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NO. 507

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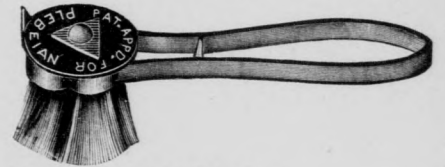
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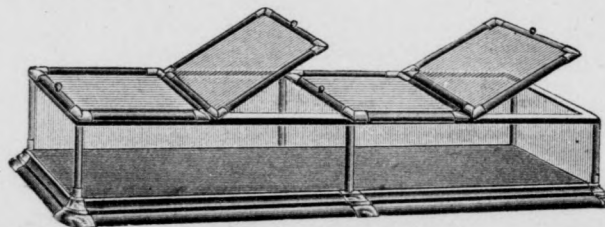
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VOL. X.

GRAND RAPIDS, WEDNESDAY, JUNE 7, 1893.

NO. 507

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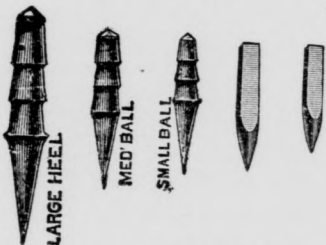
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THE TYPE-WRITTEN LETTER.

When a man has battled with poverty all his life, fearing it as he fought it, feeling for the skinny throat to throttle it, and yet dreading all the while the coming of the time when it would gain the mastery and throttle him—when such a man is told that he is rich, it might be imagined he would receive the announcement with hilarity. When Richard Denham realized that he was wealthy he became more sobered than usual, and drew a long breath as if he had been running a race and had won it. The man who brought him the news had no idea he had told Denham anything novel. He merely happened to say: "You are a rich man, Mr. Denham, and will never miss it."

Denham had never before been called a rich man, and up to that moment he had not thought of himself as wealthy. He wrote out the check asked of him, and his visitor departed gratefully, leaving the merchant with something to ponder over. He was as surprised with the suddenness of the thing as if someone had left him a legacy. Yet the money was all of his own accumulating, but his struggle had been so long, and he had been so helpless about it, that from mere habit he exerted all his energies long after the enemy was overcome—just as the troops at New Orleans fought a fierce battle not knowing the war was over. He had sprung from such a hopelessly poor family. Poverty had been their inheritance from generation to generation. It was the invariable legacy that father had left to son in the Denham family. All had accepted their lot with uncomplaining resignation, until Richard resolved he would at least have a fight for it. And now the fight had been won. Denham sat in his office staring at the dingy wall paper so long, that Rogers, the chief clerk, put his head in and said in a deferential voice:

"Anything more to-night, Mr. Denham?"

Denham started as if that question in that tone had not been asked him every night for years.

"What's that, what's that," he cried. Rogers was astonished but too well trained to show it.

"Anything more to-night, Mr. Denham?"

"Ah, quite so. No, Rogers, thank you, nothing more.

"Good night, Mr. Denham."

"Eh? Oh, yes. Good night, Rogers, good night."

When Mr. Denham left his office and went out into the street everything had an unusual appearance to him. He walked long, unheeding the direction. He looked at the fine residences and realized that he might have a fine residence if he wanted it. He saw handsome carriages; he too might set up an equipage. The satisfaction these thoughts produced was brief. Of what use would a fine house or an elegant carriage be to him? He knew no one to invite to the house or to ride with him in the carriage. He began to realize how

utterly alone in the world he was. He had no friends, no acquaintances even. The running dog with its nose to the ground, sees nothing of the surrounding scenery. He knew men in a business way, of course, and doubtless each of them had a home in the suburbs somewhere, but he could not take a business man by the shoulders and say to him, "Invite me to your house; I am lonesome; I want to know people."

If he got such an invitation, he would not know what to do with himself. He was familiar with the counting room and its language, but the drawing room was an unexplored country to him, where an unknown tongue was spoken. On the road to wealth he had missed something, and it was now too late to go back for it. Only the day before, he had heard one of the clerks, who did not know he was within earshot, allude to him as the "old man." He felt as young as ever he did, but the phrase so lightly spoken made him catch his breath.

As he was now walking through the park, and away from the busy streets, he took off his hat and ran his fingers through his grizzled hair, looking at his hand when he had done so as if the gray, like wet paint, had come off. He thought of a girl he knew once, who perhaps would have married him if he had asked her, as he was tempted to do. But that had always been a mistake of the Denhams. They had all married young except himself, and so sunk deeper into the mire of poverty, pressed down by a rapidly increasing progeny. The girl had married a baker, he remembered. Yes, that was a long time ago. The clerk was not far wrong when he called him an old man. Suddenly, another girl arose before his mental vision—a modern girl—very different indeed to the one who had married the baker. She was the only woman in the world with whom he was on speaking terms, and he knew her merely because her light and nimble fingers played the business sonata of one note on his office typewriter. Miss Gale was pretty, of course—all typewriter girls are—and it was generally understood in the office that she belonged to a good family who had come down in the world. Her somewhat independent air deepened this conviction and kept the clerks at a distance. She was a sensible girl who realized that the typewriter paid better than the piano, and accordingly turned the expertness of her white fingers to the former instrument. Richard Denham sat down upon a park bench. "Why not?" he asked himself. There was no reason against it except that he had not the courage. Nevertheless, he formed a desperate resolution.

Next day business went on as usual. Letters were answered and the time arrived when Miss Gale came in to see if he had any further commands that day. Denham hesitated. He felt vaguely that a business office was not the proper place for a proposal; yet he knew he would be at a disadvantage anywhere else. In the first place he had no plausible excuse for calling upon the young

woman at home, and, in the second place, he knew if he once got there he would be stricken dumb. It must either be at his office or nowhere.

"Sit down a moment, Miss Gale," he said at last; "I wanted to consult you about a matter—a business matter."

Miss Gale seated herself, and automatically placed on her knee the shorthand writing-pad ready to take down his instructions. She looked up at him expectantly. Denham, in an embarrassed manner, ran his fingers through his hair.

"I am thinking," he began, "of taking a partner. The business is very prosperous now. In fact, it has been for some time."

"Yes?" said Miss Gale, interrogatively.

"Yes. I think I should have a partner. It is about that I wanted to speak to you."

"Don't you think it would be better to consult with Mr. Rogers? He knows more about business than I. But perhaps it is Mr. Rogers who is to be the partner?"

"No, it is not Rogers. Rogers is a good man. But—it is not Rogers."

"Then I think in an important matter like this Mr. Rogers, or someone who knows the business as thoroughly as he does, would be able to give advice that would be of some value."

"I don't want advice exactly. I have made up my mind to have a partner, if the partner is willing."

Denham mopped his brow. It was going to be even more difficult than he had anticipated.

"Is it, then, a question of the capital the partner is to bring in?" asked Miss Gale, anxious to help him.

"No, no. I don't wish any capital. I have enough for both. And the business is very prosperous, Miss Gale—and—and has been."

The young woman raised her eyebrows in surprise.

"You surely don't intend to share the profits with a partner who brings no capital into the business?"

"Yes—yes, I do. You see, as I said, I have no need for more capital."

"Oh, if that is the case, I think you should consult Mr. Rogers before you commit yourself."

"But Rogers wouldn't understand."

"I'm afraid I don't understand either. It seems to me a foolish thing to do—that is, if you want my advice."

"Oh, yes, I want it. But it isn't as foolish as you think. I should have had a partner long ago. That is where I made the mistake. I've made up my mind on that."

"Then I don't see that I can be of any use—if your mind is already made up."

"Oh, yes, you can. I'm a little afraid that my offer may not be accepted."

"It is sure to be, if the man has any sense. No fear of such an offer being refused. Offers like that are not to be had every day. It will be accepted."

"Do you really think so, Miss Gale? I am glad that is your opinion. Now, what I wanted to consult you about, is the form of the offer. I would like to put it—well—delicately, you know, so that it would not be refused or give offense."

"I see. You want me to write a letter to him?"

"Exactly, exactly," cried Denham with some relief. He had not thought of sending a letter before. Now he wondered why he had not thought of it. It

was so evidently the best way out of a situation that was extremely disconcerting.

"Have you spoken to him about it?"

"To him? What him?"

"To your future partner, about the proposal?"

"No, no. Oh, no. That is—I have spoken to nobody but you."

"And you are determined not to speak to Mr. Rogers before you write?"

"Certainly not. It's none of Rogers' business."

"Oh, very well," said Miss Gale shortly, bending over her writing-pad.

It was evident that her opinion of Denham's wisdom was steadily lowering. Suddenly she looked up.

"How much shall I say the annual profits are? Or do you want that mentioned?"

"I—I don't think I would mention that. You see, I don't wish this arrangement to be carried out on a monetary basis—not altogether."

"On what basis then?"

"Well—I can hardly say. On a personal basis, perhaps. I rather hope that the person—that my partner—would, you know, like to be associated with me."

"On a friendly basis you mean?" asked Miss Gale, mercilessly.

"Certainly. Friendly, of course—and perhaps more than that."

Miss Gale looked up at him with a certain hopelessness of expression.

"Why not write a note inviting your future partner to call upon you here, or anywhere else that would be convenient, and then discuss the matter?"

Denham looked frightened.

"I thought of that, but it wouldn't do. No, it wouldn't do. I would much rather settle everything by correspondence."

"I am afraid I shall not be able to compose a letter that will suit you. There seems to be so many difficulties. It is very unusual."

"That is true, and that is why I knew no one but you could help me, Miss Gale. If it pleases you, it will please me."

Miss Gale shook her head, but, after a few moments, she said, "How will this do?"

"Dear Sir"—

"Wait a moment," cried Mr. Denham; "that seems rather a formal opening, doesn't it? How would it read if you put it 'Dear friend?'"

"If you wish it so." She crossed out the "sir" and substituted the word suggested. Then she read the letter:

"Dear Friend—I have for some time past been desirous of taking a partner, and would be glad if you would consider the question and consent to join me in this business. The business is, and has been for several years very prosperous, and, as I shall require no capital from you, I think you will find my offer a very advantageous one. I will—"

"I—I don't think I would put it quite that way," said Denham, with some hesitation. "It reads as if I were offering everything, and that my partner—well, you see what I mean."

"It's the truth," said Miss Gale, defiantly.

"Better put it on the friendly basis as you suggested a moment ago."

"I didn't suggest anything, Mr. Denham. Perhaps it would be better if you would dictate the letter exactly as you want it. I knew I could not write one that would please you."

"It does please me, but I'm thinking

of my future partner. You are doing first-rate—better than I could do. But just put it on a friendly basis."

A moment later she read:

" * * * join me in this business. I make you this offer entirely from a friendly, and not from a financial, standpoint, hoping that you like me well enough to be associated with me."

"Anything else, Mr. Denham?"

"No. I think that covers the whole ground. It will look rather short, typewritten, won't it? Perhaps you might add something to show that I shall be exceedingly disappointed if my offer is not accepted."

"No fear," said Miss Gale. "I'll add that though. 'Yours truly,' or 'Yours very truly?'"

"You might end it 'Your Friend.'"

The rapid click of the typewriter was heard for a few moments in the next room and then Miss Gale came out with the completed letter in her hand.

"Shall I have the boy copy it?" she asked.

"O, bless you, no," answered Mr. Denham, with evident trepidation.

The young woman said to herself, "He doesn't want Mr. Rogers to know, and no wonder, it's a most unbusiness-like proposal."

Then she said aloud, "Shall you want me again to-day?"

"No, Miss Gale; and thank you very much."

Next morning Miss Gale came into Mr. Denham's office with a smile on her face.

"You made a funny mistake last night, Mr. Denham," she said, as she took of her wraps.

"Did I?" he asked in alarm.

"Yes. You sent that letter to my address. I got it this morning. I opened it, for I thought it was for me, and that perhaps you did not need me to-day. But I saw at once that you put it in the wrong envelope. Did you want me today?"

It was on his tongue to say, "I want you every day," but he merely held out his hand for the letter, and looked at it as if he could not account for its having gone astray.

The next day Miss Gale came late, and she looked frightened. It was evident that Denham was losing his mind. She put the letter down before him and said:

"You addressed that to me the second time Mr. Denham."

There was a look of haggard anxiety about Mr. Denham that gave color to her suspicions. He felt that it was now or never.

"Then why don't you answer it, Miss Gale?" he said gruffly.

She backed away from him.

"Answer it?" she repeated faintly.

"Certainly. If I got a letter twice I would answer it."

"What do you mean?" she cried, with her hand on the doorknob.

"Exactly what the letter says. I want you for my partner, I want to marry you, and—financial considerations—"

"Oh!" cried Miss Gale, in a long-drawn, quivering sigh. She was doubtless shocked at the word he had used, and fled to her type-writing room, closing the door behind her.

Richard Denham paced up and down the floor for a few moments, then rapped lightly at her door, but there was no response. He put on his hat and went out into the street. After a long and aimless walk, he found himself again at his

place of business. When he went in, Rogers said to him:

"Miss Gale has left sir."

"Has she?"

"Yes, and she has given notice. Says she is not coming back, sir."

"Very well."

He went into his room and found a letter marked "personal" on his desk. He tore it open, and read in neatly typewritten characters:

"I have resigned my place as typewriter girl, having been offered a better situation. I am offered a partnership in the house of Richard Denham. I have decided to accept the position, not so much on account of its financial attractions, as because I shall be glad, on a friendly basis, to be associated with the gentleman I have named. Why did you put me to all that worry writing that idiotic letter, when a few words would have saved ever so much bother? You evidently need a partner. My mother will be pleased to meet you any time you call. You have the address.—Your friend,

MARGARET GALE.

"Rogers!" shouted Denham, joyfully.

"Yes, sir," answered the estimable man, putting his head into the room.

"Advertise for another typewriter girl, Rogers."

"Yes, sir," said Rogers.

ROBERT BARR.

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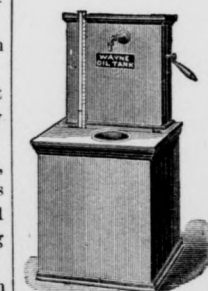
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THE HERO OF CORDAGE.

A special feature of the flurry in industrials which occurred in Wall Street early in May was cordage. A number of prominent manufacturers of cordage some time since united in the formation of a company which has since been popularly known as the "cordage trust." Its stock was sold in the general market. A number of very wealthy men were concerned in the prosperity of the organization, and in various particulars the prospects of the corporation were bright and its resources apparently ample, but in a few short hours it was hammered down, and the next day receivers were appointed, and then the public began to contemplate the wreck. In this bit of history, as in many others, there is one particular man brought to the front. The reason for the failure of cordage can be traced to one individual, and in this case it seems that it was because the position and strength of that individual was in part, at least, overlooked by those who formed the trust and who were concerned in operating it. The man referred to was John Good, who, in addition to having been the thorn in the side of the trust ever since it was organized, has a history reading almost like a romance, and who is, in fact, the father of practically all the machinery that is used in the manufacture of rope and twine.

John Good was born in Ireland in 1844, and came to this country at the age of seven years, serving as apprentice in an old fashioned ropemaking establishment in Brooklyn. Afterwards he became a machinist and fitted himself for the important inventions which it was later his fortune to develop. The most primitive method of cordage manufacture had prevailed up to the time that Mr. Good commenced his improvements. Up to within a quarter of a century the various operations, such as combing and straightening the hemp fibers, breaking, spreading and spinning them into cordage, were all laboriously accomplished by hand. So long, indeed, did ropemaking remain one of the manual arts that the name of the place wherein it was carried on has become ingrained in popular speech and the rope factory, though in no way meriting the appellation, is still called the "rope walk." This antiquated contrivance was the chief tool which so long interfered with the progress of ropemaking. The twist was put into the rope while the chief operator or layer held it in his hands, and in turn he wound it round his body as it was twisted. Two unalterable conditions were thereby imposed on the industry. The manufacture could be carried on only by long walks and in great space, and the length of the rope was limited by the length of the walk.

Mr. Good's opportunity came with the proposition to grapple for the broken ends of the Atlantic submarine cable early in the sixties. A rope fully 2,000 fathoms (12,000 feet) long was required for the grappling, but no rope over 200 fathoms long had ever been made in one piece, and the task of making one of this unheard of length could not be undertaken seriously by any ropemaker then in the business. At that juncture young Good came forward with a proposition to build machinery from his own designs and make the rope in one piece as long as was wanted. The offer was a bold one, but the persons he had to deal with were practical and progressive men, and they saw at once that he was also a practical and progressive man. Consequently the offer was accepted, the machinery built, the rope made, the break in the cable found and repaired, and telegraphic communication between the Old World and the New—which, after the sending of one brief message had been interrupted for years—was re-established on a secure and permanent basis.

At the same time Mr. Good effected a revolution in ropemaking, though nearly twenty years elapsed before his inventions forced their way into general use. The essential principle of his "laying" machine was a spindle, which had a rapid lateral revolution to give the twist to the rope, and a slow horizontal revolution to wind up the rope as it was twisted. The rope could be spooled or

coiled in lengths to suit customers as fast as it was twisted. He turned his attention, during the progress of the civil war, to the invention of machines for combing and lapping hemp, preparing fibers, drawing them into "slivers," and spinning fine cord. His first patent in the United States, bearing date October, 1869, was a "breaker," devised to break the vegetable fibers used in ropemaking. After the fiber has passed through the first breaker it is carried into a second, thence consecutively through the first and second spreaders, the drawing frames, the spinning-jenny, the forming frame, the laying machine, and finally, in its complete development as cordage, fed into the coiling machine, whence it issues coiled and ready for shipment. The machines performing these various operations, sufficiently indicated by their names, were all invented and perfected by Mr. Good.

Until a few years ago Mr. Good was a manufacturer of machinery only—machinery of his own invention—which has relegated the old fashioned rope walk to the innocuous disuse of the stage-coach and the spinning-wheel, and which is to-day sent out from his mammoth machine shops in Brooklyn to every quarter of the globe. In 1885 he erected the large plant at Ravenswood, Long Island, which has since served as the model for similar establishments started by him in England, Germany, Italy and France, and entered the field of cordage manufacturing. His business, from the outset, assumed immense proportions. It is said that he is able to-day to supply two-thirds of the entire demand for cordage; and other cordage establishments are dependent upon him to such an extent that it has been estimated that there are not ten tons of the entire annual product of rope in this country that do not at some stage pass through one or more of the machines invented and let out on royalty by Mr. Good.

The manufacture of and demand for binder twine was established by Mr. Good. Its importance to-day may be gauged by the fact that \$12,000,000 worth of it was made and sold in the United States last year. Yet nobody can build a machine for making it without paying a royalty to Mr. Good. When McCormick first brought out his reaping machine, in the sixties, it was made to bind the sheaves with fine wire. The device was neat as well as economical of labor, but it produced unexpected and disastrous results. Mysterious fires destroyed flour mill after flour mill. Investigation eventually discovered the fact that the fires were caused by fragments of the wire getting into the millstones with the wheat. Then an ingenious Yankee stepped into the breach with a magnet for taking the fragments of wire from the wheat, restored tranquility among the millers, and made a large fortune for himself.

But meanwhile a strange and uniformly fatal disease had broken out among the cattle and horses, and spread all over the country. After a while post-mortem examinations on an extended scale disclosed the secret of the disease. It was the minute fragments of wire swallowed by the animals in their fodder. Then wire as a binding material for the reaper had to go. Mr. Good supplanted it with binder twine, which is merely a loosely spun yarn made of sisal hemp, the fiber of the century plant (*agave Americana*), grown principally in Mexico and Central America. He devised and patented a spindle expressly for making it, and he recently simplified and improved this so that it is among the possibilities of the near future that every farmer may make his own binder twine.

A Strange Coincidence.

"And now," said the coming graduate, as he drew for \$50, "the old man's been cuttin' up his shines lately; I must put a check on him."

"Maria," said the old man, as he looked dreamingly out on the landscape, "shut that door; there's a draft comin' in."

Use Tradesman Coupon Books.

CLARK CIGAR Co.

Corner Ottawa and Lyon Streets,
GRAND RAPIDS, MICHIGAN.

STATE AGENTS FOR THE CELEBRATED



Agnes Booth

AGNES BOOTH CIGARS.

WE CARRY ALL SIZES AND SHAPES.

This world-famous brand is for sale on the World's Fair Grounds in the only buildings set apart for smokers. No advance over regular retail prices.

IF YOU WANT

NEW
JAPAN
TEAS

WE HAVE THEM, BUT

DO NOT
BE IN A
HURRY

To buy your season's stock. We can give you just as good Tea, for less money, about July 1.

I. M. Clark
Grocery
Co.

AMONG THE TRADE.

AROUND THE STATE.

Pinckney—C. L. Bowman succeeds W. D. Thomson & Co. in general trade.

Albion—A. P. Gardner has sold his hardware stock to Baughman & Powers.

Kalamazoo—John Phillips succeeds Phillips & Keef in the grocery business.

Kalamazoo—P. Reynolds & Son succeed Patrick Reynolds in the grocery business.

Manistique—Reinwand & Co. are succeeded by Julius Peterson in the tailoring business.

Portland—The Portland Milling Co. succeed Newman & Rice in the flouring mill business.

Ovid—Jillson & Hazle succeed Swartout & Hazle in the dry goods and grocery business.

Benton Harbor—J. H. Levinson succeeds D. C. Levinson in the dry goods and clothing business.

Locke—Blakeslee & Pettingill, wagon makers and blacksmiths, have dissolved, Pettingill & Price succeeding.

West Bay City—Jacob Maziroff, dealer in clothing and furnishing goods, has retired from business, the stock being taken by the principal creditor.

Detroit—Fish & Fisk, commission dealers, have dissolved, and are succeeded by Fish & Lee, who have also purchased the produce commission business of W. O. Lee & Co.

West Bay City—Capt. James Davidson, the builder of wooden ships, has purchased the Bay City dry dock, and will run it in connection with his yard. The consideration was \$25,000, and \$10,000 will be expended in improvements.

Eaton Rapids—C. T. Hartson has invented a wheeled pedestal to be used as a rest for caskets at funerals. He has applied for a patent on the device and, in the event of his application being granted, will arrange to put the article on the market.

Benton Harbor—Kidd, Dater & Co. are erecting a new wholesale grocery store comprising three stories and basement, located near the C. & W. M. depot. One story is already up, and the firm expects to be able to occupy the new premises by September.

Manistee—Notwithstanding the low price of salt, there seems to be no let up in its manufacture or shipment and even an increase of capacity in some cases is being made. Filer & Sons are putting on an addition, 36x80 feet in dimensions, to give them more storage room.

Saginaw—The Saginaw Lumber & Salt Co. has received two rafts from Georgian Bay. The weather has been bad for lake rafting owing to heavy southwest winds and cool weather, but the business is now fairly inaugurated and it will be pushed vigorously.

Grand Ledge—Dudley & Titus have filed a chattel mortgage on their clothing stock to W. H. Hall as trustee for \$6,500, to secure indebtedness to the Loan Deposit Bank and the State Savings Bank of this city, and the First National Bank of Charlotte. Total liabilities, \$11,400; assets, about \$11,000.

MANUFACTURING MATTERS.

Tawas City—Gale & Ramage have perfected arrangements for the erection of a planing mill and factory here.

Coleman—Colonel A. T. Bliss of Saginaw, has purchased of Charles Hubel, T. B. Simons and others, a large tract of

timber land in Gladwin county, the consideration being \$22,500.

Harrison—C. L. Dolph and C. W. Sweet are having nearly 1,000,000 feet of hardwood and hemlock logs cut near this place. They will be manufactured into lumber at Merchant's mill here.

Menominee—The Pangborn Manufacturing Co. has been incorporated with a paid up capital of \$50,000, for the manufacture of the Pangborn steel logging sleigh in this city. A new factory has been erected and operations will soon begin.

Saginaw—Wall & Webber's sawmill has shut down temporarily, having run out of logs. This mill has been operated nearly all winter and Mr. Wall says that the firm has no difficulty in selling all the stock the mill can cut and that prices hold up stiff. All of the product of this mill goes out by rail.

Bay City—The people of West Bay City are making an effort to secure the location there of the Partition Box & Packing Co.'s plant, now in this city. The concern wants more room. It manufactures egg crates, bottle cases, etc., and has a lot of expensive machinery. It is proposed to operate a veneer mill in connection, and as soon as the site is selected an expensive plant will be erected.

Muskegon—The Monroe Manufacturing Co. is accomplishing wonders in the close using of timber stuff that ten years ago and less a lumberman would not have taken the trouble to burn. The material comes in bolts from the farmers' camps and the company also has men and teams out. The story is told of one farmer who paid his taxes this year with the sale of the "stuff," as he called it, that he was burning last year.

Manistee—Shingles are somewhat dull. Eastern buyers are coming in and absorbing the greater part of our product and are shipping them out by rail as fast as made. Cedar shingles go somewhat slowly, and the mill men are holding back their cut. One man secured a bargain of a million of that class of stock on dock here last week. The manufacturer was resolved to give no more snaps of that kind, and made a contract with an Eastern man to take out 4,000,000 by rail, which will relieve him of anxiety for some time. In shingles, as in lumber, the trade is being diverted considerably.

Death of John G. Gray.

John G. Gray, the South Division street grocer, died at the family residence, 296 Sheldon street, Sunday afternoon, as the result of a nervous shock sustained in a runaway accident eight days previous to his death. The horse became unmanageable and kicked him in the leg below the knee, producing a compound fracture and slivering the bones badly. An attempt was made to set the broken bones, but they were found to be so badly slivered that amputation was considered necessary. Before the surgeons could do so, however, the patient was dead.

Deceased was born at Tyrone, Schuyler county, New York, July 10, 1862. He lived there with his parents until 14 years of age, receiving his education in the common schools of that place. In 1876 he removed to Ionia, where he clerked in a store two years, when he removed to Sheridan and engaged in business with his father, M. Gray. Here he remained four years, when he went to

Saginaw and took the management of the general store of the Saginaw Salt and Lumber Co., on Crow Island. This position he filled with credit to himself for eighteen months, when he returned to Sheridan, resuming his former connection with his father. A year later he came to this city and purchased the grocery store of Chas. S. Brooks, at 133 South Division street. He remained at this location until July, 1890, when he removed to 113 South Division street, where he was engaged in business at the time of his death. During his business career he established a reputation for prompt payment and sterling business principles which gave him the respect of his creditors and the confidence of his customers.

The deceased was a member of the I. O. O. F. and the Retail Grocers' Association. He was married in 1880 to Miss Della E. Wilson, of Stanton, who, with a lad of 11 years, survive him. The funeral will be held at the family residence at 2 p. m. Wednesday, the interment being in the Valley City Cemetery. The deceased leaves \$3,000 life insurance.

WHERE JAPAN TEAS GROW.

Interesting Letter From the Veteran Detroit Wholesale Grocer.

KIOTO, Japan, May 8, 1893.

Messrs. W. J. Gould & Co., Detroit, Mich.:

GENTLEMEN—I am glad to be able to report fine, hot, growing weather for the past ten days. The tea is being rapidly gathered and put on the market. The reason I did not write on last mail was that being in the interior I could not get out in time and I did not wish to leave the tea districts until I had given a thorough inspection all through the plantations where our tea is raised. Owing to the fine weather, I can promise you the choicest lot of teas we have ever had.

I leave here to-morrow morning to make a trip through the last and best districts. I have two head men with me—Japanese who control all the tea through seven districts. It is rather hard work to travel on foot and by ricksha, owing to its being so hot; but I am well and fat and hearty and am bound to see it all. Owing to my having the head men with me, I am paid great deference and really enjoy being out in the country. They all think our firm is the largest in the world, as they all know the W. J. G. brand and understand they are picking the tea for me; consequently, I am big gun and it is a source of enjoyment to me to go through the plantation and see the hundreds picking tea there, to follow the first curing and see the coolies carrying it to station, then the firing, packing and shipping to you. It is work, however, and keeps me busy; in fact, so busy I have hardly time to write.

You can assure all our friends who have so kindly sent their orders that I will look after them to the best of my ability and I thank them for their confidence.

You will receive a few teas by express but I think the great bulk of our steamer teas will go forward by the *Gaelic* on the 19th inst. I did not hurry on teas, as I was satisfied that if we got fine weather about this time the teas would be fuller and finer in flavor than teas picked the last of April and the first three days of this month; and, when you compare the teas, you will see I was right in my judgment. I will forward all shipments as fast as possible and when you receive them I am sure the teas will please our customers, as all grades will be better than last year.

Yours Truly,

W. J. GOULD.

English View of the Sugar Situation. From the London Market Review.

Now that the great rise in sugar has been followed by a considerable fall, and then by a renewed and sharp rise, the time is opportune for considering the

general position of the market. The recent sudden and extreme relapse in prices is no doubt mainly due to the late semi-crisis in the money market, and, indeed, the close connection between that and sugar may be seen by the fact that the removal of pressure in the former was at once followed by a rise in the latter. The statistical position of sugar itself is indeed very strong, and will most probably remain so up to the time of the new beet crop, while it is the universal feeling in the market that prices are likely to remain high for some time. The advance has undoubtedly much more real foundation than it was at one time thought to possess. The beetroot crop, now almost finished, is likely to show a deficiency of 100,000 tons. In addition to this, it has recently become clear that there will be a great falling off in the important sugar crop of the large island of Cuba, perhaps to the extent of 150,000 or 200,000 tons. The general public stocks in the world, mainly reflecting the shortage in the beet crop, though they include also some portion of the Cuban deficit, are considerably less than those of last year. It is clear, therefore, that the stocks, which have been at a low ebb for several years at the opening of the beet season, will, at the beginning of October, 1893, have reached an almost vanishing point, if supplies and deliveries are on the same scale as last year. In that case, and especially if the beet crop of 1893-94 proved a late one, we might for a few weeks have an actual and great scarcity of sugar. These circumstances no doubt became obvious to the shrewd speculators connected with sugar more speedily than to the general trade, and they are such as to justify a portion of the rise that took place, though that may have been carried too far at the close. The drought upon the continent, which was, of course, entirely unexpected, at the beginning of the late rising movement in sugar, greatly aggravated it by threatening to compromise the coming beet crops for 1893-94. The weather has now, however, changed.

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—ONE OF THE FINEST AND best selected drug stocks in northern Michigan, excellently located for business; in live town; brick building; steam heat and all modern improvements. Rent moderate; terms reasonable. Address J. W. Balcom, Tawas City, Michigan. 730

FOR RENT—THE NEWLY FITTED STORE at 88 Canal street. Suitable for a hardware, stationery or clothing store. First-class location in center of business part near court house, next door to best paying drug store in the city. Twenty-four feet front and 100 feet deep, high ceiling, etc. For terms apply to 239 Jefferson avenue, Grand Rapids. 731

FOR SALE—HERE IS YOUR OPPORTUNITY—One of the best paying mercantile businesses in Michigan for amount of capital required. Store buildings with stock. Ask the Grand Rapids traveling men about my business, then write me for particulars. Reason for selling, an invalid wife makes a change necessary. Address H. W. King, East Jordan, Mich. 729

FOR SALE OR RENT—STORE BUILDING at Sparta. Tip-top place for hardware. Address No. 726, care Michigan Tradesman. 726

FOR SALE—TWO-STORY FRAME STORE building and dwelling at Levering, a thriving Northern Michigan town. Property well rented. Will sell cheap or exchange for city property. A. M. LeBaron, 65 Monroe St., Grand Rapids. 702

FOR SALE—STOCK OF GROCERIES FOR cash; also store building and lot, including two dwelling houses, on time. Address No. 691, care Michigan Tradesman. 691

ELEGANT OFFER—IT'S NO TROUBLE TO find drug stocks for sale, but you generally "find a nigger in the fence." I have an elegant drug business for sale; stock about \$4,000; bright, clean and oldest established trade. Prominent location; brick building; stone walk; rent moderate; city 30,000; reasons for selling made known. Suit yourself about terms. Address quick, John K. Meyers, Muskegon, Mich. 670

MISCELLANEOUS.

SENT FREE—My 44-page catalogue of Window Dressing Supplies will tell you how to trim your show windows. Harry Harman, Room 1204, Woman's Temple, Chicago. 728

WANTED—I WANT A BOOT AND SHOE stock in exchange for a sawmill, camp outfit, 400 acres of land and 1,500,000 hardwood and hemlock timber. James McDonald, Benton Harbor, Mich. 725

SPOT CASH FOR WOOD—SEND FULL PARTICULARS as to price and kind of wood. Address M. E. Lapham, 481 East Bridge St., Grand Rapids, Mich. 704

GRAND RAPIDS GOSSIP.

The Haynes Paper Co. succeeds Mills & McDonald in the wholesale paper business on Scribner street.

Hawkins & Company have taken possession of the grocery stock of Ed. Walbridge, at the corner of East and Sherman streets, in consequence of which Mr. Walbridge is no longer engaged in the grocery business.

When Jerome B. Moore removed his shoe stock from Shelby to Muskegon, a couple of years ago, he came to Grand Rapids and obtained about \$500 worth of shoes from Geo. H. Reeder & Co., by claiming that he was worth \$75,000. Two months after the goods were purchased, he turned the stock over to his wife on a chattel mortgage and bill of sale for alleged borrowed money. Reeder & Co. thereupon replevined such portions of their goods as they could identify. Mr. Moore then brought suit in the Muskegon Circuit Court, which resulted in a verdict for the defendant, and the Supreme Court last week handed down an opinion affirming this verdict, throwing about \$300 costs on Moore. Hon. Peter Doran was the attorney for Reeder & Co.

Last season W. J. Gould & Co., of Detroit, sold John Giles & Co., of Lowell, a quantity of tea dust to the amount of \$75. The terms upon which the sale was made were that the goods, which were of the '92 crop, should be equal to '91 stock. Giles & Co. refused to pay for the tea, claiming that it did not meet the terms of the contract, and reshipped it to Detroit. Suit was brought by Gould & Co. in Justice Brown's court to recover the amount of the bill. Verdict was rendered for the plaintiff. Justice Brown, who is an old "tea man" himself, decided that the dust sold was worth from 1 to 2 cents a pound more than the '91 tea with which it was compared. It is a matter for rejoicing that Grand Rapids has at least one justice who is able to decide a case upon his own practical knowledge of the subject, and who does not allow himself to be misled by the verbose pleas of the attorneys, or the purely legal aspect of the case.

Some weeks ago THE TRADESMAN inadvertently somewhat severely upon the failure of Wells & Son, general dealers at Chase, but later developments have proved that the half was not told at that time. The household effects were seized on a writ of replevin, and on taking possession the officers found the house newly furnished from cellar to garret. Everything was of the latest and most expensive pattern. Clothing also had been purchased in extravagant profusion. In one closet seven suits of clothes were found, all of one size, and nearly all unworn. A drawer in a dresser contained twelve pairs of shoes, which showed but few marks of wear. These and other circumstances go to prove that the failure was premeditated and intentional. What the creditors will get out of it cannot yet be determined. The stock was sold last week to the Wells-Stone Mercantile Co. at 67 per cent. of its appraised value.

Gripsack Brigade.

Frank E. Chase has been living high for a couple of weeks back. Two weeks ago he was the guest of his uncle, Caleb Chase, senior member of the firm of

Chase & Sanborn, at the Hotel Metropole, Chicago. Last week he was the guest of A. C. McGraw & Co., at the Hotel Cadillac, at Detroit. This week he is displaying his samples at Sweet's Hotel.

C. F. Marple, formerly on the road for the Marple-French-McGrath Co., but now representing the W.-K.-B. branch of the U. S. Baking Co., Toledo, was in town one day last week.

The first-class traveling man is much more than a commercial salesman. He is a railroad time table, a hotel guide, a market reporter, a dramatic critic, a social companion, a defender of virtue, a comfort to the needy, and an all around good fellow. No other man fills so many positions in the great battle for bread nor fills any of them so well.

William Connor, Western traveling representative for Michael Kolb & Son, of Rochester, writes THE TRADESMAN as follows: "I have just returned from the Northwest and am pleased to say that I heard but little complaint relative to trade, except that the season was late, and with every respect to a few persons saying that money is tight. I found it just as easy and the merchants as cheerful as at any time during the fourteen years that I have been on the road, and my trade so far this season is ahead of any previous year."

Purely Personal.

Ed. Frick, Jas. N. Bradford and J. A. Morrison put in the last three days of last week at the World's Fair.

Cornelius Salie succeeds C. W. Trebing as local manager for the National Distilling Co., manufacturers of Red Star yeast. Mr. Salie has been connected with this agency for several years, and is to be congratulated on his promotion.

Clarence H. Gould was in town a couple of days last week for the purpose of attending to the litigation W. J. Gould & Co. is having with John Giles & Co., of Lowell. He was naturally very much elated over the outcome of the trial.

Albert Retan, formerly engaged in the mercantile business at Ovid and St. Johns, but now a leading business man at Little Rock, Ark., is in town for a few days. Little Rock real estate has suffered from the same reaction which has been felt in most Western towns for the past few months, but Mr. Retan is apparently as happy as if he were a millionaire.

From Out of Town.

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

- L. A. Scoville, Clarksville.
- Martin Allen, New Salem.
- W. J. Barnum, Velzy.
- Geo. H. Rainouard, Bridgeton.
- J. F. Kinney, Grove.
- F. A. Jenison, Manton.
- A. Purchase, South Blendon.
- C. F. Sears, Rockford.
- J. H. Lowell, Wacousta.
- Geo. W. McKee, Alto.
- W. R. Lawton, Berlin.
- A. Denton, Howard City.
- E. E. Hewitt, Rockford.

The Drug Market.

Opium is dull and lower. Morphia is as yet unchanged. Quinine is weak and lower for German. Cubeb berries are in better supply and have declined.

German chamomile flowers are very scarce and higher.

Saffron has declined and is tending lower.

DIRTY DAGOES.

They Object to the License Tax and Prepare to Fight.

At its regular meeting, held on May 22, the Common Council passed its annual resolution imposing certain license fees upon peddlers and others. Fruit peddlers were taxed \$51 and vegetable peddlers \$21. At the first glance these figures appear somewhat out of proportion, but, as a matter of fact, the fruit peddlers' fee should be high enough to wipe the business off the face of the earth. They buy fruit that no reputable dealer would even look at; half rotten stuff which is only fit for the dumping ground, and cart it about the city and sell it to people who would not purchase if they knew its real condition. A majority of the fruit peddlers are ignorant, debased foreigners, without conscience in the matter, and with but one idea—to make as much money as possible, no matter how. The Council should not only impose a heavy tax upon them, but should put an end to the whole miserable business. In so far as the high tax will ameliorate the evil and abate the nuisance, it will be a boon to the city. That these delectable gentry should squirm is what might be expected. To a man who will sell rotten fruit for the purpose of making a little money, \$51 must appear an enormous sum. Too debased and vicious to care what may be the effects of their nefarious traffic, the only way to deal with them is to squeeze the profits out of their business, and, if possible, force them into some other calling which, at least, will not endanger the public health. It was not to be expected that they would pay the fee promptly and without protest; but they have gone further than that, and refuse to pay at all. Such, at least, was the report current last week.

A representative of THE TRADESMAN called at the City Clerk's office, to enquire concerning the matter. Mr. Wurzburg, the Assistant City Clerk, replying to the question as to whether the vegetable and fruit peddlers were taking out licenses in accordance with the Common Council's resolution, said:

"Yes; at least the vegetable vendors are."

"What about the fruit peddlers?"

"Well, they come to see us, but they are not taking out licenses. You see, they don't like the idea of paying \$51 when the vegetable men have but \$21 to pay; so they come here and kick."

"What are they going to do about it?"

"They say they will take out hawkers' licenses. They are peddlers the same as the vegetable men, and they have been legally advised that a hawker's license will cover their business and make it unnecessary for them to take out licenses as fruit peddlers."

"What will your office do about it?"

"Nothing. We don't know who are peddlers and who are not, and we don't care."

"Well, how is the law to be enforced? Who is responsible for its enforcement?"

"The police department. A number of men are detailed by the Superintendent, and they are on the watch for peddlers and all others who ought to take out licenses. A policeman sees a man peddling, and he goes to him and asks to see his license. If he has no license, he is reported. The fruit peddlers say they will not take out fruit licenses, and thus force the city to prosecute them, and

so have the validity of the Council's resolution determined."

The City Attorney's office was next visited, and the matter placed before the Assistant Attorney. He was asked for his opinion as to the contention of the fruit peddlers.

"The city charter gives the Council authority to license and regulate and say what fee shall be paid by those engaged in the business of hawking and peddling vegetables, fruits, etc. The Council has exercised its authority and said that fruit peddlers shall pay a license fee of \$51 and vegetable peddlers a fee of \$21. It is not a question of equity, it is simply a question of the legality of the Council's action in passing the resolution imposing the various license fees. If the fruit men refuse to take out licenses, the city will be compelled to prosecute them, and the matter will then be decided by the courts."

Superintendent of Police Carr, when asked what his department was doing about the matter, replied:

"We have hardly had time to get to work yet, but I have detailed three men to look after the licenses, and delinquents will be reported as fast as found. Come again when we have had more time to investigate and I will be in a position to give you more information about the matter."

Superintendent Carr will, without doubt, do his whole duty in the premises, and if he receives the support he ought to receive from the city officials and the courts, not only will the law be enforced, but many of this disreputable class of "traders" driven out of the business. THE TRADESMAN may be depended upon to watch this matter closely, and will do everything in its power to assist in the enforcement of the law, to the end that the rascally fruit hawkers may be properly punished.

Bay City—C. A. Leavens has retired from the book and stationary business.

"The Proof of the Pudding is Asking for More."

SMOKERS ONCE SMOKERS AL-
WAYS OF THE CELEBRATED

Ben - Hur,

The great 10c Cigar, and

Record Breaker,

The Great 5c Cigar.

Made on Honor. Sold on Merit
First-Class Dealers Everywhere.

GEO. MOEBS & CO.

MANUFACTURERS,

DETROIT.

THE TRAVELING SALESMAN.

The traveling salesman, "knight of the road" or the "drummer," as he is irreverently called by persons not fully appreciating this indispensable adjunct of the world's commerce, is usually found to be of pleasing address, neat in appearance, full of general information, political, social and otherwise. He arises with the song of the morning lark, regardless of having retired after the evening lark. He seizes his grip and hustles in the interest of his house, withal taking care of the wants and wishes of his customer. His suggestions are generally to the point, aptly given, and in the right place. His tongue is tipped with the latest prices and best discounts, and he can at once refer you to the manufacturers of that article for which you have been looking in vain over catalogues for hours to find.

He can post you on the latest goods, and their merits, and, as an arbitrator on a question of right or wrong with the "house," he is the dealer's best friend.

HOW HE SHOULD BE TREATED.

A candid minded dealer will not refuse to give a reputable salesman the same courtesy and attention that he would wish to be given his own clerks by their customers. An honest dealer will not employ a dishonest clerk, nor will a jobbing or wholesale house employ salesmen to make misrepresentations and false statements. Errors may occur, in fact they are common; yet a cheerful observer will notice that errors made in shipping goods, ordered through a salesman, are rectified much quicker and more thoroughly than when the order is mailed. Why? In the first instance, the dealer is not known in the transaction, except as told the firm by their salesman. In the second case, the order is on file with the house, stating precisely what to ship, and if in an after consideration the dealer should change his mind on some particular item or should have made a mistake in size, quality, or kind, and not discover it in time to countermand, there is no happy medium upon whom to rest the blame.

Does it pay to greet a salesman in a sour, cross and crabbed manner, or with a "we-want-none-of-your-goods" air that is intended to wilt the man at once? We answer by asking, How do you treat an overbearing customer? Duty compels you to wait on him, but you have no choice goods to show, no special bargains to bring out. You wait on him in a mechanical sort of way, displaying only what is called for with a suppressed feeling of disgust for the arrogance shown, hard to conceal.

It must be remembered the salesman is human, with sensibilities equally as delicate as the dealer's, and when misused, if he calls again, it is from the fact that he is paid a certain sum by the firm for doing so, and he does not come with the jolly, free, openheartedness characteristic of the man that has been shown the courtesy due a gentleman. However, too much effusiveness can be as easily displayed as an undue amount of coldness, and should be avoided on the part of both buyer and seller. A free and easy exchange of terms and opinions in a brief business-like manner is sufficient.

TIME TO GIVE SALESMEN ATTENTION.

This should be the first leisure moment the dealer has to spare. It is poor policy to keep him waiting, on one pretext or

Dry Goods Price Current.

Table of Dry Goods Price Current. Columns include categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, CARPET WALK, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, and various fabric types with their respective prices.

Table of Demins and other goods. Columns include DEMINS, AMOSKEAG, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEY FLANNEL, CANVAS AND PADDING, DUCKS, WADDINGS, SILKESIAS, SEWING SILK, HOOPS AND EYES-PER GROSS, COTTON TAPE, SAFETY PINS, NEEDLES-PER M, TABLE OIL CLOTH, COTTON WINES, PLAID OSNABURGS, and various fabric types with their respective prices.

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BEACH & BOOTH, Props.

ATLAS SOAP

Is Manufactured only by HENRY PASSOLT, Saginaw, Mich.

For general laundry and family washing purposes. Only brand of first-class laundry soap manufactured in the Saginaw Valley.

Having new and largely increased facilities for manufacturing we are well prepared to fill orders promptly and at most reasonable prices.

another, when you can as easily give him your time at once as later. If you are not busy it cannot affect you, and may be the means of helping him make an early train and save stopping over for hours.

If you are not in need of goods it can be politely, yet firmly, stated, and in such a manner as will prevent "hanging on." There is a way of saying "no" by the dealer and a persuasive "yes" by the salesman which oftentimes leads to a sale, and which has established the idea, in the minds of some agents, that in order to be a good traveling man you must "stick" to your man and not let him bluff you.

A REFUSAL TO LOOK AT SAMPLES. If time can possibly be found to do so, a refusal to look at samples is a mistake, often followed by a serious regret, especially when it is found that your competitor has secured the sale of a bright, new and novel article—a ready seller. Your customers want it, and you had the first offer of securing its sale.

These samples represent the stock in trade of thousands of dollars involved, the welfare of hundreds of families, the best thoughts of the most skilled artisans in the land; they are the hope of the jobber, the pride of the salesman, and life, home and comfort to the consumer.

Manufacturers are striving, with their best energies exerted, to excel and furnish their jobbers with goods of a quality superior to that yet attained by their competitors. This necessitates continual, deep, earnest thought, all of which is lightly carried, yet carefully cherished, in the little "grip" of the "drummer."

Need we ask, will it pay to look at samples? There is a lesson in each one of them, a story of numerous disappointments crowned by success in every article; a new knowledge gained of progress, art and mechanism; a firmer belief in the possibilities of the future and a better understanding of what the world is doing in your special line of trade.

upon a dealer by thoughtless or unscrupulous remarks from the salesman, and it is a matter of vast import, especially to the poor, but honest dealer, that his good name be handled carefully. Of course, there are dealers whose manner and method of doing business is best known to salesmen in general, and we will remark they are not slow at "catching on." However, the fact that a dealer does not buy from a salesman is no excuse whatever for the latter showing malignancy.

WHEN TO BUY. This question is a matter hard to determine. When in need of goods, necessity compels buying at once, but if prices are not known to be right, the quantity bought may be regulated to present needs. We have known dealers to buy goods in July, for September delivery, and have awakened to the fact that a good profit had been lost by buying too soon, and again we have known times when July prices could not be duplicated in September.

The purchasing power of a dollar is not measured by the cents it contains, but rather by the sense of its possessor.

When You Get Tired

Buying rubbish, send for our catalogue of window Screens, Screen Doors, Etc. Goods well made from best materials. Prices seldom higher.

A. J. PHILLIPS & CO., Fenton, Mich.

Hardware Price Current.

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

Table listing hardware items such as Snell's, Cook's, Jennings' genuine, and various tools with their respective prices.

Large table listing various hardware items including Wrought Loose Pin, Wrought Table, Wrought Inside Blind, and many other tools and materials with their prices.

Table listing hardware items such as Hammers, Gate, Clark's, 1, 2, 3, State, Screw Hook and Strap, and many other tools and materials with their prices.

Michigan Tradesman

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

E. A. STOWE, Editor.

WEDNESDAY, JUNE 7, 1893.

THE CHICAGO FAIR.

The great Columbian Exposition has been open now for a month, and it must be admitted that a very general feeling of disappointment is becoming apparent concerning the results that have so far been achieved. In the first place, the work of getting the exhibits in something like a proper shape has proceeded slowly and unsatisfactorily, and there has been a very noticeable lack of enthusiasm, both on the part of the exhibitors and the management, which is not calculated to remove the unfavorable impression produced by the condition of the enterprise on the day of opening.

The attendance has not been satisfactory to date, in spite of the efforts made in certain quarters to create a contrary impression. This small attendance does not, however, indicate a lack of interest on the part of the people in the enterprise, but it does show the ill effects of the tardiness in getting the Fair into perfect shape. The impression having gone abroad that every thing would not be in perfect order until well on in June, large numbers of people have postponed an intended visit to Chicago until later in the season.

The most serious consequence of the tardiness in preparation and the comparatively small attendance has been the bad impression created abroad. It was generally hoped that the attractions at Chicago this summer would draw a very considerable travel to this country from Europe and other parts of the world. It is by no means certain that the influx of strangers will not yet take place, but at the same time the fact must not be lost sight of that the reports which have gone abroad from Chicago have not produced a satisfactory impression, and unless this feeling is counteracted by prompt reports that the exhibits are all in place, and the work of preparation entirely finished, it is possible that the effect upon the influx of foreign visitors may, indeed, be unfavorable.

As to the merits of the display there is but one verdict as to its vastness and the elaborate character of the buildings and the grounds, but, necessarily, the confu-

sion that has prevailed in getting things ready has greatly detracted from the merits of the Fair, and until everything is in place it will be impossible to make a just comparison with other international exhibitions.

SPECIAL SESSION OF CONGRESS.

There have been such constant rumors as to the exact date to be fixed for the special session of Congress that everybody believes is to be called, that nothing but an official announcement on the subject will decide the matter. The first report fixed Oct. 1 as the probable date, but later Sept. 1 has been accepted as the more reasonable time. Quite recently, however, an even earlier time has been talked of, and all during last week reports were in circulation to the effect that the President would call Congress together about Aug. 1.

Although no denials have emanated from Washington that a special session for Aug. 1 was contemplated, nevertheless, it is very evident that no official utterances on the subject have been forthcoming. It is very clear, however, that the real cause for these constant rumors is the growing belief in the pressing necessity for an extra session, and the more this necessity becomes apparent the earlier does public anxiety fix the date for calling Congress together.

When the matter of an extra session was first spoken of it was generally thought that tariff revision would be the main matter proposed for the consideration of our legislators, but gradually monetary questions assumed equal importance in public estimation with the tariff, and more latterly they gained the ascendancy over all other considerations because of the disturbance to financial affairs which has existed as a result of the silver legislation now on the statute books.

At the present moment, therefore, there exists quite a general belief that while tariff measures will doubtless be included in the call for a special session, financial questions will be given precedence. It is also believed that President Cleveland will strongly urge the repeal of the Sherman silver law.

STRONG POSITION OF SUGAR.

The announcement of the existence of cholera in Europe, together with the probability that further reports of cases of the disease will be received as the warm season advances, has added a new element of strength to the market for cane sugar. It is clear that the existence of cholera in Europe would shut off the demand for beet sugar, owing to the disinclination to use sugar coming from cholera-infected ports and to the possible difficulties that would be put in the way of the prompt delivery of such sugar by quarantine restrictions.

It is now known that the Cuban crop is even smaller than had been expected, and that, as a consequence, the United States will be deprived of the usual amount of supplies from that source. Should the beet sugar stock be rendered unavailable, owing to the cholera, it will readily be seen that there would be serious reason to apprehend a scarcity of sugar towards the end of the summer.

Even irrespective of the cholera scare, the statistical position of sugar is a strong one. The visible stocks are very much smaller than they have been at this time in several years past. The

Cuban crop being very short, and the growing beet crop very backward, with a possibility of turning out badly, owing to the poor start made, the outlook for supplies is none of the brightest in any event.

There is, therefore, a good prospect that prices will rule very firm for a considerable time, irrespective of the cholera scare; but should there be an outbreak of the dread disease in Europe, prices in America would be considerably advanced even above the figures that the statistical position would appear to warrant.

In the removal of J. L. McCauley from the position of Secretary of the Michigan Knights of the Grip and the election of L. M. Mills to take his place, the Board of Directors have probably saved the organization from disruption and disaster, which would surely have followed had the lax administration of the deposed officer been permitted to continue. Mutterings of dissatisfaction have been heard from all sides, owing to the peculiar manner in which the former Secretary conducted his affairs—or failed to conduct them—and further delay would, in all probability, have proven fatal. The selection of Mr. Mills—who was the first Secretary and the second President of the organization and one of its founders—will do much to restore the confidence which the Association enjoyed under the administration of Messrs. Mills and Bush and retrieve the good name which other officers have labored hard to make for the organization. THE TRADESMAN congratulates the Association on the exchange of incompetency for competency and shall look for good results, both in increase in membership and the renewed fidelity of those who had grown lukewarm through disgust at the vacillating policy of the former Secretary.

A Washington, D. C., jury has just awarded damages against the Baltimore & Potomac Railroad Co. on a very novel plea. If the decision stands, it will give a world of trouble to the railroads. The plaintiff alleges that his health was damaged by the noise made by the defendant's trains, which passed his house, and that he had not had a good night's sleep for months. He also said that the noxious smells caused by the company were intolerable to him. The defendant's attorney thought that a young man ought to get used to these things in time, but plaintiff's lawyer said that his client certainly had a right to his comforts at home, even if he were young. The jury thought so, too, and gave a verdict of \$500 for the plaintiff. If one can recover damages from a railroad for making a noise, there are thousands of people who have a good case against them.

GOTHAM GOSSIP.

News from the Metropolis—Index of the Markets.

Special Correspondence.

NEW YORK, June 3—Philadelphia, being a suburb of this city, I regard it quite within the scope of this correspondence to offer a word of sympathy to L. W. Buckley over the disastrous termination of his candy exposition at Philadelphia Horticultural Hall. Mr. Buckley had worked hard and spent much time in getting up the exposition. It was the first of the kind ever held in this country, and had been successfully conducted. The loss to exhibitors is about \$25,000, and the building was worth \$80,000. Some of our food expositions could have been better spared.

Some of our leading retailers, in addition to the beautiful decorations in the

shape of hand-painted canisters and elegant scales, which are marvels of the maker's art, are adding departments where the teas and coffees can be sampled by intending purchasers. It is altogether likely that such things have been current in Grand Rapids and other places for some time; it is only mentioned here to show that the march of improvement always strikes New York—be it sooner or later.

One thing which is bothering some of our retailers is the increasing trade of the great bazars. It is a fact that one of the greatest of these purchases far more groceries than any retail grocery in town, and a universal wail is going up—no, not universal, but, nevertheless, a wail. One of the bazars, it is reported, has placed an order with one salesman for 5,000 cases of California canned fruits of this season's packing, and this is a sample of the way they make purchases.

The Saturday half holiday is being ushered in, and it is one of the most beneficent institutions ever granted to hard working humanity. It is but a question of a few years when it will be observed the year round, as it is now in London.

We expect to feel as proud over our cable road on Broadway as a boy with a new knife. One effect the road will have will doubtless be to place tenants in stores along that thoroughfare that have been too long empty. The tide of travel has been so diverted from Broadway to Sixth avenue of late years that the former street has lost a great deal of its prestige. The store of Hilton, Hughes & Co., originally A. T. Stewart's, has doubtless lost a good deal of custom for this reason, but with the advent of the cable road, probably most of this will return, for the store is the best arranged in the country, and in none is the service better, and better value given for the money spent. This is the leading one that will benefit, but there are many others that will come in for a share of the increased travel on Broadway.

Conservative estimates of the profits of the American Sugar Refineries Company at present place the sum at from \$80,000 to \$100,000 per day. This will keep the wolf from the door, and yet no consumer can complain of the price of sugar. What article of such common use and necessity is so cheap? Even if it goes up to the highest anticipated point it will bring no hardship. The market for raw sugar is firm, with supplies here of 104,112 bags, and 3,964 hogsheads, against 540,800 bags and 2,779 hogsheads last year. Granulated is in strong demand, which is daily growing larger.

Coffee continues firm and No. 7 Rio is quoted at 17½c. Milds, as well as Brazils, are very well held, Maracaibo fetching 17½ @ 21c, according to quality and condition. Mocha is firmly held at 21 @ 22c.

Lemons, oranges and bananas are selling slowly although the demand for the latter is fair and growing better. Pineapples are selling well at unchanged prices, \$5@16 per hundred.

There is some dried fruit being sent from here West, 300 boxes of California raisins being sold for Chicago. Prices are low—as low, in fact, as they are likely to be.

Canned goods are in no great demand, unless it be for tomatoes, which are sell at \$1.25@1.30 for 3-lbs, and 90c@\$1 for No. 2. Corn is held at \$1@1.25 for New York and \$1.15@1.35 for Maine.

In the butter market a better feeling prevails, but we cannot count on over 19c for very best State or Elgin. Cheese is selling slowly and for large size full cream, not more than 9½c can be obtained. Smaller sizes may bring ¼c more.

New potatoes are driving out imported articles, although 3,000 bags came from Antwerp Thursday. New are held at \$2.50@3.25 per bbl, and old domestic at \$1.62½@2. New Bermuda, \$4@4.50.

On the whole, the grocery trade seems to be improving slightly, and while it might be better, we are thankful it is no worse. It promises to be a good year from now on. JAY.

FALSE PRIDE AND ITS RESULTS.

Uriah Heep was a creature that went through life absolutely lacking in the essential of self-respect.

He rubbed his moist — unpleasantly moist—hands one over the other, swallowing insults pretty much as a chameleon on a fence would swallow flies, and admitted on all occasions his humble belief that everybody was superior to himself.

Not any man can expect to stand well with his community for long unless he also stands well with himself. In some unguarded moment he will betray his true valuation, just as a robe blowing aside discloses the possession it was meant to conceal or imply. Once upon a time there was a bishop who had six suspicious and objectionable curates and who did not know how to get rid of them. He sent each one an anonymous letter, saying: "All is discovered. Flee." And they all fled!

It was the old, old truth, when conscience calls the roll there is something in us stronger than the lie, stronger than flattery, stronger than self-deception, that makes us answer to our right names and take our true places.

Some man once said serenely that he never really minded being left alone, because then he was certain at least he would be in the society of a gentleman.

Some men drop the habit, even the outer crust of the gentleman, the moment the door closes between them and the outer world. The pretended philanthropist lets the true miser in him gloat, the sniveling praise monger lets her true, jealous venom escape, and unmasked, alone sits in a shameful silence, with that grim unavoidable shadow on the hearth. What an intolerable passion of disrespect that creature must have for himself who knows that the true man in him is puny and less than all that pomp of feathers and fuss and protestation that the world applauds. It is like the soldier boasting of prowess he never had. He takes the honor, acknowledges the applause, but, oh, how sick in his soul is he that it is not truly his own glory. Nothing would be so fine and beautiful and soothing to him as the right to take a pride in his own record, and to feel even when alone that he must be the brave gentleman, because he was a brave gentleman.

Perhaps pride is as wholesome and invigorating a sentiment as weak mortality can cultivate. It is good to teach the malleable nature of a child how to be proud. He must be proud of his unblemished name, proud of his right to be a gentleman, proud of his manly opportunity, always daily offered, to be loyal and protecting to women, proud of blue blood in his veins, and I take it that after all blue blood only means true blood.

When we see a fine, wholesome, sturdy young fellow stepping down the street, we must stand off and admire. He is a proud young fellow and he takes pride all unconsciously in his good digestion, in his long, strong arms, his clear conscience, in his steady nerve; such pride that keeps him strong in the courage not to abuse his physical casket, not to tarnish his untarnished name, not to lower his high ideal of true manhood.

But what a shock is in store for this young fellow at his first jostle with the world. He grows ashamed of his muscle if he must heave a box with it; he feels

he drags his proud name in the dust if he signs it to a "lowly" occupation; he finds debt more honorable in his social circle than a shabby coat and a patch on the seat of his trousers.

Not long ago a sweet, foolish young mother boasted to me that her little 4-year-old baby had criticised herself and its father and pronounced them "tacky" because they had carried home the market basket.

"Oh, she is a proud little thing, I can tell you," exclaimed the mother, smiling. But it does not occur to me that any mother ought to be glad over that sort of pride—seeding in the heart of her child a pride that discountenances honest labor, that makes poverty a sorer hurt, and loses a man that simple, sweet, direct faith in what is true and real that is better than titles, epaulettes, and sashes. Do not in the end all of us have to learn that two-thirds of the world must carry market baskets, and that the brutal, calculating, practical majority, unspoiled by snobbishness, long ago decided that it is only tacky when the contents of the basket are owed for and its mission is greed?

Truly, it would seem that the finer way would be to regard any honorable service as natural as nature, as liable as breathing. I might be ashamed, being a true lady, to sit in the dirt, but what sort of false exultation is that which makes me too fine to cleanse and beautify a temple for the goddess?

The wife of a \$60 a month clerk is too proud to carry her own baby. She was not to proud to bear it! But then, we must remember even an apostle grew ashamed of his sweet, humiliated Master, and denied him.

A woman will boast that she is too proud to carry a bundle. Two proud of what? Has she forgotten that original good pride was being proud of physical strength, to carry loads, to vanquish men, to use a tree as a staff; proud of doing more work better than other men, of having the most valor, the most truth, the most courage, the most endurance? How are we dwindled when we are come to being proud of being proud!

With some persons, if we should investigate, we should find that the so-called pride is only pretense. There are young girls—the result of silly mothers and bad associates—who are too proud to wear the same dresses two seasons; and there are others with a false pride, the evil pride of the snob, who think it a true aristocracy to laugh at the girl, belittle the heart of her, question the merit of her, deny the rights of her, all because of the clothes of her!

It is a bad sign when a silk dress can mend a mind diseased. When the priest gets up to tell his message as he has got it from God, he is not disturbing himself to remember, I must surpass myself to-night; I must do the best I can, so that my name will be in the public mouth. He does not think of that at all. Audience to him is of the least value. The coat is not of the paramount importance. There is an integrity of riches, and an integrity of character. The rich woman serenely wears a calico gown, and the priest, whose pure life is indisputable, unconsciously stops in a doorway to comfort a drab.

The other day a lady, merciful to a merciful beast, asked a gentleman to give it a bucket of water. He declined. He was too proud to stand in the public



WILLIAM CONNOR.

MICHAEL KOLB & SON,

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

The oldest firm in the city of Rochester.

ESTABLISHED 36 YEARS.

Mail orders promptly attended to, or write our Michigan representative, William Connor, Box 346, Marshall, Mich., who will show you our line, and if we don't happen to have what you want we will thank you for the opportunity you gave us in sending for him.

We always guarantee excellent fits and well made garments.

Lemons

—AND—

Oranges.

Buy them of

THE PUTNAM CANDY CO.

PYRAMID PILE CURE.

A new remedy which has created a sensation among physicians by its wonderful effects in speedily curing every form of piles. It is the only remedy known (except a surgical operation) which can be relied on to give instant relief and a lasting cure in Itching, Protruding, Bleeding or Blind Piles.

Briefly stated, it has the following advantages over a surgical operation or any other pile cure: It is absolutely painless; it contains no mineral poisons nor injurious substance; it gives immediate relief from the first application; it can be carried in the pocket and used while traveling or anywhere without the slightest inconvenience or interference with business; and, last, but not least, it is cheap, costing but a trifle.

The following letters speak for themselves and need no comment except to say we have hundreds of similar ones and could fill this paper with them if necessary:

GENTLEMEN—Your Pyramid Pile Cure is without an equal; it cured me in 30 days or a much shorter time. I waited 15 days or more to be sure I was cured before writing you, and can now say I have not the slightest trace of piles and am much surprised at the rapid and thorough effect of the remedy. Truly yours, J. W. Rollins, Marmaduke Military Academy, Sweet Springs, Mo.

From J. W. Waddell, Zulla, Va.—I am a cured man. I only used one package of the Pyramid Pile Cure and I can state to the whole world that it has cured me, and I had them so bad I could hardly walk; and I would have them now if my wife had not insisted on my trying it, and I kept it some time before she could get me to use it, but I now thank God such a remedy was made, and you can use this letter in any way it will do the most good.

Mrs. Mary C. Tyler, of Heppner, Ore., writes—One package of Pyramid Pile Cure entirely cured me of piles from which I had suffered for years, and I have never had the slightest return of them since.

Mr. E. O'Brien, Rock Bluffs, Neb., says—The package of Pyramid Pile Cure entirely removed every trace of itching piles. I cannot thank you enough for it.

Ask your druggist for the Pyramid Pile Cure, and a single trial will convince you that the reputation of this remedy was built up on its merits as a permanent cure and not by newspaper puffery.

It is the surest, safest and cheapest Pile Cure sold.

It has come to be an established fact that this is the best Pile Remedy on the market, and every live druggist has it in stock.

Badges

For

SOCIETIES,
CLUBS,
CONVENTIONS,
DELEGATES,
COMMITTEES.

The Largest Assortment of Ribbons
and Trimmings in the State.

THE TRADESMAN CO.

thoroughfare and hold a bucket of water to the nose of a horse. There must have been in him some hostler trait that he did not want the world to know. It is being patrician to do plebeian services simply if they come one's way as duties or opportunites. From the first fairy tale until now the real princess has been discovered, not by the coronet on her head, but the brave, loyal blood in her veins, and the beautiful act, and the becoming word.

Nothing has so kept down the world as false pride. We are afflicted with dead loads of people who, to pass the time, take boarders for company and "drum" for the sake of health. There are young men not too proud to beg a cigarette, but too proud to work for a dollar a day, not too proud to borrow, but too proud to earn.

The child on our knee is proud of her silk dress and seeks not silken mannered children, but those who are silken robed like herself. The wife of our bosom boasts over her carriage company, and peeps through the blinds to note if the neighbors have seen.

A child stooped and tied another child's shoe. "How could you do that?" said the mother. "You should have been too proud." Oh, foolish mother, the only lowly stooping is when the mind gets down to evil thoughts, when the eyes of the soul looks down not up, when the act is to somebody's shame or somebody's hurt.

Carry your bundle, oh proud one, stoop to your head-turning task, walk the public highway with your shabby friend, be humane to the dumb, gentle to the timid, welcome always to the real. That way honor lies. Only the self-conscious and the insecure are afraid to be individual. Wherever you sit make that the throne. Whatever your act make it the royal act. Teach the lesson:

"Who sweeps a room as to thy law
Makes that and the action fine."

CATHERINE COLE.

Too Much Money.

England has more money than she knows how to use at home, so she is all the time sending it off by millions upon millions to all parts of the globe when interest can be earned. In 1888 to 1890 she couldn't lavish enough upon the handful of people in the Argentine Republic. England in those years ran wild over the big returns which were sure from her investments there. But it turned out to be a hole and not a bank—a hole without a bottom. And so it has been in Australia; there, too, big returns were in sight, and British gold couldn't be sent off fast enough to get into the swim. Instead of the ship coming home with a rich cargo she has foundered, and there is general distress.

At home among ourselves we have been suffering, are now suffering, from the disease of thinking that an excess of money is present or ultimate prosperity. Such is a great mistake, for we forget that too much of a good thing becomes very bad and breeds corruption and decay. Money is rightfully called the medium of exchange for the settlement of balances between the grower of wheat and the maker of ploughs. This is the way it works. By bankers and other money owners, when times are dull and the call for cash is slow and interest is hard to earn, money is offered in a tempting way to Tom, Dick and Harry. T., D. and H. are tempted; they take and

expand. Everything to them is optimistic. Soon cutting of prices and cruel competition appear, and the disastrous end by and by. Now, when the accounts are ballooned and everyone has the swollen head, the money owners want their cash. It does not come easy. Things have got into the Argentine and Australian holes. It was ever so and some one says it ever will be so. In these matters we have our sunrise, our noonday and the dark night. Tomorrow comes and the game goes on. And what shall we say further? This: Touch only the substantial. Avoid the fancies. Get in with men of character and properties of merit. When a cyclone comes it doesn't topple down your stone house. It may hurt the orchard, but the family is safe. Too much money is a dangerous thing for a trading people or for family use. Poor human nature is so easily coaxed into dangers. And yet it remains true that the miscarried ventures of the daring, hither and yonder, ten years ago and in the ten years to come, work good in the main. The Great Eastern, where is she? A failure from the start, but a valuable lesson is she for all that. Horace Greeley put a good many thousand dollars into old Erie, a cent of which was never gotten back. But for all that the buttermakers of the country and the applegrowers and the city consumers have been brought closer together in comfort and profit. And so it goes in every generation.

GEO. R. SCOTT.

Selecting an Employer.

From the Chicago Apparel Gazette.

The amount of wages to be received should not be the only consideration involved when a clerk accepts a position with a retailer. He always has his best interests to look after and a reputation to build and protect. When a progressive merchant wishes to employ a man, he does not seek simply to get the cheapest clerk on the market, but one who will serve his interests to the best of his ability, sell his goods, and so please his customers with his courtesy and close and considerate attention to their wants as to induce them to come again. Somewhat similar motives should actuate a salesman in his choice of an employer. He should always seek to only be connected with houses known for honesty and square dealing, and which cater to the most enlightened demands of the public, carry fresh and complete stocks, and which do not misrepresent goods. This is a duty he owes both to himself and the public. If he be a conscientious man and one imbued with the highest business principles, and has the right idea of true policy, it will be his desire only to handle goods that he can truthfully and honestly recommend to his patrons, or, if compelled to handle inferior goods, not to be required to claim for them merits they do not possess. If surrounded by such conditions, he knows that he stands a good chance of holding his customers, pleasing his employers, and that the value of his labor will be constantly increasing. Such a clerk, if he combine with his other attainments a sincere, not artificial courtesy of demeanor and has evidently no other aim in life but to please his customers, naturally forms many friends among them. If he goes from one store to another, they will follow him with their patronage, because they know his principles, and reason that the store is a reliable one or he would not become connected with it. Then, too, they desire to still experience the kindly attention they have always received at his hands, and, perhaps, have learned to rely on his judgment to aid them in making purchases. Of course, such a man will soon create an active demand for his services and he and his will prosper.

THE

Lansing Woodenware Company

Are now ready for business with a full line of Woodenware and would ask for a small share of trade, and will endeavor, by fair dealing, to merit more.

Lansing Woodenware Co.,
Lansing, Mich.

HAVE YOU SEEN

OUR

CAT?

CAT-A-LOGUE, WE MEAN

SEND FOR ONE.

TRADESMAN COMPANY,

GRAND RAPIDS.

F. H. WHITE,

Manufacturers' agent and jobber of

PAPER AND WOODENWARE,

125 Court St., Grand Rapids, Mich.

Wayne County Savings Bank, Detroit, Mich.

\$500,000 TO INVEST IN BONDS
Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 4 per cent. on deposits, compounded semi-annually.
S. D. ELWOOD, Treasurer.

How to Keep a Store.

By Samuel H. Terry. A book of 400 pages written from the experience and observation of an old merchant. It treats of Selection of Business, Location, Buying, Selling, Credit, Advertising, Account Keeping, Partnerships, etc. Of great interest to every one in trade. **\$1.50.**
THE TRADESMAN CO., Ag'ts.
Grand Rapids, Mich.



KALAMAZOO PANT & OVERALL CO.

221 E. Main St., Kalamazoo, Mich.

Chicago Office: 305 Central Union Block.
Milwaukee Office: Room 502 Matthew Building.

Our fall line of Pants from \$9 to \$42 per dozen are now ready. An immense line of Kersey Pants, every pair warranted not to rip. Bound swatches of entire line sent on approval to the trade.

Said the
Owl

to himself, "If the moon I could get, whenever I'm dry my throat I could wet; The moon is a

quarter—with a quarter I hear; you can purchase five gallons of

Hires'
Root Beer."

A Delicious, Temperature, Thirst-quenching, Health-Giving Drink. Good for any time of year.

A 25c. package makes 5 gallons. Be sure and get Hires'.



DODGE

Independence Wood Split Pulley

THE LIGHTEST!
THE STRONGEST!
THE BEST!

HESTER MACHINERY CO.,

45 So. Division St., GRAND RAPIDS, MICH.

Quick Sellers.

WHAT?

THE NEW FALL LINE

Manufactured by

SNEDICOR & HATHAWAY,

DETROIT, MICH.

All the Novelties in Lasts and Patterns.

Dealers wishing to see the line address
F. A. Cadwell, 682 Jefferson ave., Grand Rapids, Mich.

UNPROFITABLE SHOPPERS.

Women Who Order Goods with No Intention of Taking Them.

From the New York Sun.

"Will you pay for the goods, madam?" The clerk who asked this question was looking with a rather wicked smile into the face of the customer. The latter was a woman of less than 30, well dressed and rather pretty, only her face was rather weak. It would have been evident to her before the question was asked, if she had observed the clerk's manner at all closely, that the clerk was not treating her with the respect usually accorded to so generous a customer. She had produced the goods called for in a very perfunctory manner, had in no way attempted to urge her to buy, and had answered her questions shortly and indifferently.

She had, in fact, spent most of her time in exchanging significant glances with a clerk across the aisle, and had deigned to look at the customer very rarely, and then always with that wicked smile which indicated a consciousness that something was likely to happen which would surprise the customer and afford great pleasure to her, the clerk.

The woman had, indeed, been a generous purchaser. Of the dozen bolts of silk piled upon the counter she had ordered ample dress lengths from nine. Several times, in answer to her suggestion that the clerk had better cut off the quantities ordered for fear she might confuse them, the clerk had replied quietly that she had taken complete memoranda of the orders, and would see that they were properly filled. When the clerk asked the simple and usual question recorded above the customer had been bending over the goods, examining some of them. Something in the tone of the clerk must have struck her as significant, for she looked up rather startled and stared at the clerk, whose face immediately became as innocent and demure as a country lass's.

"No," said the customer, apparently reassured, "I wish them sent C. O. D."

The clerk's smile immediately appeared again, only to be suppressed instantly.

"What name did you say?" she asked. "Mrs. Henry Niles. Here is my card with address on it. The goods must be delivered to-night without fail, for I have a dressmaker coming in the morning, and as she's expensive I don't want her sitting around doing nothing because your goods are delayed."

The woman started away. "Just one moment, please," the clerk called to her, at the same time producing a little memorandum book.

The woman stepped back, and said testily:

"Well, what is it?" "We can't send you these goods C. O. D., Mrs. Niles."

"Why not?" demanded the woman, reddening and looking indignant and frightened at the same time.

"Your name appears on our black list," replied the clerk, with vicious emphasis.

"How dare you? What do you mean by insulting me?" demanded the woman, desperately.

"I am simply following instructions," said the clerk calmly. "Mr. Jones!"

Mr. Jones, the floor walker, hearing his name called, sauntered slowly up to where Mrs. Niles stood flushed and trembling.

"If you have any complaint to make, Mrs. Niles," said the clerk sardonically, "this is the floor walker."

"What is it, madam?" said Mr. Jones in a business-like tone.

"This—this person has insulted me," said Mrs. Niles. "She has said she won't send my goods to me unless I pay for them now; that—that my name is on some list."

"What is the name?" asked the floor walker in the same unemotional voice.

"Mrs. Henry Niles," said the clerk calmly, adding triumphantly in a subdued tone, "I spotted her from the start."

Mr. Jones consulted his memorandum book.

"The clerk is right," he said to Mrs. Niles, "your name is on our black list.

You have twice ordered large quantities of goods to be sent to your house C. O. D., and then you have refused to take them. By doing that you abused the privilege we extend to our customers of allowing them to wait until the goods are delivered before paying for them, and subjected us to great annoyance, and some loss. On that account we can't allow you to enjoy the privilege again. We are perfectly willing to wait upon you and to take your order at any time, but we cannot fill it without being paid in advance."

The woman turned pale and scarlet by turns while this was being said, and at its conclusion turned upon Mr. Jones with blazing wrath.

"I will never come into this store again, and I'll see that my friends hear of this gross outrage. I might have expected this in such a cheap John place where they employ only the commonest labor. I guess I'll be able to have my orders filled elsewhere."

Mr. Jones bowed coldly but respectfully and walked down the aisle, while Mrs. Niles turned and went out of the nearest door.

"Good riddance to bad rubbish," said I," said the clerk. "Didn't I take her down fine, Mamie?" The last was addressed to the clerk across the aisle.

"Yes," said the latter, "but I thought you was a goner, sure. She looked as if she could eat you up."

The reporter, who had witnessed the scene, asked the floor walker what its significance was.

"In common with a good many other large dry goods houses," he replied, "this one has found it necessary to protect itself against shoppers who have no consciences. This woman is one of them. Twice she came here and ordered large quantities of goods. Some were dress goods, some were upholstery goods, and others were made up materials. The first two had to be cut in the lengths she ordered. She did not pay for these goods, and they were marked to be sent to the address she gave, the money to be collected there. Our collection on delivery or C. O. D. system is a very complicated affair. The goods have to be checked by half a dozen different persons and entered in a number of books, and the driver to whom they are finally delivered is held responsible for them. Every time an article is returned it has to go through the same routine as before, only beginning at the other end. It makes a great deal of work and costs a large amount of money, but it is a necessity in the present condition of shopping. There is no objection to a person's returning goods if they are not as ordered, or even if they have been ordered under a misapprehension. In fact, dry goods houses are very lenient in regard to the return of goods, and will often take them back without a word when no reason is given for their return. But there are some shoppers who order goods to be sent in this way when they know at the time that they will not keep them. They don't care about the trouble and expense the firm is put to so long as they can indulge their whims and caprices. Of such persons this firm keeps a list, and once a name is put there, it is never removed, except for good and sufficient cause.

"This woman's name is on our list, and this is how it got there. On each of the occasions I mentioned her purchases comprised at least a dozen different articles, and the bill was over \$100. The driver delivered the goods each time, and was kept waiting outside the door for fifteen minutes while she examined them. Then she said she didn't want them; that she had changed her mind. The packages were all undone, and it took the driver another fifteen minutes to get them in such shape as to be able to put them back in his wagon with safety. Even then the things had been badly crumpled, and had to be reduced in price in order to sell them, while the dress goods and other textile materials which had been cut to suit her had to be marked down and sold as remnants, because nobody else wanted just those lengths. The driver was greatly delayed in making his rounds by her, and this caused other customers to complain.



Have you Use for a High Grade Laundry Soap?

Made Expressly for

Washing, Cleansing and Purifying.

It is SILVER SOAP,

MANUFACTURED BY

THE THOMPSON & CHUTE SOAP CO., Toledo, Ohio.

FREE CRAYON PORTRAITS. No premium ever offered draws trade equal to this plan. It makes every sale cash and increases your business. It commands the trade and delights your patrons. It costs you nothing to adopt this plan. Write for full information.



Are you handling portraits as premiums? Please allow me to send you sample portrait and frame and be convinced I Have the Best.

A. WALTER, 358 Dearborn St., Chicago, Ill.

THE BEST SWEEPER MADE For the Money.



Strictly first class in all its details, with all latest improvements. If given as a premium with \$35.00 of Purchases, it will sweep trade your way. \$18.00 per dozen, 30 days net, 3 per cent 10 days. 500 cards and a punch free.

NATIONAL BOOK & PICTURE CO., CHICAGO.

BUY THE PENINSULAR Pants, Shirts, and Overalls

Once and You are our Customer for life.

Stanton & Morey, DETROIT, MICH.

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

WILLIAMS'S



ROOT BEER

Easily and cheaply made at home. Improves the appetite, and aids digestion. An unrivalled temperance drink. Healthful, foaming, luscious. One bottle of extract makes 5 gallons. Get it sure.

This is not only "just as good" as others, but far better. One trial will support this claim. SOLD EVERYWHERE Williams & Carteton, Hartford, Ct.

Important for Commercial Travelers and Merchants.

The American Casualty Insurance and Security Co., of Baltimore City, Maryland, sells the most liberal accident policy issued in the United States, furnishing more absolute protection than any other. Its policy is a short plain business contract, free from all objectionable clauses and conditions. In 1892 it paid losses to policy holders and their beneficiaries amounting to \$1,103,964, and had \$2,607,675 in assets Jan. 1, 1893. The premium to merchants not handling goods and insurance with \$4 for each \$1,000 in disability, not exceeding 52 weeks, and pays one-half instead of one-third for loss of one hand or one foot, as paid by most other companies. Telephone No. 1,003, for best policy issued, or address W. R. FREEMAN, Agent, 373 Crescent Avenue, Grand Rapids, Mich.

Then all these goods had to be checked back and re-entered in the various books, and had to be marked back in the stocks of the departments whence they came. The result was more delays and annoyance. We stood it once without saying anything, but after the second occurrence her name went on the list, and that settles any more freaks of that sort, so far as she is concerned."

"Why did she do it?" asked the reporter.

"The reasons which inspire cranks like her are too numerous to mention," replied the floor walker, "and some are so queer you would hardly believe them. The foundation of all of them is pure vanity. Several of these women had been trading here, and were all right until they got into the habit of shopping with their friends who had more money to spend than they. Then some crazy desire to show that they could order just as much as their rich acquaintance, caused them to buy regardless of their purses. One of these women ordered over \$400 worth of goods in one visit to this store, and I was told she ordered equally large quantities at other stores. She was perfectly crazy in her desire to show off before her friends. As she didn't have the money to pay for the goods she had ordered, of course she had to return them. The other woman wasn't quite so bad, so far as value went, but she ordered something in about every department of our store.

"Some women seem to have a mania for having delivery wagons stop in front of their houses. They don't order large quantities, but they order something about every day, and return the larger part. The drivers say these women often sit in the windows waiting for the delivery wagons to come, and when they arrive, look at their neighbors across the street to see if they are observing the fact. I don't see but such women are as crazy as any confined in asylums, and the sooner they are put there the better it would please us.

"The very worst nuisances, however, are the women who insist upon looking

at the goods, ostensibly for the purpose of seeing if they are just as ordered, and who delay our delivery wagons and paw over the goods until they are unfit for anything but the bargain counters. These women have a mania for pretty things and can't control their desires. If they had the courage they would steal them, but as they haven't, nor the money with which to buy them, they order them sent C. O. D. That gives them a chance to examine them while at the store, and again at their homes.

"Equally annoying and even meaner are the women who order things so that they may get them home and get ideas from them for making some that are similar. These women order principally fancy articles, some of which are so delicate that they are practically ruined by being handled by these women. If they were paid for in advance, we would not take them back in the condition in which they are returned, but as it is, of course we have to.

"One of the most curious freaks that the C. O. D. business has developed is the gambling woman. She is the one who orders things she would like, but can't pay for, on the gamblers' theory that by the time the goods are delivered she may have the money to pay for them. Her husband may prove unusually generous, or her parents, or grandparents, uncles, sisters, cousins, or aunts may send her a check. Some of the women included in this class have no husbands and are not beyond suspicion. Some are the wives of gamblers, and think that their husbands may have struck a lucky turn.

"The most innocent, but not least annoying, are the women who order for their friends. The other day a lady came in and ordered a nice set of dishes to be sent to a Mrs. Mason on Lexington avenue. The goods were to go C. O. D. The dishes cost \$75, and were very delicate. They were sent to the address, and a servant met the driver at the door. 'I don't know anything about them,' she said, 'but I'll take them to Mrs. Mason.' The dishes were in a large hamper,

packed in loose straw. The driver helped her take the hamper in, and waited about twenty minutes. Then a woman came out and said there must have been a mistake, as she hadn't ordered them. 'I've asked everybody in the house,' she said, 'but nobody seems to know anything about them.' When the dishes got back here it was found that two plates had been broken. The set was imported from France, and was the last we had, so we couldn't duplicate the plates, and the set was marked down to \$60.

"Several days later a lady came in and introduced herself as Mrs. Mason.

"How did it happen that those dishes were sent to me?" she asked.

"I called the clerk who had taken the order. She looked at her book, and there, sure enough, were the name and address. 'But I didn't order them,' said Mrs. Mason. 'No, you are not the lady,' said the clerk; 'the lady who gave me the order was smaller and thinner and had blond hair. She limped a little and wore glasses.' 'Oh, that was Mrs. Johnson,' said Mrs. Mason. 'I see now how it was. She was visiting me the other day, and I told her I thought of getting a set of pretty dishes, but was too busy preparing to go away for the summer to look for any. She said she expected to go shopping soon, and I asked her to let me know if she saw any set she thought I'd like. I suppose she thought these would suit me, and knowing I was so busy sent them for me to look at. They didn't meet my fancy at all, although they were pretty in a way.'

"I asked her where Mrs. Johnson lived, and she gave me her address very innocently. Then I said to her, 'Your friend probably thought she was doing something clever, but she won't do it again in this store if I can prevent it. She put our employees to a lot of trouble, and caused two pieces of the set to be broken, so that we had to knock \$15 off the price. The next time she wants to do anything of the sort she'll pay in advance.' Mrs. Mason was quite indignant. 'The idea,' she said, 'to blame the dear

woman for trying to be obliging. I supposed, if you want trade, you have to take some risk.' Mrs. Johnson's name is on our black list just the same, and every other woman who abuses our system in the same way will meet the same fate."

"If all the stores keep such a list some of the offenders may find it impossible to buy anywhere without prepaying," we suggested.

"I don't know that all do," said the floor walker, "but I think it is true of most of the large ones. What you suggest is undoubtedly the case with some of the women, as far as the stores are concerned that have adopted our system."

It Bore His Real Name.

A young grocery clerk, notorious for his conceit, was boasting in the presence of several gentlemen about the conquests he had gained over the female heart. "Look," said he, "here's a handsome present I had from my last innamorata," at the same time handing round a beautiful cigar case. All admired the article, which had an indorsement of its quality stamped upon it.

"Very nice gift," remarked one of the company. "I perceive your lady-love even had your name put on the case."

"Well, that's queer," answered the boaster, "I never noticed it."

"Look again," rejoined the candid one; "the case is distinctly marked 'real cali!'"

Indians Raid a Store.

It is reported that a band of Indians from the Territory raided a large store situated at Stoneburg, Tex., near Red River a few nights ago, and loading its entire contents on a train of pack-mules made off across the river into the Territory. As soon as the news reached Gainesville, an armed party was raised and started in pursuit. Nothing has so far been heard of their success. It is a little curious that a day before the raid the store and its contents had been attached by creditors and closed up.

DEALERS WILL FIND TANGLEFOOT THE MOST PROFITABLE AND SATISFACTORY FLY PAPER. SELL WHAT WILL PLEASE YOUR TRADE BEST.

FACSIMILE of A SHEET of TANGLEFOOT

THE NEW HOLDER

MADE BY O. & W. THUM CO. GRAND RAPIDS, MICH.

A Box of TANGLEFOOT

A CASE of TANGLEFOOT

The price for Tanglefoot in the United States east of the Rocky Mountains:

1 Box	\$0 45
1 Case (10 boxes)	3 75
5 Cases at one purchase	per case, 3 65
10 Cases at one purchase	" 3 55

TANGLEFOOT

SEALED

Sticky Fly Paper.

NEW STYLE. IN NEW PACKING.

NEW PRICE. WITH NEW HOLDERS.



Each double sheet of Tanglefoot is separately sealed with our Wax Border, which, while it permits the easy and ready separation of the sheets, absolutely prevents the sticky composition from running out over the edges. This Border preserves each sheet independently and indefinitely until used and prevents all loss and annoyance to the dealer.

Each box of Tanglefoot will contain 25 double sheets of Tanglefoot and two Tanglefoot Holders---15 loose double sheets and two packages each consisting of a Holder containing five double sheets.

Push the new package with your family trade, they will all buy it if it is brought to their notice. It will increase your sales of Tanglefoot by encouraging a more liberal use among your trade. Your customers will appreciate the new package and will soon ask for it.

The Grocery Market.

Sugar—The active condition of the market has resulted in an advance of a sixpence on all grades down to No. 6. The market is still strong and active and further advances are hoped for.

Oatmeal—Lower and weak at the decline.

Bananas—The market is firm at present quotations, the fruit moving lively on account of the warm weather.

Oranges—The California crop is nearly exhausted, and, naturally, prices are crawling up. It will not pay to buy any to hold, as they shrink fast. Messinas have rotted so badly that they are practically out of market.

Lemons—The advent of warmer weather will have a tendency to stiffen the market, and higher prices may reasonably be looked for.

Financial Notes.

Two thousand dollars of the stock of the Kent County Savings Bank was sold last week for twice its face value, A. G. Hodenpyl taking one-half of the stock and Henry Idema and John A. Covode dividing the remainder.

A block of stock in the Grand Rapids School Furniture Co. was sold last week for 112. Probably no further sales of this stock will be made under 115, as it is generally considered to be one of the best paying stocks in the market.

An Important Measure.

One of the most important enactments of the recent Legislature relating to business men is the statute making telegraph companies responsible for flagrant errors in the transmission of messages, and providing that damages may be recovered

for the non-delivery of dispatches through negligence. The full text of the law is as follows:

SECTION 1. The people of the State of Michigan enact that sections 14 and 15 of act No. 59 of the laws of 1851, being sections 3,706 and 3,707 of Howell's annotated statutes of 1883, be amended so as to read as follows:

SEC. 14. It shall be the duty of any corporation owning or operating any telegraph line doing business within this State to receive dispatches from and for other telegraph lines and associations, and, from and for any individual, and on payment of their usual charges for individuals for transmitting dispatches, as established by the rules and regulations of such telegraph line, to transmit the same with impartiality and good faith. And that such corporation shall be liable for any mistakes, errors or delays in the transmission or delivery, or for the non-delivery of any repeated or non-repeated message in damages to the amount which such person or persons may sustain by reason of mistakes, errors, or delays in the transmission or delivery; or for the non-delivery of any such dispatch due to negligence of such owner or association, to be recovered with costs of suit, by the person or persons sustaining such damage.

SEC. 15. It shall likewise be the duty of every corporation to transmit all such dispatches in the order in which they are received, and in case such owner or association shall refuse or neglect to so transmit such dispatches, such owner or association shall be liable for all damages sustained by the person or persons whose dispatch is postponed out of its order as herein prescribed, to be recovered as provided in the foregoing section.

Trusts are frequently given a black eye by courts and lawmakers; but a trust, under such circumstances, seems to wink the other eye, and go on with its regular business.

CHEESE

WHEN WE SAY THAT
YOU KNOW WE MEAN

RIVERSIDE!

FOR IT'S THE TOP QUALITY.

YOU WANT THE BEST.
WE WANT TO SUPPLY YOU.

**Ball
Barnhart
Putman Co.**

SWARTOUT & DOWNS,

JOBBER'S OF

FURNISHING GOODS AND NOTIONS,

41 South Division St.,
Grand Rapids, Mich.

We Start in Our Second Year with Lines More Full and Complete than Ever Before. The Inspection of the Trade is Solicited.

Drugs & Medicines.

State Board of Pharmacy.

One Year—James Vernor, Detroit.
Two Years—Ottmar Eberbach, Ann Arbor
Three Years—George Gundrum, Ionia.
Four Years—C. A. Parkhill, Cheboygan.
Five Years—S. E. Burges, Oshtemo.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

President, John D. Muir; Sec'y, Frank H. Escott.

PHARMACY LEGISLATION.

Legislation relating to the business of pharmacy and medicine has been increasing at so rapid a rate recently that many objections are raised, and the wisdom and necessity of the acts are strongly criticised.

Nearly all the States in the Union have general pharmacy laws, placing certain restrictions upon the retail drug trade; specifying how certain drugs may be dispensed, and who shall dispense them. All these laws provide for a pharmacy board and the necessary machinery for their effective execution, the cost of maintaining which is, in all cases, borne by the pharmacists of the State. Opinions are widely divided regarding the effect of the legislation upon the drug business and its value to the public in whose interest it is ostensibly enacted. The great majority are, however, in favor of legislation—at least to the extent that, while the public is protected against ignorant, and therefore dangerous, persons engaged in the business, the profession may also be protected from the disrepute into which it may be brought by incompetent or unscrupulous members.

It is contended by the opponents of legislation that it is expensive and positively injurious to business, and of no practical value to the public as a preventive against incompetency, since the records show that in nearly every instance of a serious error the mistake was committed by those classed "competent" by the law; that it hurts trade by encouraging injudicious competition, and the cut-rate difficulty is pointed to as in part the product of legislation; that certain classes, such as physicians, wholesalers and country merchants, are improperly exempted from the application of the law, thus neutralizing the possible good effects accruing. Many would have no law at all, while others desire a modification of the present statutes. When all these objections are considered, the value of intelligently prepared and carefully executed laws regulating the practice of pharmacy is too obvious to admit of question. It is quite true, that while the entire cost of administering the law now falls upon the druggist, a portion, or all the expense, might properly be assumed by the State. That the law does not act effectively in preventing errors in dispensing is erroneous. It is from the very fact that the laws are strict that mistakes which occur are only those made by the competent class, and, therefore, few in number. It is also contended that it is an unnecessary requirement that assistants in drug stores be registered; that, inasmuch as the proprietor is held responsible by the law, it is unnecessary that his clerk be required to pass an examination by the board before he can seek or obtain employment. From whatever standpoint this feature of the law is viewed, however, it appears just and advantageous to all concerned. While in most instances the proprietor, knowing himself responsible for the action of his employees, will subject them to as rigid an examination as the State board makes, there is a very large percentage of those engaged in the business who would be willing to take the risk in order the save expense. Labor of the kind approved by the board is, as a matter of necessity, high priced. But without such a uniform standard there would be open the

way for the most harmful of all competition—cheap and, consequently, ignorant and incompetent assistants. To argue that, as the majority of druggists can be relied upon to conduct their business in accordance with the best interests of the public, legislation is unnecessary for the few, is weak logic, and contrary to the first principles of rules for governing society, which to be of value must be strong in all places. To attribute the present cutting evil to pharmacy laws is too absurd a proposition for serious reply.

The exemptions made do not affect the retail druggist in practice. As a matter of unvarying universality, it may be claimed that there shall be no exceptions whatever, and that physicians and country merchants must be stopped from selling drugs. But here the public steps in—and it is a matter of regret that many druggists appear to forget the existence of a public when urging their conclusions—and demands that drugs must be dispensed, and if the professional druggist will not bring his services to all the people those so discriminated against shall be served by some one else. In no instance is the druggist actually discriminated against, either in a financial or moral sense, as the law is particular to see that these conditional dispensers handle nothing which requires a technical knowledge of pharmacy.

Here and there undesirable features have been embodied in pharmacy laws, but on the whole the legislation now in force is to be commended for its wisdom. The laws have been helpful to druggists, particularly in raising the standard of the profession in public esteem, and protecting it against the operations of the common business speculator.

EXPENSIVE SMARTNESS.

The Brewer Found a Farmer Who Understood Human Nature.

"It once cost me just \$1,000, besides the price of three bottles of champagne, to learn that a farmer was smarter than I was," said the old fellow with a well-fed air, as he lighted a fresh cigar.

The speaker had been a brewer in his earlier days, but he had retired after he had put by a comfortable sum, and at the age of 72 he was still enjoying life.

"One season," he continued, "hops were scarce and all the brewers were keeping a sharp lookout for any good ones which were put on the market. Our agents telegraphed us that a man living about 100 miles from our place of business had 100 bales of just the kind that I wanted, and I started immediately to buy them.

"Now, if I do say it myself, I do not take a back seat from anyone when it comes to judging the quality of hops. Well, I arrived at the place where the owner of these hops lived and I inspected what he had for sale. They were the best hops that I had seen that season. The price which he asked for them, 60 cents a pound, was reasonable for hops of that quality; in fact it was a little less than the market price. Not to let the old fellow see that I was too anxious to get them, I began to try and beat him down a little on the price.

"The thought struck me that perhaps I might beat him down more if I could induce him to go to town and get him a little 'mellow' over a bottle of champagne. The town was not far away, and I suggested that he go back with me, as my time was limited, and if we struck a bargain on the way I would pay him the cash for the hops before leaving him.

"He consented and to town we went. We stopped at the hotel. I ordered a bottle of champagne and some good cigars. We drank the wine and smoked the cigars. I kept his glass full and he did not seem at all bashful about taking all that I gave to him. He began to warm up and I thought I was going to save the price of three or four cases of wine at least. I suggested that he ought to let me have those hops for about 55 cents a pound. I declare he raised the price instead of lowering it, and said he thought they were worth 61 cents.

"I laughed, but it was no go, and he insisted on 61 cents as the price.

"I ordered another bottle of wine. Again he drank all I gave to him, and I

poured nearly all of it in his glass. When this bottle was finished the price of hops had gone up to 62 cents a pound. Things were getting interesting. The wine had flushed the face of the old fellow, but he would not come down a quarter of a cent.

"In desperation I tried another bottle of wine and more cigars. The sparkling fluid went down his throat like water down a rat hole. He became more and more talkative, and I gained courage once more.

"Well, I said, 'we'd better close the bargain on your first offer of 60 cents.'

"Well, I think them hops are worth 'bout 65 cents," he replied.

"I argued and threatened not to take them at all, but it was no use. He was sharp enough to detect the fact that I wanted those hops and wanted them badly. He would not budge a bit and I had to pay 65 cents for them. That additional 5 cents on a pound made a difference of \$10 on every bale and \$1,000 on the hundred bales, besides my wine and cigar bill of nearly \$20."

He Figured Discounts Differently Than Other People.

We have a pretty good story to tell at the expense of people who use discounts and also at the expense of people who buy goods at a discount from list. At a certain time certain goods were sold at 25 per cent. discount, and an ironclad agreement was entered into by the manufacturers and principal jobbers to the effect that no goods should be sold at better rates than 25 per cent. discount. In a certain town in the territory covered by this agreement there was a young, ambitious and enterprising dealer, who, prior to this cast-iron rule, had done an excellent business in the goods named. The publication of these rates, however, was likely to have the effect of cutting off his trade, and he was under the necessity, therefore, of devising some plan by which it could be continued. There was also the necessity of his keeping within the contract, or else his supplies would be cut off by the manufacturer. This is what he did. He issued a circular to the small trade he had been in the habit of supplying to the effect that whenever \$100 was remitted with an order he would send goods to the amount of \$133.33. The effect was magical. His orders came in in even hundreds and multiples thereof, and wagon-load after wagon-load, and finally carload after carload of goods were unloaded at his warehouse only to be reshipped to points all over the country, and some of them into territory that geographically speaking did not belong to him.

Such a trade as this could not fail to attract attention. Finally it came to the notice of the manufacturers and jobbers who had entered into this agreement. A committee was appointed to wait upon the dealer. He received them with every possible courtesy and inquired their errand. "You are violating the agreement on these goods, and such practices must be stopped." "Indeed," said the young dealer, "I am not aware that I have violated any agreement." "Well, you have; there is the agreement. You are selling under the price that has been fixed, and this must be stopped." "I am not aware that I have been selling under the price that has been fixed," was the reply. "Well," said the spokesman of the committee, "the price is 25 per cent. off list, and you are selling 33 1/3 per cent. off list." "I am not," replied the young dealer, much to the confusion of the committee and greatly to his own delight. "I think," he continued, "that if you make a simple calculation, and one that will not occupy many minutes of your time, you will find that 33 1/3 on list is not very different from 25 per cent. off list. I am not selling goods at 33 1/3 per cent. off list, but am charging net for goods, with 33 1/3 added to the list. Do I make myself understood?" The committee reluctantly admitted that he did, and declared the joke was on them. They did not further attempt to molest his trade, and it only ceased when the buyers had it forced upon them that they made no more

money on goods bought in this way than upon goods received in the regular way at 25 per cent. off list.

Brief Business Maxims.

D. T. Mallett in Business.

It is a wise man who asks his wife's advice, but it is a wiser man who follows it.

Faith is as necessary in business as in religion; confidence is the foundation of credit.

It is not always the customer who buys most who best profits the dealer.

It is a rare man, indeed, who is admired by his associates; respect is often a matter of distance.

There is no trade so difficult and so arduous as our own.

It is better to work to-day than to worry about to-morrow.

All things may be remedied but discontent.

The dime of to-morrow looks larger than the dollar of to-day.

No great success was ever achieved without the force of enthusiasm.

The worst deceived man is the one who cheats himself.

There would be little business if nothing was destroyed.

Will Make Big Profits.

Now that it has a monopoly of the liquor business within its borders, the State of South Carolina intends to work it for all it is worth, and will not be content with any small margins of profit. The Governor says that the cheapest whisky that will be offered for sale will be sold at \$3 a gallon, and proportional prices for less quantities, and that none but pure liquors will be sold. And he says that the State will make a profit of \$1 per gallon on the liquor sold. Fifty per cent. is a right good profit, and the Governor thinks that the State is going to clear \$500,000 the first year. It ought to do better than that at such a rate.

Use Tradesman Coupon Books.

Empress Josephine Face Bleach

Is the only reliable cure for freckles and pimples.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.,
Jobbers for Western Michigan.

Peckham's Croup Remedy

PECKHAM'S Croup Remedy for the Children's Cough Cure. Pleasant-Safe-Certain. Get a bottle today; you may need it tonight. One dose will prove its value. Save the Children! WHOOPING-COUGH, CROUP, COLDS, COUGHS, quickly yield to its use. Keep it at hand. Large bottles 25c. All druggists.

PRICE TO THE TRADE:

\$2 a dozen; 5 per cent. with 3 doz. order, 10 per cent. with 6 doz.

On receipt of dealer's printed address we will forward, free of charge, a tablet of 9x12 white wrapping paper, cut from 40-pound book, bearing dealer's card neatly printed thereon. Order PECKHAM'S CROUP REMEDY of your jobber, and send your label to Peckham Remedy Co., Freeport, Mich.

Have You CATARRH

Hay Fever, Headache, Neuralgia,

CUSHMAN'S Menthol Inhaler

Will Cure You First inhalation stops sneezing, snuffing, coughing and headache. This relief is worth the price of Inhaler. Continued use will complete the cure. Prevents Sickness. Sea cool, exhilarating sensation following its use is a luxury to travelers by rail or boat.

The Best Remedy for COLDS and SORE THROAT. It is a dainty pocket piece. It cannot get out of order; does not require renewing; there is no liquid to drop or spill; lasts a year, and costs 50c at druggists. Registered mail 60c, from

H. D. CUSHMAN, Manufacturer,
Three Rivers, Mich.

Guaranteed satisfactory.

Wholesale Price Current.

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

Table of Wholesale Price Current listing various goods such as Morphia, C. Co., Moechus Canton, Nux Vomica, Os. Sepia, Peppin Saac, H. & P. D., Co., Pictis Liq., N.C., 1/2 gal, do, Pictis Liq., quart, do, Pils Hydrarg., (po. 80), Piper Nigra, (po. 22), Piper Alba, (po 5), Pix Burgun, Plumbi Acet, Pulvis Ipecac et opil., Pyrethrum, boxes H. & P. D. Co., doz, Pyrethrum, pv, Quassia, S. P. & W., Quinia, S. P. & W., S. German, Rubia Tinctorum, Saccharum Lactis pv, Salacin, Sanguis Draconis, Sapo, W, M, G, Selditz Mixture, Sinapis, opt, Snuff, Maccaboy, De, Myristica, No 1, Snuff, Scotch, De. Voes, 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., Roll, Tamarinds, Terebinth Venice, Theobromae, Vanilla, Zinc Sulph., OILS, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw.

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 prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

Main table of grocery prices including categories like AXLE GREASE, BAKING POWDER, FRUITS, COFFEE, CRACKERS, FISH-SALT, and various oils and flours.



Table listing various goods such as Root Beer Extract, Williams' 1 doz, Hires' 1 doz, and various spices and oils.

Table listing goods including Thompson & Chute Brands, Silver, Mono, Savon Improved, Sunflower, Golden, and various oils and syrups.

Table listing goods under categories like Smoking, American Eagle Co's Brands, Myrtle Navy, and various oils and syrups.

Table listing goods including Fish and Oysters, F. J. Dettenthaler quotes as follows, and various provisions like Pork in Barrels and Sausage.

Table listing goods including Paper & Woodenware, Baskets, and various types of tubs and barrels.

Table listing goods including Poultry, Plain Creams, Decorated Creams, and various types of nuts and fruits.

TIGHT MONEY.

In the slang of Wall Street, the financial condition of the country is described by saying that "money is tight." There is plenty of it to be had, indeed, on call and on readily marketable collaterals, but when it is wanted for any length of time and upon securities that cannot easily be sold, the case is quite different. Borrowers are no longer welcomed by lenders as they were a little while ago. When they apply for fresh loans, or even for an extension of those they already have, they meet with cool receptions and frequently with a decided repulse. The consequence is, as we see, that many of them, not being able to continue the game they were playing, have to throw up the cards and acknowledge themselves to be insolvent.

When, as people say, "money is tight," it is not the money, but the owners of it who are thus described. Lenders have for the moment lost faith in the ability of their would-be debtors to pay their debts, and look with distrust and suspicion upon applications which previously they would have favorably entertained. The change in their feelings is part and parcel of the collapse in the stock market which has brought ruin upon so many adventurous speculators. Just as the public has passed from a state of mind in which it was ready to pay without hesitation the highest prices for fancy stocks, regardless of their intrinsic value, to one in which it will not buy them at any price whatever, so it has passed from a readiness to lend to anybody and everybody, on any kind of security offered, to one in which it will scarcely lend at all.

Since the beginning of February, when speculation in stocks was at its height and confidence in everything and everybody was unbounded, the banks of New York City have lost in deposits \$58,750,900, but in coin and paper money only \$8,901,800. During the same interval they have reduced their loans to borrowers \$49,008,600, or \$40,106,800 more than they have lost in cash. This curtailing of loans by New York banks, large as it is, is but a part of a larger total to which borrowers all over the country have had to submit. Both financial institutions and individual lenders, in other places as well as in New York, have restricted their loans, and the consequence has become visible in the many failures which have been reported, both of corporations and of private persons. These failures are attributed to "tight money," but the real cause is a withdrawal of credit. The concerns which have become bankrupt were large borrowers, and had invested their borrowings in assets which were either valueless, or at least unmarketable. They were in the same situation as were the stock speculators who came to grief at the beginning of this month. They had bought what they could not pay for, and suffered accordingly.

If Congress were in session the prevailing difficulty of borrowing money would almost certainly lead to the introduction of measures for relieving it by increasing the supply of currency, and there would be plenty of eloquent speeches made in their behalf. But that the financial stringency is not due to any lack of circulating medium is proved by the fact that during the last four months \$15,000,000 of additional Treasury notes have been issued for purchases of silver,

under the Sherman act, and have gone into active circulation, while the gold that has been exported to Europe has been drawn mainly from the vaults of the Treasury, and not from people's pockets nor from the banks. On the other hand, that the stringency proceeds from the timidity of money lenders is demonstrated by the reduction of the volume of bank loans, as well as those of individuals.

Although the facts and figures showing how largely the business of the country is carried on not by the use of actual coin and notes, but by the exchange of credits, have been repeatedly published, the lesson they teach has not yet been fully learned by people even in the great financial centers. New York City banks reported on Saturday that they owed their depositors \$436,724,700, while the actual money they possessed was only \$134,621,100. At the same time they reported that their outstanding loans were \$415,901,600. Hence, if they were called upon to pay all their deposits at once they would be able to do it in money only to the extent of \$134,621,100, and for the remainder they would have to call in their loans. Practically, the liquidation would be completed by the offsetting of deposits against loans, and then the banks would still be found to possess all the money they hold now, except the small amount paid out for balances.

These figures, however, are far from fully exhibiting the total of the business transacted by the interchange of credits through the agency of banks. The payments made by bank checks in New York City alone amount, on an average, to \$120,000,000 a day, and in the rest of the country to \$80,000,000 a day, making a daily total of \$200,000,000. Add to this the credits given to one another by merchants and others, and of which only the balances are paid even by checks, it will be seen that the quantity of money which, to use the favorite expression of advocates of monetary inflation, is "necessary for the wants of trade," is comparatively trifling. In fact, it may be said, without exaggeration, that not currency but credit is the life blood of commerce. The misfortune is that the use of it easily degenerates into abuse, and there is in this country too much and not too little.

Indeed, paroxysms of tight money such as that which is now producing disaster to so many from whom credit has suddenly been withdrawn, are necessary to restrain within bounds the expansion of enterprise which the usual facility of obtaining credit tends to stimulate unduly. There is a height beyond which a building, even when it is constructed of the most solid materials, cannot be carried without danger of crumbling under its own weight, and the fabric of credit likewise has limits which it is not prudent to pass. If human wisdom and prudence were perfect, business would always be kept within the safety line, whether it was done with ready money or upon credit. But success produces overconfidence; a speculation which ends fortunately encourages the undertaking of another; profits on paper are made the basis for new schemes to win more profits, and so the bubble is blown bigger and bigger until it bursts. Since a catastrophe that is sure to come at last does less mischief when it comes early than when its com-

ing is deferred until the area of its devastation has been more enlarged, so, if the individuals and the institutions which are now failing for millions had been forced to fail by their creditors months or years ago, their debts would have been less and the resulting loss to their creditors less also. Had the Argentine speculations of the Barings suffered a reverse at the outset, when only a few millions of British capital were involved, the enormous sums subsequently sunk in them would have been saved; and the same thing may be said of the investments of British depositors in Australian banks.

One of the great merits of currency based upon metal and limited to an amount which is at all times readily convertible into metal on demand, is the check which it puts upon an undue expansion of credit. It does not, indeed, entirely prevent such an expansion, but it does not permit it to go so far as an unlimited and inconvertible paper currency does, and it brings on a crisis sooner. With a currency continually expanding in volume and depreciating in value, prices continually advance, and thus lenders are encouraged to extend their loans and speculators to enlarge their operations, whereas the increase of the precious metals in the world being limited to the slow additions, resulting from human labor, a currency based upon them is comparatively fixed, and when prices rise above their proper level it provokes a disposition to sell, which brings them down again.

A fallacious idea has obtained altogether too much favor in this country that a currency should be "elastic," that is, that it should increase in volume when there is a special demand for it, as, for example, when the crops are harvested and sent to market. Those who hold this opinion forget that currency is the common measure of values, and that a measure which expands on special occasions is as little useful as a yardstick would be that should be longer or shorter according to the weather, or a pound that weighed sixteen ounces at one time and fifteen, seventeen, or some other number of ounces at another. The evil of a rigid, inelastic currency is said to be that under it when a great number of sellers of agricultural products are in the market at once their competition puts prices down, whereas if the currency were "elastic," enough of it would be created to meet the exigency, and prices would be kept up. It is not considered that whenever what serves as money is once brought into existence it stays in existence, and that a volume of it sufficient to keep prices high when sellers are numerous will put them still higher when the number of sellers is reduced. The level thus established would be maintained till the next harvest came round, and then a fresh addition of currency would be necessary to prevent them from falling. As for the tightness of money annually produced here at the East by the withdrawal of currency to move the crops at the West and the Southwest, that is an inconvenience against which any prudent business man can always protect himself by timely precautions, and there is no need of debasing the currency for the sake of saving him the trouble.

MATTHEW MARSHALL.

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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.

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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.

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GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS.

REPRESENTATIVE RETAILERS.

Fred C. Beard, the Retired Morley Grocer.

Probably no more striking example of success, won by dint of pluck and perseverance in the grocery business, can be found in Michigan than that presented by Fred C. Beard, the retired grocer of Morley.

Mr. Beard first saw the light of day Aug. 21, 1851, in the town of Flushing, Cornwall county, in old England. At the tender age of 12 years he was seized with a desire to go out into the world and prepare himself for the business of life. This desire was so strong in the boy's mind that the combined exertions of both parents and friends did not prevail against it, and the future grocer of Morley was bound out to a shoemaker for a period of seven years. He soon learned that he had mistaken his calling; but he could not get out of it without deserting, and desertion meant imprisonment. It was imprisonment to remain, but he preferred the honorable kind, and so he served out his full time. During the first year of his apprenticeship he received 12 cents per week; 25 cents per week during the next two and a half years; 75 cents per week for the two and a half years following, and \$1 per week for the last year. He was kept shod during the term, but he had to board himself or live at home. After regaining his liberty—or acquiring his trade, rather—he worked for his old master about three months at the princely salary of \$2.50 per week, without board.

Some time previous to this, Rev. J. M. Johns, with whom Fred was acquainted, had come to America and located at Morley; and it was through this gentleman's correspondence that the 19-year-old shoemaker was induced to leave his native land. When he arrived at Morley his clerical friend advised him to teach school. He secured a certificate and a school some distance from Morley was engaged for him. Mr. Beard will give you his experience as a school teacher in his own words:

"I was young, and everything seemed wild and strange to me. The school was supposed to be located somewhere in the wilds of Michigan, about twenty miles from Morley. I shall never forget the morning I started out in search of that school. I was armed with my certificate, a stout heart, a big ambition, and an old English carpet bag wherein was stowed all my worldly possessions. All day long I tramped through the woods, passing occasional patches where the forest had been mutilated by man, and just as the shades of evening began to gather, I came to a clearing. Thinking I must be near my destination, I called at a shanty to make inquiry. Imagine my surprise when my ears were greeted with the following response: 'Oh, mine gracious! It vos shust feefteen miles mit dot school house.' I wilted. The good old Dutchman saw the pitiable plight I was in, and he tried to console me. He insisted on my staying all night with him, but between sharing that Dutchman's hospitality and bearding the American lion in his native jungles, there could be but one choice, and I resolved to return to Morley or die in the attempt. In the blackness of the night I scrambled along, falling over obstructions and dodging ferocious wild beasts, until, utterly exhausted, I sank down upon the ground.

I fell into a troubled sleep, and was dreaming of the far away home I had left, when something tugging at my feet awakened me. Rising up I saw several animals about me as large as medium-sized dogs. I seized my carpet bag and suddenly took my departure. After wandering the balance of the night in a condition of frenzy bordering on insanity, I found myself, at the dawn of day, in front of the old Dutchman's house. This was all the experience as a school teacher I wanted, and I returned to Morley and went to work in J. Cummer & Son's saw mill at \$9 per week."

In the fall Mr. Beard left the mill and secured a clerkship in the general store of Wm. Judd, at Altona. He was installed at once as a member of Mr. Judd's family, and, during his three years' service, he became thoroughly Americanized. His next engagement was with the grocery firm of Peters & Anderson, of Morley. Three years of faithful service were given this firm, after which Mr. Beard opened a grocery store of his own. In a little over six years from the time the boy of 19 landed in a strange country he had succeeded in accumulating \$600 by steady industry and frugal habits. Mr. Beard knew the value of every dollar of this small capital, and he determined that it should help in the accumulation of more. He invested it in a stock of groceries. Some of his friends said it was a mistake; that he would lose his dollars, which had cost him so many hard days' work; that he was young and inexperienced, and that nineteen out of every twenty men who put their money into the grocery business never succeed in pulling it out again. But Mr. Beard was made of the same kind of stuff that successful business men are made of. He put \$600 into the grocery business in 1879, and in eleven short years he pulled out of that same business \$25,000 in cold cash, which is now well invested in Grand Rapids real estate.

When asked to explain the secret of his remarkable success, Mr. Beard said: "When I started my business I was strongly impressed that if it was to be a success, Fred Beard would have to work and economize. I always had a mania for hard work, and I attribute my success to that as much as to any other one thing. I never put off until to-morrow what I could do to-day, and I never depended upon another to do what it was possible for me to do myself. I never made an engagement or incurred an obligation that I could not, or I might say did not, meet or fulfill—that is, so far as human control of ordinary events is concerned. Of course, there are times when sickness, death, or extraordinary circumstances will thwart the best laid plans. I will say, however, that during the entire eleven years I was in business, I never allowed a bill to pass maturity unpaid. I wish to say, also, that I attribute my success, in no small measure, to THE MICHIGAN TRADESMAN, Grocers' Criterion, and other trade journals, as a medium through which I was enabled to keep thoroughly posted in prices. By this means I was enabled to anticipate prices and buy right; and I wish you would emphasize the fact that I credit these trade journals quite largely as being contributory to my success in business."

Upon retiring from business, Mr. Beard came to Grand Rapids, where he has since invested in real estate. As a

key to his character, it is only necessary to state that from the time he entered that sawmill as a boy, up to the present time, a portion of his earnings has passed over the broad Atlantic, as regularly as the months have rolled by, to the dear old mother to whom he is devotedly attached. When asked how he acquired his education, having been bound out to a trade at the age of 12, Mr. Beard said: "By getting out of bed at 4 o'clock in the morning and remaining out of bed until after midnight."

They Had Wooden Money.

Few people know that wooden money was ever in use, but it was, and was current in England as late as 1694. Exchequer tallies was the name given to notched sticks, which were used for keeping the counts of the English exchequer. They were square rods of hazel or willow, inscribed on one side with notches indicating the sum for which the tally was an acknowledgment, and on two other sides with the same sum in Roman characters. When the transaction was completed the tally recording it was split lengthwise, so that each section contained a half of each notch and one of the written sides. One half, called the tally or check, was given to the person for whose service it was intended, the other half, called the counter tally, was retained in the exchequer until its corresponding tally should be brought in by the person who had last given value for it. It thus became a current token representing cash. After the establishment of the Bank of England, government payments were made through its agency. The use of tallies in the exchequer was abolished by statute 23, George III. The old tallies were, by the acts 4 and 5, William IV, ordered to be destroyed, and it was burning them that caused the conflagration by which the old houses of parliament were demolished.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 28, 1893.)

Arrive. Depart
 10 20 p.m. Detroit Express 6 55 p.m.
 10 00 a.m. Day Express 1 30 p.m.
 6 00 a.m. Atlantic and Pacific 10 45 p.m.
 1 00 p.m. New York Express 5 40 p.m.
 *Daily. All others daily, except Sunday.
 Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
 Parlor cars leave for Detroit at 6:55 a.m.; returning, leave Detroit 5 p.m., arriving at Grand Rapids 10:20 p.m.
 Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
 A. ALMQUIST, Ticket Agent.
 Union Passenger Station.



In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee Rys offers a route making the best time between Grand Rapids and Toledo.
 Time Table in effect January 29, 1893.

VIA D., L. & N. R. Y.
 Lv. Grand Rapids at 7:10 a. m. and 1:25 p. m.
 Ar. Toledo at 1:10 p. m. and 10:30 p. m.
 VIA D., G. H. & M. R. Y.
 Lv. Grand Rapids at 6:50 a. m. and 3:25 p. m.
 Ar. Toledo at 1:10 p. m. and 10:30 p. m.
 Return connections equally as good.
 W. H. BENNETT, General Pass. Agent,
 Toledo, Ohio.

DETROIT, LANSING & NORTHERN R. R.

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

RETURNING FROM DETROIT.
 Lv. DET. 7:45am *1:30pm 6:05pm
 Ar. G R. 12:55pm *5:35pm 10:30pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
 Lv. G R 7:30am 4:15pm Ar. G R 11:50am 10:40pm

TO LOWELL VIA LOWELL & HASTINGS R. R.
 Lv. Grand Rapids. 7:10am 1:25pm 5:40pm
 Ar. from Lowell. 12:55pm *5:25pm

THROUGH CAR SERVICE.
 Parlor Cars on all trains between Grand Rapids and Detroit. Parlor cars to Saginaw on morning train.

*Every day. Other trains week days only.
 GEO. DEHAVEN, Gen. Pass'r Ag't.

Grand Rapids & Indiana.

Schedule in effect May 28, 1893.

TRAINS GOING NORTH.
 Arrive from Leave going
 South. North.
 For Traverse City and Saginaw 6:45 a m 7:30 a m
 For Traverse City & Mackinaw 9:00 a m 1:10 p m
 For Cadillac and Saginaw 2:20 p m 4:15 p m
 For Potoskey & Mackinaw 8:10 p m 10:30 p m
 From Chicago and Kalamazoo 8:35 p m
 Train arriving from south at 6:45 a m and 9:00 a m daily. Other trains daily except Sunday.

TRAINS GOING SOUTH.
 Arrive from Leave going
 North. South.
 For Cincinnati 6:30 a m 7:00 a m
 For Kalamazoo & Chicago 10:05 a m 10:05 a m
 For Fort Wayne and the East 11:50 a m 2:00 p m
 For Cincinnati 5:15 p m 6:00 p m
 For Kalamazoo & Chicago 10:40 p m 11:30 p m
 From Saginaw 11:50 a m
 From Saginaw 10:40 p m
 Trains leaving south at 6:00 p m and 11:20 p m, runs daily; all other trains daily except Sunday.

SLEEPING & PARLOR CAR SERVICE.

NORTH
 7:30 a m train has Parlor Car to Traverse City.
 1:10 p m train has parlor car Grand Rapids to Potoskey and Mackinaw.
 10:30 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
 Arr Chicago 4:10 p m 9:10 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 8:10 p m 10:10 p m
 Arr Grand Rapids 2:30 p m 8:25 p m 6:45 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

Sunday train leaves for Muskegon at 9:05 a. m., arriving at 10:30 a. m. Returning, train leaves Muskegon at 4:30 p. m., arriving at Grand Rapids at 5:45 p. m. Through tickets and full information can be had by calling upon A. Almquist, ticket agent at Union Station, Telephone 606, Grand Rapids, Mich.

C. L. LOCKWOOD,
 General Passenger and Ticket Agent.

CHICAGO NOV. 20, 1892 AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. GR'D RAPIDS. 8:50am 1:25pm *11:35pm
 Ar. CHICAGO 3:55pm 6:45pm *7:05am

RETURNING FROM CHICAGO.

Lv. CHICAGO 9:00am 5:25pm *11:15pm
 Ar. GR'D RAPIDS 3:55pm 10:45pm *7:05am

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

TO AND FROM MUSKEGON.

Lv. G R. 8:50am 1:25pm 5:35pm 8:45pm
 Ar. G R. 10:45am 3:55pm 5:25pm

TRAVERSE CITY MANISTEE & PETOSKEY.

Lv. G R. 7:30am 12:15pm 10:20pm
 Ar. Manistee 12:15pm 10:20pm
 Ar. Traverse City 12:35pm 10:50pm
 Ar. Charlevoix 2:55pm
 Ar. Petoskey 3:30pm
 Ar. from Petoskey, etc., 10:00 p. m.; from Traverse City 11:50 a. m., 10:00 p. m.

THROUGH CAR SERVICE.

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

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Avs.

EASTWARD.

Trains Leave	+No. 14	+No. 16	+No. 18	*No. 82
G'd Rapids, Lv	6 45am	10 20am	3 25pm	11 00 p m
Ionla "Ar	7 40am	11 25am	4 27pm	12 42 p m
St. Johns "Ar	8 25am	12 17pm	5 20pm	2 00am
Owoss "Ar	9 00am	1 20pm	6 05pm	3 15am
E. Saginaw "Ar	10 50am	3 45pm	8 00pm	6 49am
Bay City "Ar	11 32am	4 35pm	8 57pm	7 15am
Plint "Ar	10 05am	3 45pm	7 05pm	5 40am
Pt. Huron "Ar	12 05pm	5 50pm	8 50pm	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. 81	+No. 11	+No. 13	+No. 15
G'd Rapids, Lv	7 00am	1 00pm	4 45pm	10 20pm
G'd Haven, Ar	8 25am	2 10pm	6 00pm	11 20pm
Milw'kee Str "			6 20am	6 30am
Chicago Str. "			6 00am	

*Daily. +Daily except Sunday
 Trains arrive from the east, 6:35 a. m., 12:50 p. m., 4:45 p. m. and 10:00 a. m.
 Trains arrive from the west, 6:40 a. m., 10:10 a. m., 3:15 p. m. and 9:45 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.
 Westward—No. 81 Wagner Sleeper. No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car.

JAS. CAMPBELL, City Ticket Agent.
 23 Monroe Street.

MICHIGAN KNIGHTS OF THE GRIP.



OFFICERS:
President—N. B. Jones, Lansing.
Secretary—L. M. Mills, Grand Rapids.
Treasurer—Geo. A. Reynolds, Saginaw.

REMOVED FOR CAUSE.

Secretary McCauley Deposed from Office by the Board of Directors.

The quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was held at the Morton House last Saturday, all the members being present except Geo. E. Bardeen, of Kalamazoo. President Jones and Secretary McCauley were also present as *ex officio* members of the Board.

Secretary McCauley presented his usual report, which was referred to the Auditing Committee. Messrs. Northrup and Waldon, who composed that Committee, reported that the previous report of the Secretary was a mass of confusion and contradiction, from which it was impossible to obtain a correct idea of the condition of the association. Both gentlemen asked to be relieved from further duty in such connection, but the Board prevailed upon Mr. Waldron to remain, substituting Mr. De Forrest in the place of Mr. Northrup, whose duties at the State Prison preclude his giving the matter further attention.

Mr. Gonzalez called attention to the unsatisfactory condition of the reports of the Secretary generally, stating that for eighteen months the Board had been utterly unable to obtain any accurate information as to the status of the organization. He charged him with incompetency, falsehood and deceit, and called upon him to resign.

The Secretary declined to comply with this request.

Mr. Northrup thereupon offered a resolution that it was the sense of the Board that the Secretary resign. The resolution was unanimously adopted, but the Secretary still declined to step down and out.

Mr. Northrup then offered a resolution that the office of Secretary be declared vacant. This resolution was unanimously adopted, and Mr. Waldron was elected Secretary *pro tem*.

On motion of Mr. Gonzalez, L. M. Mills was unanimously elected Secretary to fill the vacancy for the unexpired term, and was authorized to employ an expert bookkeeper, if necessary, to straighten out the books.

A ballot was then taken on the next place of meeting, resulting in four votes for Saginaw and two for Grand Rapids. On motion of Mr. Gonzalez, the selection of Saginaw was made unanimous.

President Jones and Mr. Bardeen were authorized to secure headquarters for the Michigan Knights of the Grip at the World's Fair on the occasion of the gathering in July.

A complaint was received from a member relative to alleged brutal treatment received at the hands of the proprietor of the Hastings House, at Hastings.

President Jones supplemented this complaint with a recital of his own experience at that hotel, and other members present asserted that there was just cause for complaint over the irascible temperament of the landlord. The matter was referred to the Hotel Committee and President Jones, with power to act.

A resolution was adopted recommending the expulsion of any member who travels around with a woman who is not his wife and obtains the special hotel privileges therefor.

President Jones was instructed to prepare a circular letter to the members of the Association, signed by all the members of the Board, setting forth the change in the position of Secretary and assuring the members that the Secretary's duties would be properly discharged from now on.

The report of the Treasurer, which

was not received in time for the meeting, showed total receipts in the general fund of \$1,169.74, and disbursements of \$381, leaving a balance on hand of \$788.74. The death fund shows total receipts of \$2,967, and disbursements of \$2,500, leaving a balance on hand of \$467.

Card from Secretary Mills.

To the Members of Mich. K. of G.:

GRAND RAPIDS, June 5—The unexpected honor conferred upon me by your Board of Directors by the appointment to the office of Secretary is another proof of the confidence reposed in me by my brother commercial travelers, and though my present duties lead me a very busy life, I cannot ignore the call to this important office, so long as the success and growth of our organization lies so near my heart; and I take up the arduous duties once more, in the hope that with the assistance and forbearance of each officer and member, I may soon bring order out of confusion, and place the Association on a substantial foundation. I can be greatly aided in this by the active personal efforts of each member, and I will be pleased to receive any suggestions or information pertaining to the welfare of the organization. You will be kept advised of all matters of interest through the columns of the trade press.

In view of reported losses of currency sent former Secretary by mail, I earnestly request all members to remit dues or membership fees by express or post-office order, draft or registered letter.

Very sincerely yours,

L. M. MILLS, Sec'y.

The Wool Market.

The past week has been a very quiet one, and the feeling of depression is increasing. Prices are 1 @ 4 cents below the quotations of a year ago, and the tendency is still downward. Sales have been much smaller than for the previous week, except on foreign, and, as a whole, the market has been decidedly unsatisfactory. There is a decided feeling of demoralization, and the market is almost entirely at the mercy of the manufacturers.

PRODUCE MARKET.

Apples—So nearly out of market as to be unquotable.

Asparagus—25@35c per doz.

Beans—Handlers pay \$1.75 for country-picked and hold at \$2. City hand-picked are quoted at 10@25c above these figures.

Butter—Dealers now pay 12½@14c for choice dairy, holding at 14@16c. Creamery is in fair demand at 19c.

Cabbage—Calro stock commands \$2 per crate, while Louisiana is in fair demand at \$4.25.

Carrots—25c per doz.

Cucumbers—60c per doz.

Eggs—About steady, dealers paying 12½c and holding at 14c.

Green Beans—\$1.50 per bu. Wax \$1.50 per bu.

Green Onions—10c per doz. bunches.

Green Peas—\$1.40 per bu.

Honey—White clover commands 15c per lb.

dark buckwheat brings 12½c.

Lettuce—6@8c per lb., according to quality.

New Potatoes—Louisiana stock is coming in freely, being held at \$3.75 per 3 bu. bbl. The market will probably be downward from this time on.

Onions—Mississippi stock commands \$1.50 per bu., while Bermuda stock is in limited demand at \$2.25.

Pieplant—1c per lb.

Pineapples—\$1.50@2 per doz., according to size and quality.

Plums—Tennessee Wild Goose command \$2 per 24 qt. case.

Potatoes—The anticipated slump in the market has occurred, in consequence of which dealers have reduced their paying prices to 70@75c, and their selling price to 80c. No one is taking stock except for immediate necessities, as it is only a question of a few days when old stock will be unmarketable.

Radishes—15c per doz. bunches.

Spinach—Summer. 30c per bu.

Squash—4c per lb.

Strawberries—The market is not well supplied, and the price is high, the source of supply having shifted from Southern Illinois to Southern Indiana and Ohio. The present price is \$4.50 per crate of 32 qts., but the price will probably drop 50c or 75c before the end of the week.

Tomatoes—\$3 per 6 basket crate.

Turnips—Mississippi stock, 25c per dozen bunches.

MICHIGAN BARK AND LUMBER CO.

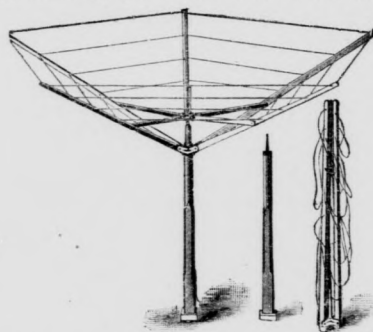


18 and 19
Widdicomb Building.

We are now ready to make contracts for the season of 1893.

Correspondence
Solicited.

Silently in rhythmic circles,
Free from thought, without a care,
Swing our socks, our shirts and napkins,
Snowy white in the balmy air.
Now no fear of broken clothes line,
Heedless they of mud or fire,
For in the bright and hot sunshine,
They are hung upon a Hill's Clothes Dryer.



We do not pretend that the above jargon is particularly good poetry, but we do pretend and are very willing to testify to it that the Hill's Champion Dryers embrace in them everything desirable in a dryer. No yard too small for a Champion, and in the event of not having any yard at all, you can put them on your back porch.

Self Fastening, Durable and Economical.



A Great Demand for Moth Bags Still Continues,

And it is with a little hesitancy we again refer to these almost indispensable articles, but—Actuated by Philanthropic rather than mercenary motives—we again call your attention to them and their desirability.

Don't Pack Your Clothes in Trunks,

They will get creased and wrinkled, like as not full of dust and dirt, and again like as not full of moths, and in the fall when you look for your nice winter cloak, ten to one it will look more like distress than anything else. We have them in three sizes, so we can suit you, no matter how large or small your wardrobe is.

FOSTER-STEVENS
& CO.
MONROE ST.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

-:BANANAS:-

Large Bunches,
Yellow Plump Fruit.

PUTNAM CANDY CO.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

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.



SEE QUOTATIONS.

Muskegon Branch

UNITED STATES BAKING CO.,

Muskegon, Mich.

Originators of the Celebrated Cake, "MUSKEGON BRANCH."

Write for samples of New and Original Crackers and Cakes, before
purchasing for your Spring trade.

Mail orders a specialty.

HARRY FOX, Manager.

F. J. DETTENTHALER,

WHOLESALE OYSTERS, FISH and GAME,

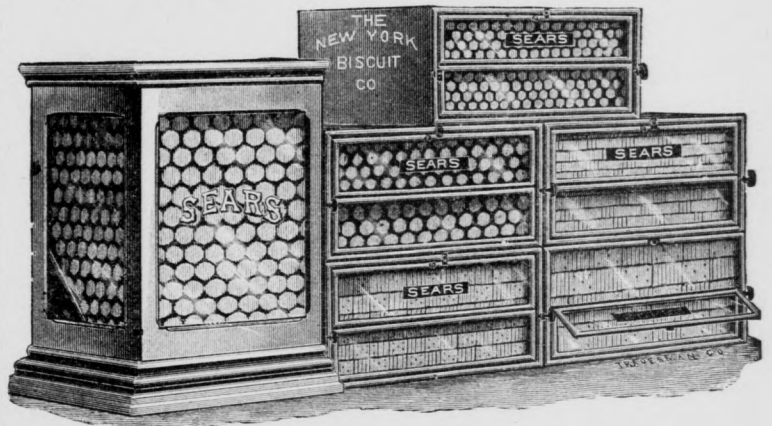
LIVE AND DRESSED POULTRY.

Consignments solicited. Chicago and Detroit market prices guaranteed.

117 Monroe St., Grand Rapids, Mich.

Cracker Chests.

Glass Covers for Biscuits.



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

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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

THE W. BINGHAM CO., Cleveland, O.,



Have had such flattering success in handling our Bicycles that they have bought
our entire output for 1893. They have taken up all negotiations pending for the
purchase of cycles, and we respectfully solicit for them the good will of our friends.

THE YOST MFG. CO.,

TOLEDO, OHIO.

