaning business address Manwaring & Bartlett, Imlay City, Mich. 555

FOR SALE—CORNER DRUG STORE IN THE city. Doing first-class business. Living rooms above. Good chance for a doctor or a Holland druggist. Proprietor about to leave the state. Will sell cheap. Address No. 554, care Michigan Tradesman. 554

FOR SALE—CIGAR AND TOBACCO STORE, invoicing about \$1,000, in the best town in Michigan and the best location in the city. A fine opening for confectionery in connection. Can give good reason for selling. Will want two-thirds cash. Address Derby Cigar Factory Belding, Mich. 550

FOR SALE—NEW AND FINE CLOTHING and furnishing goods stock. Good cash trade. Rent moderate. In the fast growing city of Holland, Mich. A good investment for a man of some capital. Address Box 2167, Holland, Mich. 551

FOR SALE—SMALL STOCK OF DRUGS which will invoice \$700. \$500 cash, balance on time. \$2 sales, \$1 600. Will rent or sell residence to purchaser. Rare chance for physician or young man. Address Doctor, care Michigan Tradesman. 544

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

FOR SALE—GROCERY STOCK AND FIX-tures in corner store in desirable portion of city, having lucrative trade. Best of reasons for selling. Address No. 504, care Michigan Tradesman. 504

MISCELLANEOUS.

DO YOU USE COUPON BOOKS? IF SO, DO you buy of the largest manufacturers in the United States? If you do, you are customers of the Tradesman Company, Grand Rapids.

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

FOR SALE—GOOD DIVIDEND-PAYING stocks in banking, manufacturing and mercantile companies. E. A. Stowe, 100 Louis St., Grand Rapids. 570

FOR SALE—BEST RESIDENCE LOT IN Grand Rapids, 70x175 feet, beautifully shaded with native oaks, situated in good residence locality, only 200 feet from electric street car line. Will sell for \$2,500 cash, or part cash, payments to suit. E. A. Stowe, 100 Louis St. 564

NO RENT—BRICK STORE AT MENDON. Good snap for live clothier. Only one dealer in that line and good point for another store. Levi Cole, Mendon, Mich. 563

GRAND RAPIDS GOSSIP.

H. E. DeBois succeeds P. J. Vollpert in the grocery business at 693 Broadway.

Triel Bros., grocers at 152 North Division street, have dissolved, E. L. Triel continuing the business.

Foster Bros., sawmill operators at Fountain, have put in a grocery stock, furnished by the Ball-Barnhart-Putman Co.

The Valley City Rattan Co. has purchased 100 feet frontage on North Front street, just north of Leonard street, on which it proposes to erect a factory building in the near future.

Chas. H. Rowland has sold his interest in the firm of Rowland & Gauthier, grocers and meat dealers at 561 and 563 Cherry street, to his partner, who subsequently disposed of it to Frank Van Deven, who has clerked for H. M. Liesveld for several years. The new firm will be known as Gauthier & Van Deven.

F. J. Kobe, general dealer and sawmill operator at Freesoil and Nessen City, has gotten into financial difficulties, and there is a general scramble among the creditors to find something to lay their hands on, with but small success in most cases. The trouble seems to have been caused by too much branching out for the amount of capital Mr. Kobe had. He was doing a snug business at Freesoil, but bought the plant at Nessen City and put up a mill there, which could cut in three months all the logs he could get for it and was idle the rest of the year. The Lemon & Wheeler Company, which is a creditor to the extent of \$900, has joined forces with other creditors who are interested to the amount of about \$7,000 and attached about \$30,000 worth of property in the shape of mills, farms, merchandise, etc.

The assignee of the Fidelity Savings, Loan and Security Association reports to the court that the total liabilities are \$10,455.26 to the stockholders and \$643.09 to the assignee for salary and expenses in winding up the business. The total receipts to date have been \$8,324.25, from which a dividend of 70 per cent. has been paid. This leaves a balance of \$362.48 in the assignee's hands, besides unsettled claims amounting to about \$500, on receipt of which the stockholders will receive a final dividend of 7 or 8 per cent. This is the association which was plundered by A. E. Yerex, who subsequently paid back the amount embezzled but did not reimburse the organization for the losses which ensued as the result of the embezzlement. The assignee put in a claim for \$843.09, but was impelled to cut it down \$200 through the intercession of a committee of the stockholders.

Frank W. Smith, who was engaged in the retail grocery business at Coldwater for several years, sold out his stock last March and removed to Grand Rapids, locating at 321 South Division street, with a full stock furnished by the Lemon & Wheeler Company. Business was not very brisk with the new concern and payments were not always made as promptly as good business principles dictated, but no one supposed that the owner of the store would resort to trickery to evade the payment of his honest obligations. Last Tuesday morning one of the Lemon & Wheeler Company's city salesmen noticed that Smith's store was vacant and so notified the house. In-

vestigation disclosed the fact that the stock had been shipped to Coldwater that morning in the name of O. M. Smith. An entire car had been engaged and the stock had been piled in promiscuously, with no pretense whatever to packing. Mr. Lemon was out of the city at the time, but Mr. Wheeler was prompt to act in the matter and soon had an attachment on the stock. Smith and his cousin, a lady who claimed to own the stock by right of a bill of sale, returned to the city from Coldwater the next day and endeavored to secure the release of the attachment from the attaching creditor on the ground that the goods belonged to O. M. Smith and not to F. W. Smith, who had purchased same. Mr. Lemon very firmly and emphatically declined to release the attachment and intimated that the duo would find themselves behind prison bars if they persisted in making him any more trouble. So strongly did he impress this fact on their minds that they concluded to give him a bill of sale of the stock, which they did, and it was subsequently returned to the store of the Lemon & Wheeler Company, where an inventory was taken. Mr. Lemon has since been ascertaining the names of other creditors of the city, so that any residue left over and above his account may be turned over to them, instead of to Smith, who evidently expected a considerable equity in the stock. This transaction should serve as a warning to shyster merchants who imagine they can evade the payment of their obligations by clandestinely shipping their goods to another location.

Gripsack Brigade.

Amos S. Musselman is covering a portion of Valda Johnson's territory this week, so that the latter may attend the races.

P. H. Carroll leaves the latter part of the week for Portland, Oregon, where his wife and son have been spending the summer. His family will return with him about the middle of September.

B. F. Parmenter and family will spend the next two weeks on their fruit farm near Saugatuck—that is to say, the family is rusticated and Frank will join them as soon as the race fever has subsided.

Wm. B. Collins and Frank W. Hadden have sent out announcements to their customers, inviting them to attend the races this week and—incidentally, of course—inspect their lines of holiday goods.

"If the scalpers all over the country cannot make a small fortune this year," said a traveling man to-day, "then they had better pull up stakes and get out of the business. Never, since I have been connected with railroads have such opportunities been given them to rake in the dollars. The railroads have all a cutting fever on and none of them feel disposed to live up to any agreement, but have made up their minds to go it alone. The Christian Endeavor convention in New York and the G. A. R. Encampment in Washington, D. C., give the Eastern scalpers a show, while the Knights Templar conclave at Denver, both national political conventions at Minneapolis and Chicago, the Knights of Pythias conclave at Kansas City, and the Columbian Fair dedicatory ceremonies in Chicago next October, have given the Western scalpers a chance to keep the wolf from the door."

EATON, LYON & CO.,

20 and 22 Monroe St.,

GRAND RAPIDS, - MICH.

*Holiday**Display*

NOW READY.

WE extend a cordial invitation to all visitors coming to the races to make our store headquarters.

It is conceded that our line this year surpasses any line heretofore shown in variety of styles, elegance and price.

We have 430 styles of Photograph Albums in Plush, Leather, Engraved Metal, Celluloid and Wood. Autograph and Scrap Albums in great variety.

Our line of Toilet Cases, Toilet Trays, Manicure Sets, Jewel Cases, Work Boxes, Odor Sets, Odor Bottles, Shaving Sets, Glove and Handkerchief Cases, Lap Tablets, Portfolios, Music Binders and Rolls, Mirrors, Frames and Framed Pictures. We have the above in all the latest novelties; we also have a very complete line of

DOLLS.

Washable, Dressed, Papa and Mama, Bisque, Kid, China and Rubber. Blocks, Games, Etc.

OUR TRAVELING SALESMEN:

Mr. J. L. KYMER,

Mr. C. E. WATSON,

Mr. GEO. H. RAYNOR,

Mr. W. B. DUDLEY,

Mr. P. LUBACH.

HOUSE SALESMEN:

Mr. G. J. HAAN, Mr. W. F. KNOX will be in to welcome their friends.
Yours Truly,

EATON, LYON & CO.

TOO MUCH SYSTEM.

Customers Dread to Purchase Where There Is an Excess of Red Tape.

System is a good thing, but system can be overdone. The very system that is necessary to protect a store in general business from irregularities, and which seems to be necessary to the conduct of business upon the scale upon which business is conducted in the store, becomes a bore, if not something worse, to certain classes of customers who deal with the store.

Another paper, not a comic paper but a trade paper, discussing this same point somewhat seriously, talks about the era of "flumeriddle." If a man who is accustomed to business upon business principles, and who, by previous experience, has not been used to the restrictions upon business following upon the system which the great dry goods stores find necessary to employ happens to cross the threshold of one of these modern bazaars for a coat button, for example, he comes face to face with a very peculiar set of conditions.

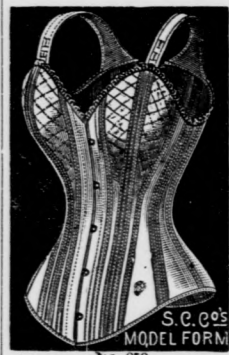
This interesting "flumeriddle," says the paper from which we have taken the particulars above, in a certain instance a few days since occupied ten minutes by the watch, during all of which time the man, who had exactly the right change for his button, writhed on his stool. All this, of course, was for the supposed interest of the house and wholly at the loss of the customer, not less than twenty cents' worth of whose time was sacrificed to this beautiful system.

The Umbrella Trust a Failure. From the Dry Goods Reporter.

The umbrella trust has so far not been the great money-making scheme that the originators' fancy painted it. Less than 50 per cent. of the manufacturers have gone into it and the number is too small to enable the trust to control the market.

Use The Tradesman Co.'s Coupon Books.

Schilling Corset Co.'s



CORSETS THE MODEL FORM. (Trade Mark.)

Greatest Seller on Earth!

Dr. Schilling's FRENCH SHAPE "A"



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

SCHILLING CORSET CO.,

Detroit, Mich. and Chicago, Ill.

USE



Best Six Cord

FOR

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions

BUY THE PENINSULAR Pants, Shirts, and Overalls

Once and You are our Customer for life.

STANTON, MOREY & CO., Mrs.

DETROIT, MICH.

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

Dry Goods Price Current.

Table of Dry Goods Price Current with columns for UNBLEACHED COTTONS, BLEACHED COTTONS, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, DUCKS, WADDINGS, SEWING SILK, COTTON TAPE, SAFETY PINS, NEEDLES-PER M., TABLE OIL CLOTH, COTTON TWINES, PLAID OSNABURGS.

Table of DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEST FLANNEL, CANVASS AND PADDING, SILESIA, DUCKS, WADDINGS, SEWING SILK, COTTON TAPE, SAFETY PINS, NEEDLES-PER M., TABLE OIL CLOTH, COTTON TWINES, PLAID OSNABURGS.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

Published at

100 Louis St., Grand Rapids,

— BY —

THE TRADESMAN COMPANY,

One Dollar a Year, - Postage Prepaid.

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E. A. STOWE, Editor.

WEDNESDAY, AUGUST 10, 1892.

TWO-THIRDS TO THE LAWYERS.

"Jarndyce and Jarndyce," as the celebrated Gaines case has been to New Orleans, has been settled, and that city is at last out of chancery.

The wonderful sketch by Charles Dickens of the cause of Jarndyce in the Chancery Court of London has had its parallel in the slow and tedious progress of the litigation carried on against the city of New Orleans for so many long years by the heirs of Daniel Clark, and known as the "Gaines case." This case, in respect to the large pecuniary interests involved and its numerous and mysterious complications, presents one of the most remarkable tissues of litigation that ever dragged its slow length through the American courts.

This extraordinary case has filled enough volumes of court records to load a railroad car, and any detail of its history would be impossible here. Nevertheless, a few words on a matter with which a city has been vexed for half a century, and to which it now bids farewell, may be worth while.

On the 16th of August, 1813, Daniel Clark, a wealthy citizen, died in New Orleans. Much of his possessions consisted of lands in the rear of the city. He bequeathed all his property to his mother, Mary Clark, of Germantown, Pa., by the terms of an oleographic will. In due course Clark's estate was disposed of, the city becoming purchaser of a large body of the lands, some 240 arpents, or more than 200 acres.

On the 18th of June, 1835, Myra Clark Whitney, subsequently Gaines, appeared on the scene, claiming to be the daughter of Clark and heiress to his estate.

Her history is itself a romance. She was either the issue of a secret marriage or was a natural child, according to the allegations made at the time; but, after long and complicated litigation, Myra, who had first been married to one Whitney, and afterwards to General Edmund P. Gaines, of the United States army, succeeded in having herself declared the lawful daughter and heir of Clark. Then followed a series of law-suits for the recovery of Clark's estate from the various parties into whose hands it had passed, and after about half a century in courts

high and low, from those of the State to those of the United States, Mrs. Gaines succeeded in establishing her claims, and New Orleans was held accountable for the lands which had passed through its possession.

The case was finally decided by the Supreme Court of the United States, Mr. Justice Bradley, in a deliverance, which is a masterpiece of perspicuous demonstration and business common sense, having pronounced the judgment of the court. This was the 13th of May, 1889. The claims of the plaintiff amounted to millions, but Justice Bradley, by a most lucid and equitable statement of a vast tangle of complicated accounts, decreed that the defendant should pay to the Gaines heirs \$576,707.92, with many years of interest, certain items to be examined for possible correction.

The matter was then referred to a master in chancery to make up the account. This has been done, and, with interest which amounts to nearly \$344,000, the aggregate sum decreed against the city was \$923,788. This amount was paid last Tuesday, and the city of New Orleans is forever released from the despotism of this sword of Damocles, which for half a century has been hanging over it.

Nobody who has ever followed the progress of such protracted and complicated litigation will be surprised to hear that more than two-thirds of the amount of the judgment will go for lawyers' fees, which aggregate \$658,000. The only wonder is that all the balance was not swallowed up in costs of court.

ARMED SOLDIERY IN FREE STATES.

The almost daily demand for the use of troops to enforce the civil laws and to maintain public order, is a feature in the political and social life of this great republic that should give cause for no little anxiety.

A very few months ago the United States Government was forced to send troops into the territory of Wyoming to put down civil war between rival bands of cattle owners. Within a few weeks the entire corps of the Pennsylvania National Guard was put into the field to maintain order in the iron region near Pittsburg, and the trouble there is not ended. About the same time the entire power, civil and military, of the new state of Idaho, was virtually overwhelmed by an insurrection of miners, and the helpless Governor of that commonwealth was forced in his extremity to ask the Federal Government for help by and from the army. Troops were sent to Idaho and the trouble there has not come to an end.

But this is not the whole of the situation. Last summer the coal miners in Tennessee, revolting against the employment of the State convicts in the coal mines, took arms, routed the guards and set free the convicts at wholesale. The State Government quietly submitted to the revolt, but being bound in solemn contract to furnish the labor of its convicts to work in certain mines, recaptured all it could of those that were freed, and returned them to the mines under a guard of State soldiers. These troops have been in service for nearly a year. They are quartered with their prisoners in a fortified camp and are so closely beleaguered that they dare not expose themselves to the fury of the miners, by whom the troops are virtually

besieged. All this is in Anderson county, Tennessee, where open war is momentarily threatened.

In at least four States of the republic military force has been found necessary to maintain civil law and order, and in the State of Idaho the State Government was actually overthrown. The people whose disorders the soldiers are called on to quell are civilian citizens, striking laborers chiefly.

Revolution in four States, with armed soldiery performing the functions which belong to sheriffs and constables, means that something is very seriously wrong.

The highest wisdom, the truest philanthropy and the ablest statesmanship in the Union ought to unite to put all these wrongs in the way of being righted. No time is to be lost lest worse befall.

THE PHARMACEUTICAL CONVENTION.

The tenth convention of the Michigan State Pharmaceutical Association, which met in this city last week, was one of the most interesting and profitable meetings ever held by the organization, albeit the attendance was not so large or representative as the importance of the occasion deserved.

The address of the President and the report of the Secretary indicated the painstaking efforts of both officers to serve the Association faithfully and the report of the Committee on Trade Interests was the most timely and suggestive document ever presented to the organization. Its merit will readily be conceded when it is noted that the discussion of the recommendations made therein occupied nearly one entire session. It is certainly to be regretted that so few druggists—not over fifty at the outside—were present to participate in the discussion of so important a subject as the cutting of prices on proprietary articles, and it is difficult to account for the apathy of the trade toward the Association and its objects, when such manifest benefits could be secured through concerted action on the part of a large portion of the trade.

The entertainment features of the convention were carefully planned and were executed in a manner to reflect credit on the entertainers.

The full text of the papers and reports and a summarized report of the discussions will be found on succeeding pages of this issue.

Wm. Logie has had a relapse in the shape of erysipelas and was confined to his bed again all last week. He is improving, however, and proposes to leave the city as soon as he is able to travel for a month's respite from business cares and duties.

A. B. Schumaker, druggist and grocer at Grand Ledge, was in town Monday. Mr. Schumaker is President of the Grand Ledge Sewer Pipe Co., which has been making drain tile for the past two years and is now arranging to put in machinery for the manufacture of sewer pipe. This will necessitate the erection of a three-story brick building, 50x50 feet in dimensions, which the company expects to complete by Oct. 1.

J. Julian, late of New York City, has taken the position of book-keeper for J. L. Strelitsky. Mr. Julian is the father-in-law of Mr. Strelitsky.

Mason's Fruit Jars.

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

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

Pints have same size mouth as quarts.

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

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M. S. P. A.

THE TENTH ANNUAL MEETING A SUCCESS.

Full Text of the Proceedings--Incidents of the Convention.

The tenth annual convention of the Michigan State Pharmaceutical Association convened at Elk's hall, Grand Rapids, Tuesday afternoon, Aug. 2. The meeting was called to order by President Coleman, when City Attorney Taylor made a happy address of welcome, which was responded to, in behalf of the Association, by Arthur Bassett, of Detroit. President Coleman then read his annual address as follows:

We have again met to consider the work of our Association and the needs of our profession. Since our last meeting no great changes or new developments have occurred. There has been no session of our State Legislature to inspire us with either hope or fear. Our Secretary, Mr. Parsons, has made an early and earnest and persistent effort to develop among our members an interest in the Association which should result in increased work, and also to develop among the druggists who are not members of our Association an interest which should give us increased membership. How successful these efforts have been the report of our officers and committees will show. So far as I know, everything remains about as it was last year. It has seemed to me to be an unusually uneventful year. Possibly that is due in a measure to the fact that we are holding our annual meeting two months earlier in the season than usual and that, consequently, the past year has been a short one.

There are two subjects which are always with us and which, during the last few years, have been the principal sources of annoyance and of loss to druggists. They are the supplying of physicians by houses outside of the drug business and the cutting of prices of proprietary articles. These evils still exist. They have diminished in some places, they have increased in other places. Druggists are still asking if this Association cannot protect them against these evils. It is safe to predict that these subjects will always be before us. Regarding the first one, I think that there is nothing which we, as an Association, can do. The physician has an undoubted right to buy his supplies wherever he pleases, and there will always be traveling salesmen who will represent to physicians that they can give them advantages which their home druggist cannot or will not give them, and there will always be physicians who will believe them, and there will always be towns in which such statements will be correct. I am constrained to repeat what I have said in some of our previous meetings, that I am convinced that the only remedy for this lies with the druggist. If he keeps an inadequate stock, or if he is so poor a salesman or so lazy a salesman that he will permit an outsider, a stranger, to come into his town and sell his trade, he has no one to blame but himself. While, therefore, it may be proper and profitable for us as druggists to compare ideas as to how we can clear away misapprehensions which, no doubt, exist in the minds both of physicians and of druggists regarding each other, how we may create a stronger sympathy and an identity of interest between the two professions, I do not believe that it is a matter in which we as an Association have, or can have, anything to do.

In the matter of cutting of price I believe that we may do something. In his address at our last annual meeting President Prall read a resolution which had been passed by the American Pharmaceutical Association inviting the presidents of the state associations each to send a delegate to the meeting of the National Druggists' Association to confer with that body, and with a committee from the American Pharmaceutical Association regarding a plan for relieving the retail drug trade from the disas-

trous effects of price cutting on proprietary articles. Mr. Prall stated that in response to that invitation he had appointed Mr. Arthur Bassett to be such a delegate, and that Mr. Bassett was, at that time, attending the meeting of the National Druggists' Association in Louisville, Ky. Mr. Bassett will, during this session, give us a report from that meeting. It appears to me that we may be sure that the proprietors of proprietary medicines and the wholesale druggists are all of them interested in protecting us in the matter, and that systematic, persistent and united effort on the part of a majority of the retail drug trade will surely bring us relief and protection from cutters.

I say a majority of the retail trade; we cannot at first get unity of action from all retailers. There are among them some "dogs in the manger" who delight in doing business for nothing and in making others do likewise; and for some time to come we shall find "traitors in the camp." But I believe that a majority will stand by each other, enough to in time bring the others into line.

While I do not wish to anticipate or to in any way interfere with our Committee on Trade Interests, I would recommend that at this session measures be taken looking to the organizing of all the druggists in Michigan, whether members of this Association or not, in an effort to do away with cutting unless it shall seem to us that what we did last year in giving our Committee on Trade Interests special authority in this matter is sufficient.

There is a question, an old one, which demands careful consideration from us all. How can we interest more of the druggists of Michigan in the Michigan State Pharmaceutical Association? We believe that the Association is a good thing for us, that we derive benefit from it, and also that as a means of protection it is wise and prudent for us to keep up the organization and to keep it in good working order. How can we make others believe this? How can we reach those druggists who are so busy and so absorbed in their business that they think that they have no time for anything, either scientific or social? How can we reach that other class who are not so very busy about anything, but who have been jogging along in old ruts so long that they are satisfied with humdrum and routine? How can we inspire all these with a desire for improvement and growth professionally as well as financially and persuade them that they can find such improvement and growth in the Association? I trust that many of us will try to answer this question. I suggest that a revival of the question drawer, which during the last few years has fallen into comparative disuse, would greatly help to make our meetings interesting and profitable to the average druggist.

I have often heard druggists deplore the decline of their prescription business. Often they are at a loss to account for it. They cannot understand how a busy physician can have the time to compound his own prescriptions and do it accurately.

The explanation lies in the fact that we are living in what may be styled the ready-made age. The blacksmith no longer forges his own horseshoes or his own nails. He buys ready-made shoes and ready-made nails. Most shoemakers are simply cobblers. The dealer in ready-made shoes keeps ten times as many lengths, widths, etc., as he did twenty years ago. The grocer, in place of the single article of crackers, now displays a large variety of ready-made baker's goods. In place of codfish and herring he displays a full variety of canned meats. He crowds hard on the butcher, the baker, and, for aught I know, on the candlestick maker. Even our newspapers, a majority of them, by the boiler plate process, are made up and edited by machinery.

The old-time wheelwright or wagon-maker, who used to be a man of marvellous genius, no longer shaves out felloes, bores hubs, makes axles or anything else. He gets his wheels ready-made from one source, the other parts each from its own source and then he simply

puts them together. And unless he undertakes to put an inch and a quarter hub on an inch and a-half axle he gets along all right.

To a great extent the same is true of pharmacy, or, more properly speaking, the drug business. It could hardly be expected that this business would be an exception to a rule so universal. Our shelves are loaded with ready-made, machine-made prescriptions. Compare a catalogue of Tilden or Thayer of twenty-five years ago with one of Parke, Davis & Co., of the present day. We now seldom get out our pill tiles. Few are the emulsions that we make. The physician can find compounds in various forms and in endless combinations, proportions and sizes. And, although at times none of them exactly fit him, still some of them come so near that the physician may be tempted to "make them do," and sometimes, perhaps, he yields to that temptation.

Therefore, just as a very ordinary mechanic, who could not possibly make a wheel or an axle, can quickly "set up" a whole wagon, so a physician who is a very ordinary pharmacist, though perhaps a good physician, can dispense his own medicine with small outlay of skill or time. And if sometimes he does try to fit a 1-40 grain dose to a 1-50 grain patient no one knows it but himself.

I am glad to believe, however, that there is an improvement in this respect, that a reaction is setting in. There is a disposition among physicians to do their work more deliberately, even if they do less, that means doing it better. Some of them, at least, instead of congratulating themselves on the number of calls that they make in a day or the number of nights when they have been called up, consider rather the success of their work. They thus have time to study their cases more carefully and to adjust their remedies more accurately. Whenever this is the case the services of the skilled pharmacist are required, and prescription writing and compounding are revived, provided always that the "skilled pharmacist" is at hand.

Let us, therefore, keep our tools in order and our "hands in," and not let our profession degenerate into the mere handling of proprietary articles, or even into the mere counting or measuring of ready-made pills, elixirs, syrups, etc.

A movement has been started by the State Association of Iowa looking towards having the Associations of the various states hold their annual meetings for 1893 at Chicago, in the building of their respective states, and at the same time, and the holding of union meetings of the entire association of delegates for securing union of action on points like price cutting, etc., which interest the retail drug trade generally. I think the idea is a good one.

I hope that we may have a session in every way profitable; that there may be a free interchange of ideas which shall help to bring about the relations which should exist between our profession and the various kindred interests.

The address was well received and was referred to a special committee composed of Arthur Bassett, Detroit; F. J. Wurzburg, Grand Rapids, and Arthur Webber, Cadillac.

The following new members were received, on the recommendation of the Executive Committee:

Chas. E. Smith, Pontiac; Chas. B. Fuqua, Big Rapids; Benj. Schrouder, Grand Rapids; Adolphus O. Speckhard, Watersmeet; A. P. Hart, Mulliken; F. K. Stearns, Detroit; B. S. Hutchinson, Ionia; Walter K. Schmidt, Grand Rapids; James W. F. Summer, Gould City; Harris Edson Allen, Ann Arbor; J. D. Hamilton, Martin; W. S. Winegar, Lowell; J. M. Wolcott, Grand Rapids; D. M. Russell, Grand Rapids; Wm. Remus, Pontiac; C. H. Bostick, Manton; Geo. A. Price, Spring Lake.

Several interesting papers were then presented by Prof. Prescott, when the meeting adjourned until morning.

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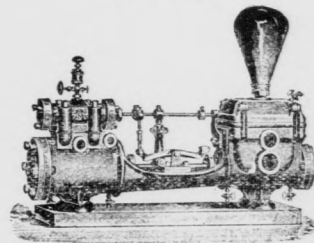
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WEDNESDAY FORENOON.

At the opening of the Wednesday morning session, Secretary Parsons read his annual report, as follows:

Your Secretary begs to submit his annual report for the year, comprised within the dates of October 21, 1891, and August 3, 1892:

Total receipts..... \$556 57
Total expenditures..... 488 00

One thousand copies of the proceedings of the ninth annual meeting, held at Ann Arbor, were printed and one was mailed to each member, the balance being sent to a carefully selected list of journals, secretaries of boards of pharmacy, associations and to leading representatives of pharmacy, as well as to all colleges of pharmacy. The expense of issuing this work was \$333.25, but your Secretary is pleased to state that the receipts through advertising were sufficient to cover this expense, except one item of \$10, which one advertiser failed to pay for his advertisement. The total expense, exclusive of mailing, was \$10.

During the year your Secretary has written 502 letters, and has sent out circulars as follows: Three thousand circulars bearing application blank for membership; three thousand slips addressed to the druggists of Michigan; three thousand slips from the President, calling the attention of pharmacists to the general circular; two hundred and fifty card circulars for the Committee on Adulteration; three thousand circulars were furnished the Secretary of the Board of Pharmacy, who transmitted them to the druggists of the State, asking for their votes as to member of Board of Pharmacy, and the result of this voting was presented in the volume of proceedings, together with some other correspondence held by the Secretary with the Board of State Auditors relative to payment for service of an attorney in prosecution of violations of the law; three times he has sent notifications of dues to members, and, in receipting for dues, he took occasion to close some kind of circular, generally the one pertaining to membership and the announcement of the next meeting; he transmitted, as instructed by the by-laws, the program of this meeting to all members, which involved a very large amount of clerical work, but it is hoped that it has borne, or will bear, satisfactory fruit; the members of the several committees were properly notified of their appointment, and occasionally reminded that reports were expected from them at this meeting.

Your Secretary regrets that, in response to the 3,000 circulars sent endeavoring to increase our membership, he has received but eleven applications. These were acted upon by the Executive Committee and the candidates received.

The Committee on Membership, composed of wholesale druggists, offered a cash prize to the one who should turn in the largest number of new members, and it is hoped that, in the report of this Committee, there will be seen a very pleasing accession to the roll. During the past year there have come to the attention of your Secretary the deaths of two members, E. W. Bartram, of Paw Paw, and C. H. Kirkwood, of Ishpeming. Three members have resigned, viz., C. H. Franz, Saginaw, C. F. Kremer, Saginaw, and W. R. Mandigo, Sherwood. Four members have been dropped for non-payment of dues, viz., J. M. Croman, John De Boe, A. A. Goodsell and W. R. McMillen. Two members, formerly dropped, have been re-instated through payment of past dues, viz., I. F. Hopkins and H. Lever.

There is outstanding on the books an indebtedness from members of the following amount in dues.

211 owe \$1 each..... \$211
91 " 2 " 182
48 " 3 " 144
1 owes \$4 " 4

Total..... \$541

The Secretary begs leave to offer a number of suggestions and recommendations which bear so close a relation to this report that it is difficult to make a sharp distinction. He recommends:

1. That the Association adopt definite dates for its official year. He believes that this year should extend from Janu-

ary 1 to December 31 inclusive. The reasons for this are strong. The by-laws definitely state that members should pay their dues in advance. Through custom they have, as a rule, paid at the time of meeting, and, in consequence, the impression has gained ground that, by paying at one meeting, membership was held in force until the next annual gathering. In carrying out his prescribed duties, the Secretary has met with not a little criticism—not all of it good natured—which may be traced directly to this misconception. He suggests that members should be required to pay in advance of January 1, and that such payment should hold membership in force during the entire succeeding year. So long as our annual meetings are held in the same month, confusion will not arise; but, when held one year in August, another time in June and another in October, there at once arises a very annoying condition of affairs, and it was this fact that led to the recommendation to take action to establish a definite fiscal year.

2. Great trouble is experienced in the collection of dues. It is not right that the Association should expend so great an amount of postage in sending notifications to which no attention is paid. The Secretary would, therefore, suggest that, in cases where members are two years in arrears and do not remit in response to the first notification, they be drawn upon by the Secretary for the amount of their indebtedness, and, further, that, if this plan fails, their names be dropped from the roll for non-payment of dues. As reported, there is a sum of over \$500 due the Association, more than half of which could have been collected if such a rule as the proposed one were in force. There are instances where a member who is in arrears prefers to be dropped and then rejoin, which he could do at a less expense. In such cases no application should be considered until all arrearages have been paid.

3. It is believed that a more satisfactory system might be achieved in the matter of issuing certificates of membership, and your Secretary would recommend some such plan as this: Issue a certificate of membership upon receipt of dues, such certificate to consist of a lithograph sheet, upon which is left a blank for the name of the member, and across the face of which is printed in large figures the year in which his membership is in force. The filling out of this certificate upon receipt of the member's dues would require no additional work on the part of the Secretary, and it would serve as a receipt to the members and protect the Association against a number of abuses which have come into life.

There are in the profession of druggists in this State many certificates of membership in this organization the holders of which are no longer members thereof, having resigned or been dropped for nonpayment of dues, and your Secretary feels that some such system as is proposed for yearly registration, if it may be so called, would prove both beneficial and satisfactory and tend toward an increase of our membership. The proposed certificate should be worthy of being framed, and, hung up in a drug store, would bear weight with the public, demonstrating to them that the holder is in good standing. The following instances will show the necessity for a change of some character: The Secretary received a letter stating that the writer had lost his certificate of membership through the burning of his store and wanted it replaced. It was found, upon search of the records, that this individual had been dropped several years before for non-payment of dues, and, consequently, the new certificate was refused. In another case, a member of this Association, but who had never paid for a certificate, in purchasing a store from a brother druggist, bought with the stock a certificate of membership the name on which he erased and inserted his own.

It would seem important that this Association be represented at the meeting of sister associations, particularly in the adjoining States. The past year the delegates appointed were notified and requested to attend these meetings, but, so

far as known, this Association was represented only at the American Pharmaceutical Association, and only there by members who went for other reasons and not primarily as delegates. It is, therefore, suggested that the Association or its Executive Committees look into this matter and see if provision cannot be made for paying all, or part of, the expenses of delegates to the meetings of the more important associations.

Your Secretary has received a very large number of letters, the greater portion of which have been on matters connected with his office, and a number were duly turned over to the committees for their consideration. There were others of a nature worthy the attention of this body in general session, and at the proper time they will be called to your notice. The several committees will have interesting reports to read.

In conclusion, your Secretary would crave the indulgence and pardon of the members for any fault of omission or commission, which, it is unnecessary to state, were in no way due to intention. As said, there have been several complications due to misunderstanding or miscomprehension in the matter of dues, which have been explained by the Secretary, which explanation has, so far as is known, been in each case satisfactory in clearing away the misunderstanding. He would express to each and all, particularly to the officers and committees, his hearty appreciation of their good will and the many courtesies and aid extended him.

The report was accepted and referred to a special committee consisting of Messrs. S. E. Parkill, H. J. Brown and E. Rudolphi.

The First Vice-President was authorized to take charge of the Question Box.

Chairman Vernor presented the report of the Committee on Legislation, as follows:

Your Committee on Legislation have the honor to report that as there has been no session of the Legislature since the appointment of the Committee, there has been no work for them to do. This fact was foreseen at our late meeting, as shown by the report of the former Committee who, in making their report, asked that the recommendations that they made be referred to this Committee, with instructions to again present them at the meeting. They were as follows:

"That the event of there being introduced into the Legislature, as there is sure to be a bill intended to nullify the beneficial advantages of the Pharmacy Law, the proper forms of remonstrances may be placed in the hands of every member of this Association at the earliest possible moment, and, to prevent a recurrence of the disappointment of last winter, to be accompanied with the request that they be forwarded, as soon as signed to the Chairman of your Committee on Legislation, to be placed by him in the hands of a member of the Legislature who is friendly to the Pharmacy Law, for presentation at the proper moment, thereby preventing the withholding of said petitions from presentation through their falling into the hands of members who do not look upon the Pharmacy Law with favor," also

"That a measure be introduced in the next Legislature that shall provide for necessary amendments to the Pharmacy Law in the following particulars: First, to make the proprietors responsible with the employe for violation of the law by the employe, where the latter is unregistered. The present law says that the proprietor 'shall not permit,' and, as a result, all the proprietor has to prove is that he told the clerk not to make sales during his absence. The reading should be 'in whose place of business shall occur.' Second to provide that the Board of Pharmacy shall be plainly authorized to employ any legal assistance they may find necessary in the pur- uance of the carrying out of the provisions of the law and also give the necessary power to an attorney so employed, to permit of his making complaints against the violators of the law, without the necessity of first getting the permission of the prosecuting

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officer of the county in which the violation is found to exist.

The action taken by this Association at its last meeting, in relation to this feature of the work of the Board of Pharmacy, resulted as you are already informed through the published proceedings, in the partial withdrawal of the Board of State Auditors, from the position taken by them in the matter, shows somewhat the influence this Association has upon legislation, when the matter under consideration is of a pharmaceutical nature.

Your Committee recommended that the course proposed by the former Committee be carried out, and that the matter be referred to the next Committee on Legislation, with power to act, and we further earnestly ask the members of this Association to respond heartily and promptly, when called upon by that Committee for personal letters or petitions to the State Legislature, or its members.

Chairman Fairchild, of the Committee on Membership, presented a report deploring the lack of interest in the Association, as evidenced by the few names added to the membership during the year, and recommending that every member take home an application blank and secure at least one new member. Accepted and placed on file.

Chairman Peck, of the Committee on Trade Interests, presented the following report:

1. Your Committee on Trade Interests appreciates the responsibility of making a report of their work for the past year, and would be, indeed, pleased if they could offer suggestions, or outline a plan of action, by which the present disability, under which the pharmacist is struggling, could be mitigated or removed. At the opening of the year the indications pointed to substantial relief from the inroads which have so disastrously affected the business of the retail druggist, but the failure of the Manufacturers' Committee to stand by each other, in consequence of an apprehension that such an action would conflict with the anti-trust law and thereby render them individually liable, seemed to dispel, for the time being, the hope that had been entertained that at last we should find protection against the blighting inroads of the cutter. But these events, however, do not utterly discourage us, because we are conscious that within ourselves, as pharmacists, we have a reserve power, when all else fails, that can be brought into operation through the influence of our State and local associations, and this influence, if we are but true to our own interests and to our Association, will secure to us the right which we claim from manufacturers, viz., protection. The remedy to which your Committee refers is the discouragement of the sale of any proprietary medicine sold by the cut rate stores, and in the place of such medicine urges the sale of goods manufactured and put up by themselves. Let the war be against the cut rate articles, and we shall soon secure all that we demand.

It is not presumed that individual effort will produce much impression, but we know the power of numbers, the value of organization and the strength of a united movement by all the members of this and sister state associations. As a last resort, your Committee believes that such an attack upon proprietary medicines would stimulate the efforts of the united manufacturers in the sale of their merchandise in its legitimate channel, and, at least, will bring the weight of their influence against the department store and cutter, because, when their sales are diminished, the terrors of the trust law will not prevent them from adopting the A. P. A. plan and testing its validity in the courts if assailed by the cutter. In this connection your Committee would urge upon every pharmacist in the State the duty of joining the M. S. P. A., for through its efforts lies his only hope of a restoration of prices on lines of goods sold by the piratical cutter, and of loyally standing with his brethren in a united body, laying aside all petty jealousies and working for the

common good, because at this time we especially need all available help to encourage and further the efforts that may only be secured by unity of action.

2. Your Committee would also urge upon the pharmacist the necessity of manufacturing, as far as possible, his elixirs and similar preparations. This portion of his business has become gradually absorbed by the large manufacturing houses. While it is conceded that some fluid extracts and other preparations may be more advantageously purchased than manufactured in a small way, yet the fact is patent that hundreds of preparations are now being habitually purchased that can with little effort be manufactured on the premises at a saving of, at least, 50 per cent. from the manufacturers' prices. The habit which we are apt to fall into of buying what we can quite as well manufacture is injurious to us in many ways, not only financially, but it also tends to lower our professional standard by an implied acknowledgment to the physician and the public that either our knowledge or facilities fail to meet the demands upon us, and that, in consequence, we have recourse to other sources. It is also necessary to call the frequent attention of physicians to our own preparations, to sample them judiciously, especially if we have something really superior of its kind. In other words, show them that they are interested in what interests us, and prove by the superiority of our products that we can better serve them than the far-away purveyor. Win their friendship, if possible, but do not arouse their antagonism.

3. It is expected that the subject of liquor legislation will be again brought forward at the meeting of the next State Legislature, and the good offices of this Association will be sought for our mutual protection. It is, therefore, proper to urge every pharmacist to comply with all the provisions of the law and to refrain from any violation thereof. Your Committee observes with regret that some druggists in different cities advertise wines and liquors in their store windows, giving the name of the wine with the price per pint attached. Others advertise wines and liquors in the newspapers, urging the sick and weary to possess themselves—for a consideration—of a bottle of such and such wine. All these efforts should be condemned. They are the belongings of the saloons, and no druggist or pharmacist should resort to such nefarious means to increase his income. If he must sell all the liquors he can, let him in a manly way open a saloon, retire from the drug business, pay his license and reconcile his conscience with the profits made under legal authority. The efforts in the past of the Committee on Liquor Traffic of this Association have been made arduous through the perversion of the privileges and rights of the respectable pharmacist by the liquor vendor under the cloak of our honorable calling. If the guilty alone could be made to suffer for their own acts, the ends of justice would be assured; but there is danger that the punishment will fall alike upon all, and that a tax will be imposed both upon the law abider and the lawbreaker. Therefore, let the sentiment of this Association be unmistakably against any palliation or excuse for the violation of the liquor law.

4. Your Committee would also recommend that an effort be made to induce some wholesale drug house within the borders of the State to act as the depot for the purchase, sale and exchange of unsalable and odd stocks of proprietary medicines, and also to issue a catalogue enumerating such goods as they accumulate from time to time and invite therein the exchange of other goods, charging such difference as may be just and proper. The time has come when a stock of this kind, embracing about all that ever has found even a limited sale, will prove profitable to the wholesale druggist, and at the same time serve as a medium for inducing orders for staples, owing to the fact that the much required, odd or remote articles may be found with him, besides giving the retailers an opportunity of turning over at some price goods that have not met an expected sale

or demand and would otherwise represent only idle capital.

5. The subject of prices that should be charged neighboring retail druggists for their small needs from time to time may properly be introduced in this report. Such wants are simply accommodation demands, serving to supply competitors only until goods arrive, etc., and the subject should be discussed, as it is an everyday problem with every pharmacist, as to what may be considered a proper charge, and one to which there appears to be no specially applied rule governing the price. Your Committee would recommend the following adjustment as tending to dispose of the question in a reasonable and satisfactory manner: Let the pharmacist simply divide the profits with his fellow pharmacist; for instance, if the article costs \$8 per dozen and retails for \$1, the charge would be 84 cents, just one-half of the 33 cents margin. The same rule should be adhered to regarding apparatus, elastic stockings, trusses, etc., sold to physicians, being just to the dealer, who carries the stock with the attending risks, and to the physician who prescribes and fits the article or appliance required.

6. The relations existing between the employer and the employes as applied to our profession is worthy of consideration, as there is no fixed rule governing special questions that frequently arise. A general application respecting the time given for vacations, or consumed by illness, notice given by employes desiring to terminate an engagement, or the reverse by the employer who finds it to his interest to make a change may, in the opinion of your Committee, be introduced and discussed, in the hope that action may be secured that will prove mutually advantageous to all parties interested. After careful consideration, founded on the experience of several employers, your Committee, in order to be concise, recommends to employers and registered pharmacists the following line of action. This recommendation, however, may not be adapted to all cases, but still may serve as a just and equitable method of disposing of questions which arise in every pharmacy. As all employers desire to be as liberal in all things pertaining to the good and welfare of those associated with them as circumstances and situations will permit, the following may furnish a plan which we think will be agreeable and mutually satisfactory, being the rules adopted by some of the pharmacies in large cities:

In case of prolonged illness of an employe, not less than one week's pay be allowed; one week's vacation be allowed each year with full pay; not less than one week's notice be required from either party in the event of dismissal or resignation, except for cause.

Your Committee is aware that the subject is a delicate one, and may or may not be worthy of discussion, but its importance none will deny, and the difficulties all have experienced in arriving at a just decision will serve as a reason for bringing it to the notice of the Association.

In conclusion, your Committee would say that much work has been accomplished in reconciling conflicting prices among druggists throughout the State, and, while our power has, in the nature of such efforts, been limited, we have invariably resorted to the milder methods in inducing cutters to conform to the established prices. The volume of correspondence has been considerable, and we believe that every complaint has received proper and prompt attention; but many discouragements arose, the principal being the refusal of parties at fault to answer letters, and also of the parties who complained, declining to have their name made known in the premises. In a few cases of persistent cutting, appeals were made to the Detroit and Grand Rapids jobbing houses requesting them to decline further supplies. And your Committee feels that proper acknowledgment should be made to the wholesale druggists in the cities above named for their generous co-operation in acceding to such requests, thereby establishing themselves as enemies to the impending demoralization of the drug business of the State.

7. The practice of manufacturers of putting up their pharmaceutical specialties in containers of odd design and measurement is opposed to the interest of the pharmacist and subjects him to loss in dispensing. The following articles have been selected simply for purpose of illustration: P. D. & Co. Cascara Cordial contains 12 fluid ounces; Cordial Canlocorea contains 13 fluid ounces; Elixir Three Bromides contains 11 fluid ounces; Wheeler's Elixir contains 14 fluid ounces; Hayden's Uric Solvent contains 11 fluid ounces; Kennedy's Pinus Canadensis contains 12 fluid ounces.

Your Committee believes that considerable loss is sustained by dispensing from such irregular containers, as it is necessary for the pharmacist to measure the contents of the package before he can become acquainted with the number of ounces therein, and also to memorize such measurement. The article known as Kennedy's Pinus Canadensis Bark is sold by the avoirdupois pound, but contains but 12 fluid ounces. Your Committee believes that the odd, irregularly-shaped bottles, like the peddlers' panelled ware, are only intended to deceive, and that honest regular containers only should be employed, holding 4, 8, 16 and 32 fluid ounces, thereby enabling the dispenser, at a glance, to determine just how much per ounce the preparation costs him. The odd-shaped packages may serve the manufacturer as a trade mark, but it would seem that a copyright label offers all the protection necessary. We would, therefore, recommend regular glassware for all pharmaceutical preparations, as being a great aid to the dispenser, besides enabling the buyer to know, at a glance, the quantity he pays for.

So many new preparations are now being brought to the notice of physicians, that uniformity of measurement is greatly to be desired, and cannot result in loss to either interested party.

On motion of F. J. Wurzburg the report was accepted and discussed by sections.

The first recommendation—that the sale of cut rate goods be discouraged—was then taken up. A. S. Parker, of Detroit, thought that the most vital point at which the druggist could attack the manufacturer of cut rate goods was to refuse to distribute his advertising matter. He thought druggists made a mistake in permitting patent medicines to be advertised in newspapers over their names.

John E. Peck said the retail druggist should patronize no wholesale druggist who sells to dealers who cut prices.

Prof. Prescott said that few of the patents have any merit, so far as originality is concerned, and that when the manufacturer does not conform to established trade usages, his interests should not be considered.

The President cautioned the members against attempting to coerce the manufacturer, when A. S. Parker remarked that the manufacturer was carrying on a crusade of coercion against the dealer, and that a turn about is fair play.

John E. Peck said that if war was declared, the crusade should be carried on against all goods found in cut rate stores.

James Vernor asserted that the recommendations changed the warfare from the cutter himself to the cut rate goods, and that such a change of front would greatly multiply the number of cutters.

Arthur Bassett asserted his belief that the manufacturers are not honest in their professions that they desire to put an end to the cutting of prices, and cited proof in support of this statement.

H. J. Brown asked if the proposed plan involved action by druggists in towns where cutting is not done.

Chairman Peck replied that, in his opinion, it applied only to cities and

towns where cutting was carried on. He stated as his belief that a quarter of a century would see the extinction of the retail druggist—that he would be swallowed up in the department store.

The Secretary said that any action taken by this Association should be binding on every member to be effective.

S. E. Parkill called attention to the fact that while there are 600 druggists in the Association, there are 3,000 in the State, and that no action of this kind would cut much of a figure in the aggregate. This opinion was strongly concurred in by Jas. Vernor, A. H. Lyman and Dr. H. Lever.

Arthur Bassett differed with John E. Peck in the statement that the druggist must go; in his opinion, the patent medicine must go, its place being taken by preparations of the druggist himself. The strongest point of attack is to refuse to advertise the patent remedies and introduce them to the people.

I. H. L. Dodd, of Buchanan, opposed antagonizing the manufacturers to the extent of refusing to sell cut goods, for fear the manufacturers may establish cut rate stores of their own in every important center. He approved of that portion of the recommendation which provided for the discouragement of the sale of these goods.

The President thought there was no conflict between the physician and patent medicines, as a man who is sick will not temporize with patents, but go directly to the physician for assistance.

Prof. Prescott defended the right of substitution, so called, which was opposed by Mr. Dodd.

The Committee withdrew the arbitrary portion of its recommendation, leaving it in the shape that the dealer discourage the sale of goods sold by cutters and encourage the sale of goods of his own manufacture, which was adopted.

The recommendation that the pharmacist manufacture his own pharmaceutical remedies was adopted.

The recommendation relative to the establishment of a clearing house for old and unsalable patent medicines was referred to a committee composed of John E. Peck, James Vernor and Arthur Bassett, to put the recommendation into effect, any expenses incurred in such connection to be borne by the Association.

The recommendation that the dealer—in the absence of any other custom or rule—divide with the physician and small dealer his profit on patents, trusses, etc., was adopted.

The recommendation relative to the relations between employer and employe was adopted, as was also that in regard to the adoption of uniform glassware by manufacturing pharmacists.

The Committee on Trade Interests was thanked by a rising vote for its excellent report.

The following additional members were received: E. T. Van Ostrand, Allegau; W. H. Dendel, Hopkins Station; Samuel R. Smith, Grand Rapids; Frank P. Potter, Allegan.

The meeting then adjourned until afternoon.

WEDNESDAY AFTERNON.

At the opening of the afternoon session, the Secretary presented a number of letters of regret, complaint, etc., and read an invitation to hold the next annual meeting at Chicago during the World's Fair.

The Committee on President's Address reported as follows:

We have carefully examined the address of the President and find four points upon which we think we should report:

1. In regard to the supplying of physicians with goods by others than druggists, we feel that the President's remarks are correct. While we may deplore the fact, we do not see how it can be helped; for, as the President justly says, the physician has a right to buy his supplies where he sees fit.

2. In regard to cutting prices, we believe that much has been done and that more will be accomplished in the curbing of this evil; and we recommend that careful attention be given to this question, with a view to bringing about practical results.

3. We believe that organization is one of the necessary things to do and that all other things would result from united action, as manufacturers and jobbers would do us justice if we were able to present a united front. We, therefore, recommend that this Association take steps to unite the druggists of the State in a trade organization.

4. Regarding the holding of our next meeting in Chicago, we are not clear as to the advisability of such a move and prefer to leave the matter to the good sense of the meeting.

The report was accepted, except that portion relating to the formation of a trade organization, which was referred to the incoming Executive Committee.

The Committee on Secretary's report endorsed the recommendation that the fiscal year of the Association run from Jan. 1 to December 31 of each year; endorsed the plan of drawing on members two years in arrears; endorsed the sending of delegates to sister Associations, providing same go at their own expense; endorsed the plan of issuing annual certificates to members who are not in arrears for dues. Accepted and adopted.

Arthur Bassett moved that the Association send a delegate to the American Pharmaceutical Association at each annual meeting hereafter, actual expenses to be borne by the State organization. The motion was lost.

Treasurer Dupont reported total receipts during the year of \$1,004.57 and disbursements of \$514.93, leaving a balance on hand of \$489.64. Accepted and adopted.

The meeting then adjourned until Thursday morning.

THURSDAY FORENOON.

At the opening of the final session, D. C. Scribner, of Grand Rapids, was elected to membership in the Association.

Arthur Bassett presented his report as delegate to the National Wholesale Druggists' Association. He again accused the patent medicine manufacturers of bad faith in their protestations of sympathy for the retail trade, as evidenced by their refusal to act now that a perfectly feasible plan has been formulated and adopted by the American Pharmaceutical Association.

Votes of thanks were extended to the Grand Rapids druggists for the entertainment provided; to Local Secretary Muir for untiring efforts in making this meeting a success; to the local press for its reports of the convention; to Dr. Prescott for his attendance and interest in the meeting.

Election of officers resulted as follows: President—Stanley E. Parkill, Owosso. Vice-Presidents—I. H. L. Dodd, Buchanan; F. W. R. Perry, Detroit; W. H. Hicks, Morley.

Treasurer—Wm. H. Dupont, Detroit. Secretary—C. W. Parsons, Detroit. Executive Committee—H. G. Coleman, Kalamazoo; Jacob Jesson, Muskegon; F. J. Wurzburg and John E. Peck, Grand Rapids; Arthur Bassett, Detroit.

The selection of the next place of meeting being the next thing in order, Jas. Vernor moved that the next convention be held in the Michigan building, on the Exposition grounds, at such time as the Executive Committee may decide.

Jacob Jesson moved as an amendment that the next meeting be held at the Star Island House the last week in June.

Dr. Prescott moved to amend the amendment by permitting the date to be fixed by the Executive Committee.

James Vernor and Arthur Bassett suggested that the Executive Committee be also permitted to name the place of meeting, as well as the date, and a motion to that effect was adopted.

H. G. Coleman moved a vote of thanks to the Secretary for his faithful services during the past year. Adopted.

F. J. Wurzburg moved a similar vote of thanks to the retiring President, which was also adopted.

Jacob Jesson moved that the privilege of voting for candidates for the State Board of Pharmacy be extended to all registered pharmacists and assistant pharmacists in the State, instead of confining same to members of the Association. Adopted.

Several names were then presented for submission to the druggists and the matter of submission was referred to the Secretary and Executive Committee.

James Vernor was elected Local Secretary for the next meeting.

The handling of cheap table wares by druggists was introduced through the medium of the question box, the ensuing discussion tending to the belief that it is not practicable owing to the expense of bottling and distribution.

H. Lever introduced a resolution denouncing the wide variation in the strength of low grade laudanum, which was adopted.

Arthur Bassett suggested that the members bring their wives to the next meeting.

There being no further business, the convention adjourned.

ENTERTAINMENT FEATURES.

The entertainment features of the meeting were by no means forgotten. Tuesday evening the Hazeltine & Perkins Drug Co. tendered the visitors a trip to Reed's Lake, including out door lunch and boat ride, all of which were thoroughly enjoyed. Wednesday forenoon the ladies of the gathering were taken in tow by the wives of local druggists on a trip to North Park and the Soldiers' Home. Wednesday afternoon the entire party took a special train to Ottawa Beach, where a boat ride on the *Saugatuck* and a dinner at the Hotel Ottawa followed. This feature was provided by the local druggists and was duly enjoyed, the party returning to the city about midnight on a special train.

ECHOES OF THE CONVENTION.

A noticeable feature of the convention was the absence of Mrs. C. W. Taylor, of Loomis, who has attended every convention heretofore held.

Local Secretary Muir was handsomely remembered by the exhibitors in the shape of a substantial quarter-sawed oak table and chair.

When the selection of dates for this year's meeting was under discussion at the Ann Arbor convention, James Vernor assured the gathering that it never rained the first week in August, and on the representations of that gentleman the first week in August was selected as the time of meeting. It did not rain very much, to be sure, but the weather was sufficiently threatening to give Mr. Vernor's friends an excellent opportunity to question his infallibility as a weather prophet, which opportunity was duly enjoyed by all except the genial gentleman who failed to see where the fun came in.

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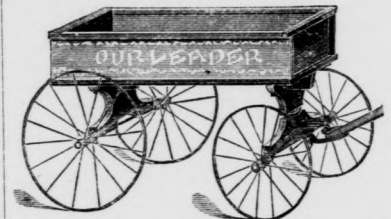
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Thoughts on Current Topics.

Written for THE TRADESMAN.

Often, nowadays, while standing within my open door, there dashes by in the bright sunlight what at first seems a tiny shade east by a summer cloud; but, in looking up the street, the figure of a wheelman materializes, moving into the vast beyond with the speed of a lost opportunity. Another and another transient object rushes past the threshold; but none stay their flight more than do the lights and shadows that chase each other over the fields of waving grain.

Again, in the gloaming, when the atmosphere is clear, still and cooled to a comfortable temperature, inviting quiet introspection or pleasant memories of the times when I was young and sat in a fool's paradise, building air castles, the ear catches the ghost of a sound, such as the swish of a lady's garment would produce, and in a moment it is gone. It is too dark for the eye to play detective solely at the whim of fancy, but a dainty perfume lingering in the air, as if an angel's wing had brushed against one's half-slumbering consciousness, furnishes a clue to the phenomenon. By this I know that a lady cyclist has crossed the orbit of my uncertain vision, and, like a swallow skimming through the dusk of a closing summer's day in pursuit of migratory insects that nature provides for his evening meal, she, also, is gathering in the delicate morsels of compliment evoked from delighted spectators that will serve her as food, but only for the dreams that come after the exercise shall have been followed by refreshing sleep.

Like "Swift Camilla," who

" * * * scours the plain,
Flies o'er the unbending corn
And skims along the main,"

the locomotion of the future will be as noiseless as the flight of birds. It may be by means of the silent wheel propelled by a force that once seemed only fitted for the awful majesty of Sinai; or the air ship moved and guided by an equally mysterious agency, or, by the combination of chemical and mechanical power, a submarine wonder that shall go wheresoever man's intelligence directs by means that would seem to disprove all the philosophy of the past.

Thoughts like these, following the frequently recurring episodes mentioned, suggest to me that the age of romance is come again to those who keep a little out of the range of new inventions and of wonderful appliances of unseen forces. The stories of "The Arabian Nights," so deftly told in the ears of a past generation, may yet be rehearsed to the satisfaction and surprise of the one that is to come, whose surprise will be the greatest to learn that they are not the work of an oriental romancer, but are veritable truths. This is not the age of Columbus; it is, however, the age that honors his memory, and it has waked up to a realization of what his faith and labors have made possible for this continent of boundless resources, but now magnified a thousandfold beyond the achievements of his time.

The mind of man has delved so persistently into the mysteries of nature that earth, sky and sea are, day by day, yielding up their secrets buried since creation. Each captive force, when harnessed to the car of progress, helps to swell the great procession that is forming to celebrate the mechanical and commercial triumphs of this century. The

genii that the Aladin of to-day has called to his aid are powerful enough to cast into the shade all the wonderful achievements recorded in Eastern story. Whether electric, pneumatic or hydraulic, they awake at the "Open Sesame" uttered by latter day genius, and submit themselves to the command and control of puny mortals as freely as did those of olden time. Only, this important difference may be noted—the genii of the past were as fictitious as the mythological heroes mentioned in classical history, while those of to-day, though, for the most part, invisible, are yet actual, practical, positive forces. They are ours to have and to hold so long as we understand their nature and how to control their idiosyncrasies. Failing in this, they are as cruel and relentless as natural law, and will assuredly punish all infractions of their rights. So long as we are careful in this respect, they will help us to navigate the air, move at will on or beneath the waters and use the earth with all its wonderful hidden resources as our growing needs require.

With these new and powerful opportunities in our hands, portentous as they are for good or evil, the future alone will determine what effect they will have on our national life. The perils and responsibilities of this age are proportionately increased with its mental activities. The criminal elements of society have equal chance to use these powerful forces for their unlawful deeds. The fruit of the tree of knowledge, once plucked, cannot be controlled only by the wise and virtuous. The anarchist can make use of the latest chemical discoveries to the injury of lawful government. Every successful experiment in mechanics is utilized equally by the bold burglar, the reckless train robber and the honest, skilled manufacturer. The treasure gained by the mental enterprise and diligence of the wisest scientific discoverers is too large and too widely scattered to be guarded by force or watchful care from unlawful appropriation. The world must grow morally as fast as it does mentally, else much of the intellectual wealth gained by the wise and good will be ruthlessly seized by the ignorant and vicious, leaving no corresponding gain to society. So long as animosities between labor and capital are kept up and fostered for partisan purposes, there is likely to be found among the enraged combatants more than one Aladin who will call up some of the evil genii from their cave of gloom to deeds of outrage that may wake the indignation and sympathy of half the nation. There are fiends among us, only known when too late to stay their guilty purposes, who are equal, if not superior, to the worst of rabid nihilists.

If we hope to conserve the beneficent character and ensure the legitimate use of all the scientific advances made in the last half of the nineteenth century, every true man must become a factor in the work. Educative and moral forces are more to be relied upon than laws to correct the inequalities that will naturally arise where the whole population are growing richer every decade. The evils we deplore are, in part, due to the selfish greed inherent in all classes. It must be counteracted by the concentrated opinion of the wisest, who, so far, have always comprised the large majority, though not always so united as they should be as conservators of the best public interests. S. P. WHITMARSH.



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

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

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

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

Grand Rapids Drug Clerks' Association.

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

Muskegon Drug Clerks' Association.

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

India Rubber in Chewing Gum.

From the India Rubber World.

A great many false statements have been made as to the composition of ordinary chewing gum. Of course, where spruce gum is used, every one knows what the basis of it is, and the article is sold to-day pure and in good quality at from 50 cents to \$1.50 per pound. Most of this gum is gathered in the Green Mountain regions of Vermont, and is sold through the West, as other kinds are more popular on the Atlantic seaboard. The gum, however, that is sold from candy stands and in drug stores to-day is of totally different origin and as a rule it is a manufactured product. To a certain extent this is a secret, as all India rubber compounds are secret to ordinary observers. What is known as Yucatan gum is made of gum chicle, sugar and a variety of flavors, with certain ingredients which are kept secret, but help to make a homogeneous mass. The flavors that are used are peppermint, wintergreen, licorice, pineapple and some few medicinal ingredients.

Experts in chewing gum manufacture can tell in a minute whether good flavors are used, whether the best gum is incorporated and just what the quality of the compound is, but in order to tell this accurately they are obliged to test it by chewing. The gum has a certain quality of sugar added to it to sweeten and make it palatable. It will be noticed that in chewing gum, after it has been in the mouth a while, the sugar and flavor are entirely gone, and what remains is the rubber-like product, which is the chicle gum nearly pure. This gum is the sap of a Mexican tree which is called sapidilla. It grows in other countries besides Mexico, but that is the only country where a business is made of tapping it. It is collected like India rubber sap, by cutting incisions in the bark, between the months of November and April, and after the gum has been gathered, it is packed in sacks, 200 pounds to the sack. It is then a light-colored mass that appears to be about half way between gutta percha and India rubber. In the factories it is washed, dried and mixed much as India rubber is, only it needs no process of vulcanization, and when it runs off on the spreaders is cut into sticks, wrapped and packed ready for shipment. Within a few years the industry has assumed large proportions and the demand for it seems to be growing every day. This is the only part of the rubber business that seems to have no dull season, as one part of the year is just as good as another and chewsers want their gum in winter as well as summer. It is a mistake to think that only shop girls and ignorant people chew gum, as the habit has invaded all classes of society and many physicians recommend it highly.

Tobacco chewsers who are trying to give up their habit often take to chewing gum and find it of help to them. It is a curious fact that in England they do not chew gum but rather look down upon the habit as being vulgar, and of the small quantities that have been shipped abroad, but little has been sold. The time will doubtless come, however, when this dem-

ocratic habit will overcome the prejudices of our cousins across the water, and when the Prince of Wales will be seen with a quid of American gum in his mouth, chewing it with as much gusto as a Bowery boy. Already Australia has thrown up her hands, and decided that gum is a necessity, and the American manufacturers are working that market for all it is worth.

Granger Logic Vanquished by the Drummer's Facts.

"Well, Mr. Harkless," inquired the traveling salesman, after the crowd had thinned out, "are you needing anything in my line?"

"W'y yes, I'm needin' some goods," answered Joel, "but I reckon I kaint buy 'em of you, I perpose bein' forehanded, an' buyin' frum first han's, an' not payin' all you fellers to go aroun' the country puttin' on style an' havin' good times, an' et all comin' out uv us."

"Yas," interrupted a farmer who stood by and overheard the conversation, "ther' is over \$10,000,000 now paid out every year to these drummers, an' ef that was divided up et ud help us all mightily. I'll tell yer, thet's jist w'y ther farmers hes sech hard times, holdin' up all them classes et don't work, an' Joel's right to shut down on 'em an' buy nothin' uv 'em."

"Gentlemen," said the traveler, "please let me say a few words. You say there is \$10,000,000 paid traveling men, and that divided up it would help you so. Divided up! Why, that is just what it is, and these same traveling men do it most thoroughly. They distribute it to a thousand different channels of trade, and the farmer's get the benefit, too, in lower freights, better markets and cheaper goods, and, through this medium of salesmen, it brings the market to your own door.

"You say that we put on lots of style and that you pay for it, and that it costs you so much. Now, cannot you see as regards costs that as we visit from fifteen to twenty merchants a day, the expense to each must be very light; and that if a merchant went to market it would cost him much more; or, if he buys direct, that he takes many blind chances that he avoids by dealing with the traveling man?"

"Do you not know that this has been verified time and again by men who thought as you now do?"

"Cannot you recognize, also, that we middlemen that you think useless and a lot of parasites are consumers and help make valuable your products?"

"Let me ask, what would your stuff be worth without anybody to buy it? When you advise Mr. Harkless not to buy from a drummer, as you call him, you simply urge him to cut his own throat financially, and time will show it.

"Gentlemen, the old story of the clock has a lesson for you, in that it would teach you that each one has his place to fill, and that we need each other, and that if you take away one piece the whole machine will stop. Gentlemen, good day," and out he went, leaving the crowd somewhat confused, until Zeke Hayseed restored confidence by remarking: "Thet's the way with all them doggone agents. They's eddicated an' can argify honest fellers out uv countenance every time."

Feminine Ignorance of the First Principles of Banking.

"I cannot understand," remarked a bank teller recently, during one of the lulls in business, "why the more sensible young ladies' schools in the country do not add to their curriculum a course, however brief, in banking and accounts.

"Few girls have any practical idea of such things, and it is really extraordinary how ignorant are many women with property about the details of its care, and though they can draw a check they seldom know how to ascertain their balance or prove it. I know of a wealthy woman who keeps an account for convenience in a New York bank during the winter and closes it out in the spring when she leaves the city.

"Last spring she visited a certain large jewelry store and purchased a wedding present for a friend, giving in payment

her check for \$75. In doing so, she said that she wished the check deposited immediately, as she closed her bank account when she left the city.

"Two days later she called at the bank, drew out all the money to her credit and calmly left the city.

"The summer passed and she received no acknowledgment of the wedding gift, but her perplexity at this turned to horror when on returning to the city she had learned that the present had actually been sent C. O. D.

"Investigation showed that the check in payment for the gift had reached the donor's bank the day after she had drawn out her balance, and, of course, it had been thrown out.

"The jewelry store people, instead of looking up their customer, which in this case would have been an easy task, stupidly sent her present 'collect,' and forced a situation very hard to explain, but which arose simply from an inability to subtract the total of drafts from the total of deposits."

The Drug Market.

Gum Opium—Dull and weak. The reports of a large crop have been confirmed. Low prices are likely to rule the coming year.

Morphia—Steady and unchanged.

Quinine—Weak and offering freely, with light demand.

Carbolic Acid—Strong at the late advance, with a higher tendency.

Canary Seed—Advanced and will be still higher.

Arnica Flower—Low.

Lowell—King, Quick & King, lumbermen, are closing out their business.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
 GRAND RAPIDS

**Morning
 Noon
 Night**

Good all the time. It removes the languor of morning, sustains the energies of noon, lulls the weariness of night.

**Hires' Root
 Beer**

delicious, sparkling, appetizing.

Don't be deceived if a dealer, for the sake of larger profit, tells you some other kind is "just as good"—'tis false. No imitation is as good as the genuine HIRES'.

OUR NEW LINE OF

Tablets,
 Fall Specialties
 School Supplies
 Etc.,

ARE NOW BEING SHOWN ON THE ROAD BY

MR. J. L. KYMER,

OF OUR FIRM.

MR. GEO. H. RAYNOR,

MR. WALTER B. DUDLEY,

MR. CHAS. E. WATSON,

MR. PETER LUBACH.

EATON, LYON & CO.

AGNES BOOTH CIGARS

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

I. M. CLARK GROCERY CO.,

State Agents.

Wholesale Price Current.

Table of Wholesale Price Current listing various goods such as Aceticum, Benzolcum, Boracic, Carbolicum, Citricum, Hydrochlor, Nitrosum, Oxalicum, Phosphorium dil., Salicylicum, Sulphuricum, Tannicum, Tartaricum, Aqua, 16 deg, Carbonas, Chloridum, Black, Brown, Red, Yellow, Baccae, Juniperus, Xanthoxylum, Balsamum, Copalba, Peru, Terabin, Canada, Tolutan, Cortex, Abies, Canadian, Cassiae, Euonymus atropurp, Myrica Cerifera, Prunus Virgini, Quillaja, grd, Sassafras, Ulmus Po (Ground 15), Extractum, Glycyrrhiza Glabra, Haematox, 15 lb. box, Ipecac, Jalapa, pr, Maranta, 1/4s, Podophyllum, Rhei, Sanguinaria, Spigelia, Sanguinaria, Serpentaria, Senega, Similax, Officialis, H, Scilla, Symplocarpus, Fost, Valeriana, Eng, (po.30), Zingiber a, Zingiber j, Semen, Anisum, Apium (graveleons), Bird, Is, Carul, (po. 18), Cardamon, Corlandrum, Cannabis Sativa, Cydonium, Chenopodium, Dipsacis Odorata, Foeniculum, Foennigreek, Lini, Lini, grd, (bbl. 3/4), Lobelia, Phalaris Canarian, Kapa, Sinapis, Albu, Nigra, Spiritus, Frumentum, D. Co., D. F. R., Juniperis, Saacharum N. E., Spt. Vinl Gallii, Vinl Oporto, Vinl Alba, Sponges, Florida sheeps' wool carriage, Nassau sheeps' wool carriage, Velvet extra sheeps' wool carriage, Extra yellow sheeps' carriage, Grass sheeps' wool carriage, Hard for slate use, Yellow Reef, for slate use, Syrups, Accacia, Zingiber, Ipecac, Ferri Iod, Auranti Cortes, Rhei Arom, Similax Officialis, Senega, Scillae, Co, Tolutan, Prunus virg.

Table of Wholesale Price Current listing various goods such as Morphia, S. P. & W., S. N. Y. Q. & C. Co., Moschus Canton, Myristica, No. 1, Nux Vomica, Or. Sepsia, Pepsin Saac, H. & P. D. Co., Pielis Liq, N. C., 1/4 gal, Pielis Liq, quarts, Pielis Liq, pints, Pli Hydrarg, (po. 80), Piper Alba, (po 85), Pix Burgun, Plumbi Aet, Pulvis Ipecac et opii, Pyrethrum, boxes H & P. D. Co., doz, Pyrethrum, pv, Quassiae, Quinia, S. P. & W., S. German, Rubia Tinctorum, Saccharum Lactis pv, Salicin, Sanguis Draconis, Sapo, W, M, G, Seidlitz Mixture, Snaps, opt, Snuff, Maccaboy, De Voes, Myristica, No. 1, Snuff, Scotch, De. Voes, Soda Boras, (po. 11), Soda et Potass Tart, Soda Carb, Soda, Bi-Carb, Soda, Ash, Soda, Sulphas, Spts. Ether Co, Myrcia Dom, Myrcia Imp, Vinl Rect. bbl, Less 5c gal, cash ten days, Strychnia Crystal, Sulphur, Subl, Tamarinds, Terebenth Venice, Theobromae, Vanilla, Zinci Sulph, Oils, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw, Lindseed, bottled, Neat's Foot, winter strained, Spirits Turpentine, Paints, Varnishes, No. 1 Turp Coach, Extra Turp, Coach Body, No. 1 Turp Furn, Extra Turk Damar, Japan Dryer, No. 1 Turp.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

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

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

Grocery Price Current.

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

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

CONDENSED MILK, CRACKERS, BUTTER, and other dairy products.

DRIED FRUITS, including domestic and foreign varieties like apples, raisins, and prunes.

Foreign goods, including various oils, vinegars, and specialty items.

FARINACEOUS GOODS, including flours, meal, and other grain products.

FISH-SALT, including various types of fish and salted products.

FLAVORING EXTRACTS, including vanilla, lemon, and other essences.

MINCE MEAT, including various types of mince and related products.

MOLASSES, including various grades and types of molasses.

PICKLES, including various types of pickled vegetables and fruits.

POTASH, including various grades and types of potash.

SPICES, including various types of spices and seasonings.

SAL SODA, including various grades and types of salt.

SEEDS, including various types of seeds and grains.

SALT, including various grades and types of salt.



Text describing coffee products and prices, including 'Arbuckle's Ariosa' and 'McLaughlin's XXXX'.



Text describing coupon books and their use, including 'Tradesman' and 'Superior' brands.



Text describing mince meat products and prices.

<p>SALEBATUS. Packed 60 lbs. in box. Church's \$3 30 DeLand's 3 15 Dwight's 3 30 Taylor's 3 00</p> <p>SOAP. LAUNDRY. Allen B. Wrisley's Brands. Old Country, 80 1-lb. 3 20 Good Cheer, 60 1 lb. 3 00 White Borax, 100 1/2 lb. 3 60 Proctor & Gamble. Concord 2 80 Ivory, 10 oz. 6 75 " 5 oz. 4 00 Lenox 3 65 Mottled German 3 15 Town Talk 3 00 SCOURING AND POLISHING. Sapolio, kitchen, 3 doz. 2 50 " hand, 3 doz. 2 50</p> <p>SUGAR. Cut Loaf @ 5% Cubes @ 5 Powdered XXXX @ 5 1/2 " Standard @ 5 1/2 Granulated 4.50 @ 4.69 Confectioners' A 4.44 @ 4.56 Soft A @ 4 1/2 White Extra C @ 4 1/2 Extra C @ 4 C @ 3 1/2 Golden @ 3% Yellow @ 3 1/2 Less than bbls. 1/4c advance</p> <p>SYRUPS. Corn. Barrels 24 Half bbls. 26 Pure Cane. Fair 19 Good 25 Choice 30 SWEET GOODS. Ginger Snaps 8 Sugar Creams 8 Frosted Creams 9 Graham Crackers 8 1/2 Oatmeal Crackers 8 1/2</p> <p>TEAS. JAPAN—Regular. Fair @17 Good @20 Choice @24 Choicest @24 Dust @12 SUN CURED. Fair @17 Good @21 Choice @24</p>	<p>Choicest 32 @34 Dust 10 @12</p> <p>BASKET FIRED. Fair 18 @20 Choice 25 @25 Choicest 35 @35 Extra choice, wire leaf 40 @40</p> <p>GUNPOWDER. Common to fair 25 @25 Extra fine to finest 50 @65 Choicest fancy 75 @85 OOLONG. Common to fair 23 @26 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</p> <p>TOBACCO. Fine Cut. Palls unless otherwise noted Hiawatha 60 Sweet Cuba 34 McGinty 24 " 1/2 bbls. 22 Valley City 32 Dandy Jim 27 Torpedo 20 " in drums 19 Yum Yum 26 Plug. Sorg's Brands. Spearhead 38 Joker 22 Nobby Twist 39 Oh My 29 Scotten's Brands. Kylo 22 Hiawatha 38 Valley City 34 Finzer's Brands. Old Honesty 40 Jolly Tar 32 Middleton's Brands. Here It Is 28 Old Style 31 Jas. G. Butler & Co.'s Brands. Something Good 38 Toss Up 26 Out of Sight 25 Private Brands. Sweet Maple 30 L. & W. 26 Smoking. Boss 12 1/2 Colonel's Choice 13</p>	<p>Warpath 14 Banner 15 King Bee 20 Kiln Dried 17 Nigger Head 23 Honey Dew 24 Gold Block 28 Peerless 24 Rob Roy 24 Uncle Sam 28 Tom and Jerry 25 Brier Pipe 30 Yum Yum 32 Red Clover 32 Navy 32 Handmade 40 Frog 33</p> <p>WASHBOARDS. Single. Wilson \$2 00 Saginaw 1 75 Rival 1 40 Daisy 1 00 Langtry 1 10 Defiance 1 05 Double. Wilson 2 50 Saginaw 2 25 Rival 1 80 Defiance 2 00 Crescent 2 60 Red Star 2 75 Shamrock 2 50 Ivy Leaf 2 25 VINEGAR. 40 gr. 7 50 gr. 8 \$1 for barrel. WET MUSTARD. Bulk, per gal. 30 Beer mug, 2 doz in case. 1 75 YEAST. Magic, per box 1 00 Warner's " 1 00 Yeast Foam, per box 1 00</p>	<p>GRAINS and FEEDSTUFFS WHEAT. No. 1 White (58 lb. test) 74 No. 1 Red (60 lb. test) 74 MEAL. Bolted 1 30 Granulated 1 50 FLOUR. Straight, in sacks 4 40 " barrels 4 50 Patent " sacks 5 40 " barrels 5 50 Graham " sacks 2 10 Rye " sacks 2 40 MILLSTUFFS. Car lots Less quantity Bran \$13 50 \$14 00 Screenings 14 50 15 00 Middlings 14 50 15 00 Mixed Feed 20 00 20 50 Coarse meal 20 00 20 50 CORN. Car lots 53 Less than car lots 55 OATS. Car lots 39 Less than car lots 41 HAY. No. 1 Timothy, car lots 12 00 No. 1 " ton lots 13 00 OILS. The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids: Eocene 9 Water White, old test. @ 8 1/2 W. W. Headlight, 156° @ 7 1/2 Water White @ 7 Naptha @ 7 Stove Gasoline @ 7 1/2 Pork @ 36 Engine @ 21 Black, 25 to 30 deg @ 7 1/2 FRESH MEATS. Swift & Company quote as follows: Beef, carcass 5 @ 6 " hind quarters 3 1/2 @ 7 " fore " 3 @ 3 1/2 " loins, No. 3 9 @ 9 1/2 " ribs 7 @ 8 " rounds 5 @ 5 1/2 Bologna @ 4 1/2 Pork loins @ 9 1/2 " shoulders @ 7 1/2 Sausage, blood or head @ 4 1/2 " liver @ 4 1/2 " Frankfort @ 7 Mutton 7 @ 8 Veal 6 @ 6 1/2</p>	<p>HIDES, PELTS and FURS Perkins & Hess pay as follows, prices nominal: HIDES. Green 2 1/2 @ 3 1/4 Part Cured @ 3 1/2 Full " @ 4 1/2 Dry " 5 @ 5 Kips, green 2 1/2 @ 3 1/4 " cured @ 4 1/2 Calfskins, green 4 @ 5 " cured @ 6 1/2 Deaconskins 10 @ 30 No. 2 hides 1/4 off. PELTS. Shearlings 10 @ 25 Lambs 20 @ 50 WOOL. Washed 20 @ 23 Unwashed 10 @ 20 MISCELLANEOUS. Tallow 3 1/4 @ 3 1/2 Grease butter 1 @ 2 Switches 1 1/2 @ 2 Ginseng 2 00 @ 2 65 POULTRY. Local dealers pay as follows: DRESSED. Fowl 8 @ 9 Turkeys 10 @ 11 Ducks 10 @ 11 LIVE. Chickens 12 @ 13 Fowls 8 @ 9 Turkeys 9 @ 10 Spring Duck 10 @ 11 FISH and OYSTERS. F. J. Dettenthaler quotes as follows. FRESH FISH. Whitefish 8 @ 9 Trout 8 @ 9 Halibut @ 15 Clisces or Herring 5 @ 6 Bluefish 11 @ 12 Fresh lobster, per lb. 20 Soft crabs, per doz 1 00 Shrimp, per gal. 1 25 Cod 10 @ 12 No. 1 Pickerel @ 8 Pike @ 7 Smoked White @ 7 OYSTERS—Cans. Fairhaven Counts @ 40 SHELL GOODS. Oysters, per 100 1 25 @ 1 50 Clams, " 1 00 @ 1 25</p>	<p>PAPER & WOODENWARE PAPER. Straw 1 1/2 Rockfalls 1 1/2 Rag sugar 2 1/2 Hardware 2 1/2 Bakers 2 1/2 Dry Goods 5 @ 6 Jute Manila @ 5 1/2 Red Express No. 1 5 1/2 " No. 2 4 1/2 TWINERS. 48 Cotton 50 Cotton, No. 1 17 " No. 2 16 Sea Island, assorted 30 No. 5 Hemp 15 No. 6 " 15 WOODENWARE. Tubs, No. 1 7 00 " No. 2 6 00 " No. 3 5 00 Pails, No. 1, two-hoop 1 35 " No. 1, three-hoop 1 60 Clothespins, 5 gr. boxes 40 Bowls, 11 inch 80 " 13 " 1 00 " 15 " 1 60 " 17 " 2 25 " 19 " 2 75 " 21 " 3 00 Baskets, market 35 " shipping bushel 1 25 " full hoop " 1 35 " willow cl'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 INDURATED WARE. Pails, 1/2 doz 4 05 Tubs, 1/2 doz 4 55</p>
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TANGLEFOOT

Sticky Fly Paper.

PRICE:

One Box \$ 45
One Case (10 Boxes) 4 00

Each box contains 25 Double Sheets and one TANGLEFOOT Holder.

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



No sheet will spoil, no matter how long a box may last.
FOR SALE BY ALL JOBBERS.



ASTOR DO YOU RUN ONE?

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

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

JIM ALLSPICE.

Open Confession of a Road Experience by an Old Timer.

Written for THE TRADESMAN.

The other fellows—and us fellows—make quite a community, especially if we meet on the cars, at the hotels, on the steamboat, at church or at a dance. We are still the same—"only a traveling man."

The average traveler is a man of family. His constant traveling has given him a free and easy, polished, offhand way which he readily turns to good account; but he is oftentimes met with a cold rebuff for an act of genuine courtesy, being considered "too fresh."

The other fellows, who find us so free and easy in our ways, little think of the amount of amusement that they create in an innocent way. I think that the arrival and departure of a train at a fair sized town furnishes the greatest insight into the ways and doings of the other fellows—the human race has a chance to exhibit itself.

Did you ever notice a human tank, or, in other words, a "feeder" a so-called man who can sit down at a hotel table and eat a bill of fair out of sight—and all the trimmings in sight—and then call for poached eggs, dry toast and a glass of milk, his neighbors trying, in the meantime, to get a few samples of the meal. The human tank generally winds up by culling all the best fruit and putting it in his pocket "to finish off with" on the train.

The talkative man on the train who is just home from "Indianey" can tell you all about the erops, politics and religion, and how much money he made off that forty acres of Bill Skinner's. He generally turns out to be the first man who went to the war from "our town," also helped to build the northern end of the railroad. He can tell you about every foot of good pine land along the road. He is the man who "fills in with you" just as you have nicely arranged two seats for a good comfortable snooze.

ductor, train starts up again but the fellow jumped off after all. What a mania people have for raising the car windows, regardless of the weather, cinders and dust—any discomfort to the passengers cuts no figure. And another funny thing you will notice—all the homely girls chew gum on the cars. I have heard different reasons given for this; some say it is to attract attention, some because they chew the "rag" too much at home. The small boy is the special item of interest. Did you ever notice how dry a boy becomes the minute he discovers the water tank, and how easy it is for him to muss up his clean, new waist? His mother spends her time in telling him to stop—don't—he mustn't; but the kid will ransack a car, be in every empty seat and ask a thousand questions before we have made ten stations.

I have seen some sad sights on and around the trains—a young married lady and a little boy of four or five bringing the body of the father from a far Western city back to the old home where lived his parents and relatives. They were all at the station to meet the widow and the boy whom they had never seen. It was a sad duty the conductor had to perform to assist the lady off the train, the little boy following with "papa's sasell." Those gray-haired parents who had had a rough, backwoods life received them tenderly, and at the same time their own hearts were ready to break with grief. Many a poor fellow, from a smash up in some lumber camp or on some freight train, has taken his last ride as he was on his way to the hospital at Big Rapids.

But you never could sell him—he was always overstocked. The minute he spies you he flies over to your seat and anxiously inquires if you have been to his town lately and what the news was. After telling him what you heard when you were there yesterday, you ask him where he has been. His answer attracts the attention of everybody for a dozen seats around, for he gives it as if he had been in Australia. You want to know if he bought anything of your house. No, he did not have time—he was so busy. By a little careful flattery you find out what he bought of your rivals, and then the way you quote him low prices is a caution, and, if a man was

ever sick of his "bargains," as he calls them, he is. You finally get a pressing invitation to call next trip to his town and he will find you an order. And that is the way it goes—business is business—no tricks in our line—one more customer secured. As you settle yourself back you are accosted by an entire stranger who wants to know, "Be you a Grand Rapids 'runner' for a grocery house, an' what's pork worth, and what's 'terbacker' worth by the box?" He thinks of taking a logging job up on Muskrat Lake and is going to want a whole lot of stuff in the fall. With no possible show of doing any business with him, as the brakeman calls out "Reed City—twenty minutes for dinner," you give him the shake and join issue with the rest in getting your share of Adam's dinner.

BENJAMIN.

Government Inspection of Meats.

It is stated by the Department of Agriculture that the inspection of meats, and especially pork, by the officers of that Department under the act of March 3, 1891, has had the effect of adding at least 1 cent per pound to the value of hogs marketed since the withdrawal of foreign prohibition, which resulted from the enforcement of the act. The Department says: "The efficiency of the inspection is well attested by the increased price in the markets, not only of this country but of the world, of American meats bearing the inspection certificates of the Department of Agriculture. Meats bearing this certificate command 1/2 cent more per pound in our markets, and, although the law in Great Britain does not exact our inspection as a requisite to importation, the packers have advised from their agents in that country that the United States government certificates on American pork adds from 2s. to 3s. per 100 to its market value. The packers are in consequence urging the Department to increase the inspection facilities, so as to enable them to enlarge their shipments of inspected meats to Great Britain."

Use Tradesman Coupon Books.

PRODUCE MARKET.

Apples—Several varieties of home grown fruit are now on the market, commanding \$3 per bbl. Beans—Dry stock is in small supply and active demand. Dealers pay \$1.30@1.35 for unpecked and hold city hand picked at \$1.65@1.75 per bu. Beets—50c per bu. Butter—The market is without change, jobbers paying 13@14c and holding at 15@16c. Cabbages—50c and 60c per dozen, according to size. Celery—Choice home grown commands 25c per dozen bunches. Dried apples—Evaporated is firmly held at 8@9c; sundried is strong at 5@6c. Eggs—The price is a little weaker dealers now paying 13 1/2c and holding at 14 1/2c per doz. Grapes—Early Ohio are in limited supply at 50c per 9 lb basket. Green Corn—10c per doz. Honey—14c per lb. Very scarce. Musk Mellons—Osage, \$1.60 per dozen; nutmeg, \$1 per dozen. Onions—Green are in fair demand at 10c per dozen bunches. Home grown dry are firmly held at 75c per bushel. Peaches—Alexanders are in plentiful supply, commanding \$1 to \$1.25 per bushel, according to size and appearance. There is a large crop of clings, but the price will probably not go below \$1 for some weeks. Peas—Marrofat are nearly out of market, being in good demand at 75c per bu. Potatoes—In strong demand and adequate supply at 60@75c per bu. Raspberries—Black and red are both scarce and firmly held, the former at 8c and the latter at 16c per qt. Radishes—10c per dozen bunches. Tomatoes—Home grown is in fair demand at 5@6c per lb. Watermelons—Firm and high, readily commanding \$25 per 100. Whortleberries—The market is well supplied and somewhat lower and will probably go lower yet, as the crop still to come forward is said to be very large. Present quotations are \$2.25@2.50 per bu.

PROVISIONS.

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

Table with 2 columns: Item and Price. Includes Pork in Barrels (Mess, new, 12 25; Short cut, 14 00; Extra clear pig, short cut, 15 50; Extra clear, heavy, 15 00; Clear, fat back, 15 00; Boston clear, short cut, 15 00; Clear back, short cut, 15 00; Standard clear, short cut, best, 15 50).

Table with 2 columns: Item and Price. Includes Sausage—Fresh and Smoked (Pork Sausage, 7 1/2; Ham Sausage, 9; Tongue Sausage, 9; Frankfort Sausage, 7 1/2; Blood Sausage, 5; Bologna, straight, 5; Bologna, thick, 5; Head Cheese, 5).

Table with 4 columns: Item, Kettle Rendered, Granger, Family, Com. pound. Includes Lard (Tierces, 8 1/2; 50 lb. Tins, 8 1/2; 30 lb. Pails, 8 1/2; 10 lb., 9; 5 lb., 9 1/2; 3 lb., 9 1/2).

Table with 2 columns: Item and Price. Includes Beef in Barrels (Extra Mess, warranted 200 lbs., 6 50; Extra Mess, Chicago packing, 6 50; Boneless, rump butts, 10 50). Smoked Meats—Canned or Plain (Hams, average 20 lbs., 12 1/2; 16 lbs., 13; 12 to 14 lbs., 13; picnic, 9 1/2; best boneless, 8 1/2; Shoulders, 8 1/2; Breakfast Bacon, boneless, 10 1/2; Dried beef, ham prices, 9 1/2; Long Cuts, heavy, 8; Briskets, medium, 8; Light, 8).

CANDIES, FRUITS and NUTS.

Table with 4 columns: Item, Full Weight, Bbls., Pails. Includes The Putnam Candy Co. quotes as follows: Stick Candy (Standard, per lb., 6; H. H., 6; Twist, 6; Boston Cream, 20 lb. cases, 8 1/2; Cut Loaf, 7; Extra H. H., cases, 7).

Table with 4 columns: Item, Full Weight, Bbls., Pails. Includes Mixed Candy (Standard, 6; Leader, 6; Royal, 6 1/2; Nobby, 7; English Rock, 7; Conserves, 7; Broken Taffy, baskets, 8; Peanut Squares, 8; French Creams, 10; Valley Creams, 13; Midget, 30 lb. baskets, 8; Modern, 30 lb., 8).

Table with 4 columns: Item, Full Weight, Pails. Includes Fancy—in bulk (Lozenges, plain, 10; printed, 11; Chocolate Drops, 11 1/2; Chocolate Monumentals, 13; Gum Drops, 5 1/2; Moss Drops, 8; Sour Drops, 8 1/2; Imperials, 10).

Table with 4 columns: Item, Full Weight, Per Box. Includes Fancy—in 5 lb. boxes (Lemon Drops, 55; Sour Drops, 55; Peppermint Drops, 60; Chocolate Drops, 65; H. M. Chocolate Drops, 90; Gum Drops, 40@50; Licorice Drops, 1 00; A. B. Licorice Drops, 80; Lozenges, plain, 60; printed, 65; Imperials, 60; Mottos, 70; Cream Bar, 60; Molasses Bar, 55; Hand Made Creams, 85@95; Plain Creams, 80@90; Decorated Creams, 1 00; String Rock, 65; Burnt Almonds, 1 00; Wintergreen Berries, 60).

Table with 4 columns: Item, Price. Includes Carameles (No. 1, wrapped, 2 lb. boxes, 34; No. 1, 3, 51; No. 2, 2, 28; No. 3, 3, 28; Stand up, 5 lb. boxes, 90).

Table with 4 columns: Item, Price. Includes Bananas (Small, 1 00@1 25; Medium, 1 50@1 75; Large, 2 00@2 25).

Table with 4 columns: Item, Price. Includes Oranges (California, 96, @; 120, @; 150, @; Messina, choice, 200, @ 6 90; 160, @).

Table with 4 columns: Item, Price. Includes Lemons (Messina, choice, 360, @; fancy, 360, @ 7 00; choice, 300, @ 7 00; fancy, 300, @ 7 00).

Table with 4 columns: Item, Price. Includes Other Foreign Fruits (Figs, fancy layers, 6 lb., @ 13; 10 lb., @ 14; extra, 14 lb., @ 15; 20 lb., @ 18; Dates, Fard, 10-lb. box, @ 8 1/2; 50-lb., @ 6 1/2; Persian, 50-lb. box, 4 1/2 @ 5).

Table with 4 columns: Item, Price. Includes Nuts (Almonds, Tarragona, @ 18 1/2; Ivaca, @ 17; California, @ 18 1/2; Brazil, new, @ 17; Filberts, @ 11 1/2; Walnuts, Grenoble, @ 14 1/2; Marbot, @; Chli, @ 10; Table Nuts, fancy, @ 13; choice, @ 12; Pecans, Texas, H. P., @ 14; Cocoanuts, full sacks, @ 3 90).

Table with 4 columns: Item, Price. Includes Peanuts (Fancy, H. P., Suns, @ 5 1/2; Roasted, @ 7 1/2; Fancy, H. P., Flags, @ 5 1/2; Roasted, @ 7 1/2; Choice, H. P., Extras, @ 4 1/2; Roasted, @ 5 1/2; California Walnuts, 12 1/2).

FINANCIAL NOTES OF THE WEEK.

The renewal of gold exports, just as the shipments of the new crop of wheat are beginning, bears eloquent witness to the redundancy of our currency, caused by the addition to it of the \$4,000,000 and more every month in coin notes issued under the act of July, 1890. The talk of obstructing the outflow of the metal by such feeble devices as charging an extra price for bars over coin, and of refusing to redeem greenbacks in gold when the gold is known to be wanted for export, is puerile. The only measure that could prove at all effective would be a simultaneous suspension of gold payments by the Treasury and by the banks, but even that obstacle would soon be overcome. Exporters would supply themselves from outside sources, and whatever premium they would have to pay would be added to the price of imports. Thus we should ruin our credit to no purpose.

By the way, nobody in Wall street seems to take Austria's requirements for gold to carry out its new financial scheme seriously into consideration as an element in the exports of gold from this country. It is true that the scheme has not yet been fully enacted by law, but a beginning has been made, and the rest is only a question of time. The Hungarian Minister announced the other day to the Hungarian Diet that he had already quietly secured his quota of the necessary gold, and it is quite likely that his Austrian colleague has been equally prudent in providing his share. Hence the gold shipments, which it puzzles so many people to account for, may have been partly made to supply Austria with gold, in a roundabout way, though the fact will be concealed until secrecy is no longer necessary.

In view of this foreign demand for gold and of the rapid increase of the volume of our currency through the operation of the act of July, 1890, I cannot understand upon what sound principles the repeal of the prohibitory tax upon State bank circulating notes is demanded. Apart from the evils of a multifarious and insecure currency which afflicted the country before the circulation of State banks was suppressed, its issue now would open another floodgate and let more notes into our already heavily watered stock of paper money. Some men, I know, have a wild idea that State banks, if allowed to issue currency, would do so only when it was wanted to move the crops, and would withdraw it as soon as that demand ceased; but they evidently reckon without taking into account the cupidity of bank officers. Currency once issued by the banks would be issued forever, and would be a constant menace to the permanence of specie payments.

Another interesting currency complication has been created by a recent ruling of the Government fixing the actual value of the Austrian silver florin at a higher rate than its bullion value. The florin, when it was first coined, was worth as bullion about 48 cents. Since then, by the depreciation of silver, its bullion value has fallen to about 32 cents. But, on the other hand, the coinage of the florin was suspended in 1879, and, owing to the restriction thus put upon the volume of pieces in circulation, its exchangeable value is now about 40 cents. It is at this value that the Austrian Government proposes to redeem it in gold, under the new finance laws now

under consideration. The Director of the Mint, looking only to the weight of silver in it, has officially proclaimed it to be worth only 32 cents, and according to this rate importers of goods from Austria have, heretofore, been accustomed to pay duties. Our Government now contends that, inasmuch as the goods are bought and paid for at the rate of 40 cents to the florin, the duties on them should be collected at the same rate, which seems to be reasonable, though the importers make a loud outcry against it, and talk of appealing to the courts for redress.

A sudden temporary drop was caused in the price of sugar stock by a rumor that the duty on imported refined sugar was about to be repealed by Congress. The rumor was soon discovered to be false, and a moment's reflection ought to have shown everybody that a measure of such importance could not possibly pass even the House of Representatives at this stage of the session, much less the Senate. Still, the effect produced by it is valuable, as a warning of the precarious condition of the sugar refining industry of this country, and of its liability to serious injury, if not to ruin, from legislative caprice. At present raw sugar comes in free of duty, and the product of American refineries is protected by a duty of 1½ cents per pound. To compensate the Louisiana planters for the loss of the protection they formerly enjoyed from the duty on foreign grown raw sugar, as well as to encourage the growth of sugar from beets and from sorghum, the McKinley tariff gives a bounty of two cents per pound on all home-grown raw sugar, amounting to about \$15,000,000 a year. It is quite possible that, in view of the deficit in the national revenue for the year just ended, and which will probably be larger this current year, the duty on raw sugar may be restored next winter and the bounty repealed. This would involve a readjustment of the duty on imported refined sugar, the result of which might be a serious diminution of the profits of American refineries.

Evidently the public in general is not yet convinced that any of the industrial stocks, sugar included, can be counted on to pay dividends at the rate they are now paying for any length of time. Otherwise they would give much more for them than they do. With good railroad stocks and bonds, bank stocks, trust company stocks, and municipal bonds selling at prices which yield the purchasers 4 per cent. per annum and less, the selling of 8 and 10 per cent. industrial stocks at about par is explainable only by a lack of confidence in their future. The sagacious investors who can discern this future with accuracy, and who have the courage to act upon their convictions, will undoubtedly gain large profits, but how to acquire this prophetic foresight is the problem.

An important fact brought out by the Homestead strike is that the machinery for making iron and steel has been so improved that little or no human skill is needed to run it. The green hands employed in the place of the strikers at the Carnegie mills have, it is said, learned in a few days to turn out slabs and plates quite as well as the old hands, who fancied that only they were competent to do the work. If this is true, I shall have to modify the opinion I expressed in my communication of a week ago to the effect that in the present contest between

the strikers and their employers the odds are in favor of the strikers. If the employers can draw for all the hands they need upon the immense surplus of unskilled labor which has as yet defied all efforts to organize it, they are independent of the union men, and must win a victory over them.

The small shopkeepers in Paris are demanding of the Government protection against the competition of the great establishments like the Louvre and the Bon Marche, which sell all kinds of dry goods and knick-knacks, as Americans know, at very low prices, depending upon the extent of their transactions for their profits. Their humble rivals ask that these big concerns shall be required to pay for a license for each department of their business instead of the single license heretofore required of them, and that the fee shall increase according to the number of employes in each department, with the addition of a tax upon the rental value of the premises occupied. New York shopkeepers have not yet risen in a similar manner against Stern's, Macy's, Ridley's, and other mammoth establishments, but they may perhaps be moved to do it by the example of their brethren in Paris.

MATTHEW MARSHALL.

There is more Catarrh in this section of the country than all other diseases put together, and until the last few years was supposed to be incurable. For a great many years doctors pronounced it a local disease, and prescribed local remedies and by constantly failing to cure with local treatment, pronounced it incurable. Science has proven catarrh to be a constitutional disease, and therefore requires constitutional treatment. Hall's Catarrh Cure, manufactured by F. J. Cheney & Co., Toledo, Ohio, is the only constitutional cure on the market. It is taken internally in doses from 10 drops to a teaspoonful. It acts directly on the blood and mucous surfaces of the system. They offer one hundred dollars for any case it fails to cure. Send for circulars and testimonials. Address F. J. CHENEY & CO., Toledo, O.

Sold by druggists, 75c.

MICHIGAN CENTRAL
"The Niagara Falls Route."

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

Daily.

All other daily except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a. m., returning leave Detroit 4:45 p. m., arrive in Grand Rapids 10 p. m.
FRED M. BRIGGS, Gen'l Agent, 85 Monroe St.
A. ALAQUIST, Ticket Agent, Union Depot.
GEO. W. MUMSON, Union Ticket Office, 47 Monroe St.
O. W. RUGGLES G. P. & T. Agent, Chicago.



TIME TABLE

NOW IN EFFECT.

EASTWARD.				
Trains Leave	*No. 14	+No. 16	+No. 18	*No. 22
Lv. Chicago.....	7:30pm	.....	.....	.....
Lv. Milwaukee.....	8:30pm	.....	.....	.....
G'd Rapids, Lv	6:50am 10:30am	3:25pm	10:55pm	.....
Ionla.....Ar	7:45am 11:25am	4:27pm	12:37am	.....
St. Johns.....Ar	8:30am 12:17pm	5:20pm	1:55am	.....
Owosso.....Ar	9:05am 1:20pm	5:05pm	3:15am	.....
E. Saginaw.....Ar	10:45am 3:05pm	8:0pm	6:45am	.....
Bay City.....Ar	11:30am 3:45pm	8:45pm	7:22am	.....
Flint.....Ar	10:05am 3:45pm	7:05pm	5:40am	.....
Pt. Huron.....Ar	11:55am 6:00pm	8:00pm	7:30am	.....
Pontiac.....Ar	10:53am 3:05pm	8:25pm	5:37am	.....
Detroit.....Ar	11:50am 4:05pm	9:25pm	7:00am	.....
WESTWARD.				
Trains Leave	*No. 21	+No. 11	+No. 13	*No. 15
Lv. Detroit.....	1 5p	m 1:50a m	4 05pm	.....
G'd Rapids, Lv	7 05am	1 00pm	5 10pm	10 20pm
G'd Haven, Ar	8 35am	2 10pm	6 15pm	11 30pm
Milwaukee Str	.....	.....	6 30am	6 30am
Chicago Str	.....	6 00am	6 00am	.....

*Daily. †Daily except Sunday.
Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:00 p. m. and 10:00 p. m.
Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:15 p. m. and 10:30 p. m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 22 Wagner Sleeper.
Westward—No. 21 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffet car.
JOHN W. LOUD, Traffic Manager.
BEN FRENCH, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

Grand Rapids & Indiana.

Schedule in effect July 3, 1892.

TRAINS GOING NORTH.	
Arrive from Leave going South.	
For Traverse City & Mackinaw	6:50 a m
From Kalamazoo	9:20 a m
For Traverse City & Mackinaw	1:50 p m
For Traverse City	2:00 p m
For Potoskey & Mackinaw	4:15 p m
From Chicago and Kalamazoo	8:10 p m
For Saginaw	8:35 p m
For Saginaw	7:20 a m
For Saginaw	4:15 p m
Train arriving from south at 6:50 a m and departing north at 7:20 a m daily; all other trains daily except Sunday.	
TRAINS GOING SOUTH.	
Arrive from Leave going North.	
For Cincinnati	6:20 a m
For Kalamazoo and Chicago	7:00 a m
For Fort Wayne and the East	11:50 a m
For Cincinnati	3:20 p m
For Chicago	10:40 p m
From Saginaw	11:50 a m
From Saginaw	10:40 p m
Train arriving from the north at 5:20 p m and leaving south at 6:00 p. m., also train leaving south at 11:20 p. m. on rail daily; all other trains daily except Sunday.	

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

Chicago via G. R. & I. R. R.
Lv Grand Rapids 10:05 a m 2:00 p m 11:20 p m
Ar Chicago 3:35 p m 9:00 p m 6:50 a m
10:05 a m train through Wagner Parlor Car.
11:20 p m train daily, through Wagner Sleeping Car.
Lv Chicago 7:05 a m 3:10 p m 10:10 p m
Ar Grand Rapids 1:50 pm 8:35 p m 6:50 a m
3:10 p m through Wagner Parlor Car. 10:10 p m train daily, through Wagner Sleeping Car.

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

CHICAGO JUNE 17, 1892.
AND WEST MICHIGAN RY.

GOING TO CHICAGO.
Lv. GR'D RAPIDS..... 9:05am 1:35pm *11:35pm
Ar. CHICAGO..... 3:35pm 6:15pm *7:05am

RETURNING FROM CHICAGO.
Lv. CHICAGO..... 7:05am 5:25pm *11:15pm
Ar. GR'D RAPIDS..... 3:55pm 10:10pm *6:10am

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

TO AND FROM BENTON HARBOR, ST JOSEPH AND INDIANAPOLIS.
Lv. G. R..... 9:05am 1:35pm + 6:30pm *11:35pm
Ar. G. R..... *6:10am 1:45pm 5:20pm 10:35pm
TO AND FROM MUSKEGON.
Lv. G. R..... 8:40am 3:40pm
Ar. G. R..... 10:45am 1:45pm 5:20pm
TRAVERSE CITY, CHARLEVOIX & PETOSKEY.
Lv. G. R..... *7:30am 2:10pm 5:35pm 11:15pm
Ar. T. C..... 12:15pm 6:45pm 10:55pm 4:40am
Ar. Ch'voix..... *2:25pm 8:50pm 7:00am
Ar. Pet'y..... *2:55pm 9:30pm 7:2 am
Ar. B. V..... *3:10pm 9:25pm 7:40am
Ar. from Bay View, Petoskey, etc., 6:30 am, 11:10 am, 1:15 pm, *9:45 pm.
TO AND FROM OTTAWA BEACH.
Lv. G. R..... 8:40am 1:35pm 5:40pm
Ar G. R..... 8:00am 1:45pm 5:20pm 10:35pm

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

THROUGH CAR SERVICE.
Wagner Parlor Cars Leave Grand Rapids 1:35 pm, leave Chicago 7:05 am, 5:25 pm; leave Grand Rapids 7:30am, 12:10 pm; leave Bay View 6:10 am, *1:45 pm.
Wagner Sleepers—Leave Grand Rapids *11:35 pm; leave Chicago *11:15 pm; leave Bay View *10:15 pm; leave Grand Rapids *11:35 pm; leave Indianapolis via Big Four 7:00 pm.
*Every day. †Except Saturday. ‡Except Monday. Other trains week days only.

DETROIT, JUNE 26, 1892.
LANSING & NORTHERN R. R.

GOING TO DETROIT.
Lv. G. R..... 7:30am *2:00pm 5:40pm *11:00pm
Ar. DET..... 11:40am *5:55pm 10:35pm *7:00am

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G. R 7:20am 4:15pm Ar. G. R. 11:50am 10:40pm

TO LOWELL VIA LOWELL & HASTINGS R. R.
Lv. Grand Rapids..... 7:20am 2:00pm 5:40pm
Ar. from Lowell..... 12:45pm 5:35pm 7:00am

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

The Hardware Market.

Wages—Contrary to expectations, the proper adjustment of this vexed question still remains in an unsettled condition, owing to the very low prices which have ruled on all classes of iron products. The manufacturers do not feel that they can resume operations until satisfactory arrangements can be made with their men.

Bar Iron—Not an iron mill is at present in operation and the natural result is low stocks and higher prices.

Wire Nails—The same conditions exist in this branch of business as in bar iron. The wage scale has not yet been signed. No mills are running and prices are advancing. The best price at the mill for assorted car loads is \$1.65 to \$1.70. Jobbers have advanced prices to \$1.85 and \$1.90, according to quantity wanted.

Steel Nails—Still remain scarce and firm in price. The Laughlin Nail Co., near Wheeling, W. Va., has signed the wage scale and has commenced to manufacture. While their resumption will not affect prices, it will afford dealers an opportunity to get their stocks in better condition.

Wrought Iron Pipe—At a meeting of the manufacturers of gas pipe, a new list was adopted, to take immediate effect. The only changes on sizes, 1½ and under, was on ½ inch, which was advanced ½ cent per foot, making the list 6 cents on black and 8 cents on galvanized. On lap welded pipe, the list is advanced on 2 and 2½ inch black 3 cents a foot and on same sizes in galvanized 4 cents per foot. The discount remains the same.

Rope—The demand is light. Prices are unchanged, although the shading of regular prices is being done.

Stove Boards—A list on boards has been issued and prices are a trifle higher than last year. Jobbers are quoting 50 and 10 discount on all kinds of round boards and 60 per cent. on square and oblong.

Barbed Wire—Business is commencing to pick up in this line, but no change in price is being made.

Potato Forks—A new fork has been put on the market for digging potatoes and meets with ready sale. It is a heavy six tined fork and comes in long and D. handle, strap ferrule and sells as follows: D. H. strap, \$7.50 per dozen; L. H., \$7.

Guns and Ammunition—It is a little early yet to record any marked activity in this line, but, with the coming of September, jobbers and retail dealers

alike are anticipating a very good trade. Prices on shot, powder and loaded shells remain the same as our last report.

The Peach Crop.

Notwithstanding the hue and cry indulged in by the growers during the wet weather to the effect that the peach crop was likely to be a total failure, every indication now points to a crop large in quantity and fine in quality. While it is true that some of the orchards in the vicinity of Sparta were damaged by the long-continued wet weather, and while many old orchards will not yield as large crops as usual this year, owing to the fact that they have been pushed beyond their normal capacity, the smaller orchards and the new orchards make an excellent showing. While the wet weather undoubtedly curtailed the crop in some localities, it obviated the shriveled condition of the fruit which was so common with a portion of last year's crop, in consequence of the long dry spell in the earlier part of the season.

Annual Picnics of Saginaw and Jackson Grocers.

The Jackson Grocers' Union will hold its annual picnic at Bawbees Lake, Hillsdale county, on Aug. 10. An interesting programme has been provided, concluding with speeches by gentlemen prominent in the organization movement, including the editor of THE TRADESMAN.

The day following the Saginaw Retail Grocers' Association will hold its second annual picnic at Bay Port, Huron county. It was the good fortune of the editor of THE TRADESMAN to be present on the occasion of the first picnic of the Association, last year, which was such a remarkable success that the managers of this year's picnic will find it difficult to eclipse same. Liberal prizes are offered for the winners of games and contests and ample train service has been arranged for. Trains will run every half hour during the morning and return every hour from 6 to 11 p. m.

Lakeview Items.

Mrs. H. C. Thompson has opened a store here with a stock of dry goods, boots and shoes.

The D., L. & N. Railway has put in a side track for the accommodation of A. McAfee's stave mill.

L. C. Perkins is closing out his stock of dry goods and will re-enter the stave mill business.

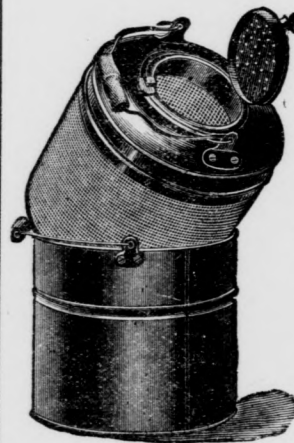
C. Newton Smith proposes to expend \$300 in the enlargement and improvement of his store building.

People That Are Posted

DO SAY THE



Garden City Floating Bait Pail

Is the Best Thing Out.

MINNOWS CAN BE TAKEN FROM THIS PAIL WITHOUT REMOVING SAME FROM THE WATER.

This pail is the most complete ever put on the market, easily handled, light, noiseless, and can not sink. Made of galvanized wire, and a free circulation of air is thereby afforded, thus constantly supplying to your minnows fresh water as well as attracting other fish to it.

Warranted not to sink when the Lid is Opened.

FOSTER-STEVENS

& CO.

MONROE ST.



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

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

FRANK M. BEACH.
HENRY C. BOOTH.

Also Proprietors of New York Coffee Rooms, 61 Pearl St.

-- THE --

PUTMAN CANDY CO.

Are Extensive Manufacturers of

High Grade Confectionery,

And the Largest Handlers of

**ORANGES, LEMONS,
BANANAS, NUTS,
DATES, FIGS, ETC.**

In Western Michigan Your orders to them
will be promptly executed and duly appre-
ciated.

MICHIGAN BARK & LUMBER CO.,



Successors to

N. B. Clark & Co.

14 and 19 Widdicomb Building.

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

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

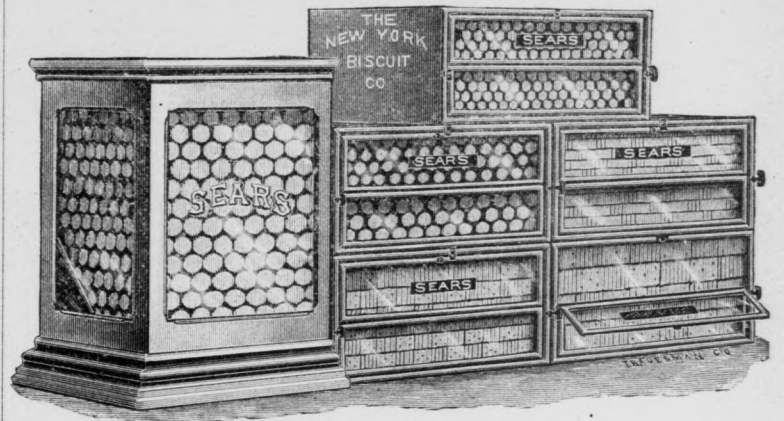
Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Ginghams,
Prints and Domestic Cottons.

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

Spring & Company.

Cracker Chests.

Glass Covers for Biscuits.



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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

VOIGT, HERPOLSHEIMER & CO., WHOLESALE

Dry Goods, Carpets and Cloaks

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

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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

GOLD MEDAL FINECUT

Is a Winner. Don't forget the
price,

-- 18C. --

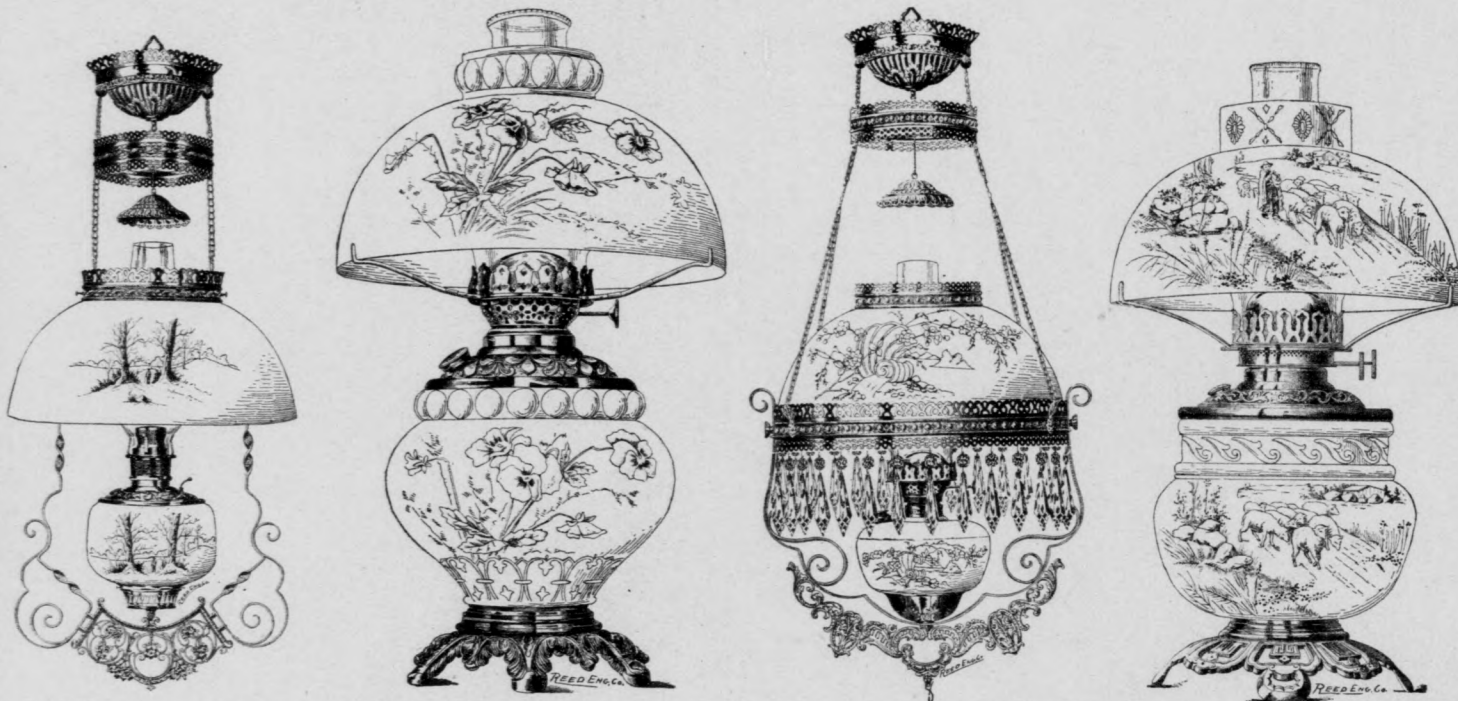
BALL-BARNHART-PUTMAN CO.

NEW DESIGNS IN LAMP GOODS.

DROP us a postal for complete Lithographs showing new patterns with beautiful Bisque Finish decorations. Our Lamps, Lanterns, Shades, Chimneys and everything in the Lamp Goods line now ready for fall trade. Save us your orders and we will save you time, money and freight.

VISITORS Invited to call and see our incomparable assortment. We are special agents for the best lines of MAMMOTH STORE LAMPS.

H. LEONARD & SONS.



IDEAL ASSORTMENT.

Complete except chimneys and wicks.

2 only No. 20 Sewing Lamps, solar burners, 7 in. ring. Decorations—Wild pinks, pink and canary tints, bisque finish. Net each, 84c.	\$1 68
2 only No. 21 Sewing Lamps, same trimming. Dec.—Phlox, pink and celadon tints, bisque finish. Net each, 84c.	1 68
2 only No. 22 Sewing Lamps, same trimming. Dec.—Blush roses, ivory and blue tints. Bisque finish. Net each 84c.	1 68
Package	35
Total for six lamps	\$5 39

ADA ASSORTMENT.

Complete except chimneys and wicks.

2 only No. 23 Reading Lamps, solar burners, 8½ in. tripod, dome shade. Dec.—Mountain lake, canary and white tints. Bisque finish. Net each \$1.20	\$2 40
2 only No. 24, same trimmings. Dec.—Tea rose, pink and celadon tints. Bisque finish. Net each \$1.20	2 40
2 only No. 25, same trimmings. Dec.—Winter twilight, blue tints. Bisque finish. Net each \$1.20	2 40
Package	35
Total for six lamps	\$7 55

LOWELL ASSORTMENT.

Complete except chimneys and wicks.

2 only No. 26 Vase Lamps, solar burners, 10 in. tripods and shades. Dec.—Pansies, blue tints. Bisque finish. Net each \$1.40	\$2 80
2 only No. 27, same trimmings. Dec.—Early autumn, cream tints. Bisque finish. Net each \$1.40	2 80
2 only No. 28, same styles. Dec.—Foxglove and fern, pink tints; bisque finish. Net each \$1.40	2 80
Package	35
Total for six lamps	\$8 75

CHALLENGE ASSORTMENT.

Complete except chimneys and wicks.

2 only No. 29 Lamps, double Duplex burners, 10 in. tripod Renaissance dome shade. Dec.—Cosmos, blue tint; bisque finish. Net each 1.67	\$3 34
2 only No. 30 Lamps, same tr'g Dec.—Shepherd scene, pink and gray tints. Bisque finish. Net each 1.66	3 32
2 only No. 31 Lamps, same style Dec.—La France rose, pink and ivory tints; bisque finish. Net each 1.67	3 34
Package	35
Total for six lamps	\$10 35

Princess May Assortment.

Complete except chimneys.

2 only No. 32 Central Draft Lps 10 in. trim'gs. Dec.—Forget-me-nots, blue and ivory tints. Bisque finish. Net each 1.87½	3 75
2 only No. 33, same style. Dec.—Fairies, pink and celadon tints; bisque finish. Net each 1.87½	3 75
2 only No. 34 same style. Dec.—Florida pinks, canary and pink tints; bisque finish. Net each \$1.87½	3 75
Package	35
Total for six lamps	\$11 60

ASSORTED LIBRARY LAMPS, NO. 20.

Complete except chimneys and wicks.

1 No. 70 weight extension, solar burner. Dec. fount and shade to match; bright finish, net.	\$1 58
1 No. 071 spring extension; dec.—Bleeding hearts, fount and shade to match; net.	2 25
1 No. 072 spring extension; dec.—Morning glory; net.	2 70
1 No. 73½ weight extension, 30 prisms. Dec.—Red and blue flowers, green tint; net.	3 15
1 No. 74½ spring extension, 30 prisms. Dec.—Easter flowers, carmine color; net.	3 60
1 No. 075½ same. Dec.—Hawthorn, buff color, net.	4 05
Package	70
Total for six lamps	\$18 03

ASSORTED LIBRARY LAMP, NO. 25.

Complete except chimneys.

1 No. 076 spring extension, central draft fount. Dec.—Winter twilight; blue bisque finish; net.	\$3 38
1 No. 077½ same, with 30 prisms Dec.—Forget-me-nots, ivory and blue colors; bisque finish net.	4 05
1 No. 078½ same, 30 prisms. Dec.—Foxglove, pink color, bright finish, net.	4 95
Package	45
Total for three lamps	\$12 83

ASSORTED LIBRARY LAMPS, NO. 30.

Complete except chimneys.

1 No. 079 spring ext'sion; dec.—Rose vine, flesh color; bisque finish. net.	\$3 08
1 No. 080½ same, with 30 prisms Dec.—Rose spray, buff, bisq'e finish; net.	3 52
1 No. 081½ same. Dec.—Peacock, carmine color, bisque finish; net.	3 74
1 No. 082½ same. Dec.—Shell flesh color, bisque finish; net	4 18
1 No. 086½ same. Dec.—Sea grass, turquoise color, bisque finish; net.	4 40
1 No. 084½ same. Dec.—Birds and trees, buff color, bisque finish; net.	4 84
Package	70
Total for six lamps	\$24 46