## Michigan Tradesman.

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THE HIPPOLYTE FONCE TRACT. Bright Mr. Dalrymple, the senior part ner of a solid firm of lumber dealers of Grand Rapids, read over the epistle for the third time with evident signs of a disturbed spirit. This letter was signed: "John Scales pine land looker and estimator." It informed the firm that five sections- 3,200 acres, more or less-of heavily timbered pine lands adjoining a small river in the Upper Peninsula of Michigan were for sale at a fair price by "Old Hip. Fongshay" (Hippolyte Fonce), of whom the firm had often sought in vain to purchase; that "the old French muskrat has finally concluded to sell out, and you better nail the old fellow right off, because a Chicago firm is going to send a man up here with full powers inside of a fortnight."
"Nice pickle!" grumbled the baldheaded senior partner, walking the floor of his private office with his hands crossed behind his back. "One partner gone East, t'other never did any of our land buying; besides, we can't spare him from the office. I can't go, especially in the dead of winter-kill me sure. Hang the old Frenchman! Why couldn't he sell when we wanted to buy last fall, or wait till next spring? Got to have that land -must have it; exactly what we want. Who'll I send? H-m-m-wonder if I could trust young Wabbleson-with careful instructions, of course?"
In John Scales' letter were two sentences that struck Mr. Wabbleson's attention: "There's a crust on the snow now strong enough to bear up an ox, and if you send a man before it melts, or snows again, we can make the thirty miles to old Fongshay's and look the tract in a quarter of the usual time and to the best advantage. I shall stay here at the railroad station until I hear from you."
Acting upon this information Wabbleson took his safety bike with him; if he could run on the crust it would save him much labor.
After meeting Scales and discussing the probabilities, he went out with his wheel and ascertained that he could run with ease anywhere in the open woods, now lying under a two-foot depth of strongly-crusted snow. After the first few miles the road would run through the woods uncut, but cleared of logs and obstructions, with a smooth crust all the way. The crust was strong enough to hold a man on skates, and the cold was severe enough to precluds any fear of a thaw or sudden change.
Early in the morning scales started. He was warmly clad, wore moccasins, carried hatchet and compass in his belt and a light rifle on his shoulder. Two hours later Wabbleson started on his wheel. He, too, was well fortified against the cold. In his belt were revolver and hunting knife, and overcoat, slippers, etc., were strapped to the wheel.
The woods were as silent and apparently deserted as they always are in winter, especially during a "crust." About 2:30 o'clock they crossed a small open rill, whose swift current prevented the
ice from entirely closing, and Scales announced that they were only two miles from old Fongshay's place. While they were pausing to drink, Wabbleson pointed down stream excitedly and exclaimed:
"Look there!"
Perhaps ten yards belew them a large, gaunt, reddish-yellow hound trotted over the bank of the brook and made his way to the water. There was something in its appearance that might well appall; its mouth slavered with ropy foam; its face was wrinkled ferociously; the tail drooped side-long, half dragging; and the hair on its lank body was erected savagely. Luckily it did not see the men, but ran into the water and plunged its muzzle into the iey stream, while its whole body knotted and struggled in strangely difficult efforts to swallow.
"It's one of old Fongshay's hounds," whispered Scales; "but, great Lord! what ails him?"
While speaking he raised and cocked his rifle. At the sharp click of the lock the dog jerked his head from the water and stood a moment glaring at them with an expression of face, body and attitude expressing fiendish malignity. Then uttering a horrible hoarse howl it plunged madly toward the two staring men. Fortunately Scales was a practiced hunter and a sure shot. At the crack of the rifle the charging hound rolled over and over, snarling and howling unnatural sounds, like hoarse screams, and tearing at itself and every object in reach with demoniac ferocity. Then, its struggles having turned its head away from the men, it staggered to its feet and charged, reeling. up the bank and so away into the woods.
The two men stood and stared after it, and then turned with amazement upon each other.
"Well," said Scales, who was first to recover, "that bursts my boom wide open!"
"That dog was mad!" said Wabbleson.
"Couldn't be, noways," retorted Scales; "its the dead 0 ' winter; 'tisn't dog days. Besides, 'I never heard of a mad dog in the whole Upper Peninsula. Moreover, I've heard that dogs never go mad of themselves; they must be bitten by some other dog or animal that is mad!"
Discussing this topic the pair proceeded constantly searching the forest about them, They were now well within the Fonce tract, and the tall pines stood all about them, shedding a dismal twilight along their road. They had proceeded perhaps a mile when they simultaneously stopped in another quick panic. Out of a thicket beside the path a few rods ahead there proceeded an unearthly noise of loud and vicious snorting screams, the like of which neither had ever before heard, mingled with the noisy trampling and plunging of some heavy animal. Then there burst out into the clear space a saddled French-Canadian black stallion, with torn halter and dragging bride, which stood for a moment staring at them. The bloodshot, bulging eyes of
the furious horse seemed to shine balefully in the shadowy light. Every hair of its body was roughened by fury. With a shrill scream of anger the creature rushed upon them; but they seperated and scrambled behind big trees on either side of the road, so that the stallion plunged snorting between them, and then stopped in bewilderment. As both cowered close out of sight, after a moment or two the stallion tore away down the road with another dreadful scream, and, dashing aside into the wood, disappeared. After the last crashing sound had died away the two men stole together again into the road.
"That just finishes my saw logs!" Scales said, heaving a long breath.
"What do you suppose made that horse act so?"
"That stumps me; blamed French horse, anyhow."
"But a French horse doesn't act that way without some cause."
'Cause?" Couldn't be any cause. Perhaps it's just his condemned French superbness."
Wabbleson, picking up his wheel, as they walked anxiously forward presently disclosed the issue of his pondering.

That horse was mad, too. Must have been bitten about the same time as the dog."
Scales abruptly halted. "Look you;" he said, "if that is so, it's likely Fongshay's is full of mad things! Maybe the whole family are bitten and all the stock. We're running right into the devil's own nest."
"The horse was saddled and bridled; that shows that somebody is alive and sane."
"Sane! Mad as a March hare! Man alive! do you suppose any man in his sober senses would put saddle or rein on that screaming thing? I tell you old Fongshay is raving crazy this minute! We shall meet him next, and find everything broke loose at the shanty."
"Great heavens! 1 fear so. Come along.'
"Yon are in a hurry to go where the least touch is likely to be death. But keep a little cool. What's become of that revolver you had last night?"
"By George! I forgot all about that! Here it is."
"Better not forget it again. Keep it handy as we go. I'll be ready with the rifle for whatever shows up. Go ahead it is."
In a few moments they reached the cleared land lying upon the banks of the river, in the center of which near the river side, stood the log house and barn of Hippolyte Fonce. Some dozen years earlier M. Fonce had come to the pine woods from Canada with a eash capital of $\$ 16,000$; and, foreseeing the rapid increase in value of pine londs, had purchased the best tract in all that region. After building a $\log$ house and barn, and clearing a few acres on the river bank, he settled down to an easy life, half spent in hunting.
About two years before the date of this sketch Madam Fonce died, leaving
him as broken in spirit as if all his ambition and life purposes were buried in her lonely forest grave. Only the gentle affection and care of his daughter Julie, now a tall, charming, dark-eyed girl of 18 , kept him from sinking into a hoplessly moody and effortless depression of spirit. As it was, he ceased all business, dismissed his men, and retired into a sullen seclusion that repelled acquaintance and denied hospitality. The situation, therefore, soon became intolerably lonely to his spirited and naturally joyous and social daughter; and it was she who had urged him to sell his tract, now that he could obtain double or treble its cost, and return to Montreal, where society and old associations might arouse him to renewed interest in life and save her from wasting the vigor and sweetness of her young life in the wilderness.

The men approached the house with hesitating caution. They noticed, first, that no smoke arose from the chimney; next, that the front door was partly open. Entering, they carfully visited all the rooms, finding no one, and the principal room in disorder, with chairs overthrown and table askew, as if flung violently aside. Going to the barn they found two mares in the stable, who greeted them with eager whinnies. The pigs in the yard set up an impatient squealing and the poultry flew about them with hungry demonstrations. Two cows and a pair of oxen lowed and twisted about in their stalls. None of these animals showed any symptoms of madness' and as soon as the men were sure of this they set to work and speedily furnished them with food and water. They then returned to the house, where Wabbelson built a fire, while Scales took a pail and returned to the barn to milk the cows.

While Scales was gone Wabbelson was twice startled by muffled sounds, as of some one moving in the house. On the first alarm he stood for a miuute with his hand on his revolver, listening. Hearing nothing further he started his fire, The second alarm then followed, and, after listening, he cautiously revisited all the rooms, finding nothing. Returning puzzled to the main room, where a brisk wood fire was now crackling in the stove, he sat down to enjoy the growing warmth, when he was again startled by what sounded like a hard breathing beneath him, followed presently by a soft footstep upon the cellar stairs and a sound as of someone at the trap-door. By this time his courage had returned a little: and, holding his pistol ready for instant use if necessary, he suddenly lifted the trap. Then he recoiled from the opening, more from astonishment than alarm.

A quarter-breed Indian woman stood on the steps, armed with a hatchet, which she held swung back above her head with a threatening gesture. Her face expressed a desperate resolution; her black, coarse hair hung tangled over her shoulders; cobwebs, straw and dirt adhered to her dress, as if from some ill-hiding place. Seeing Wabbleson, she stepped higher and looked about the room, as if fearlul of some hidden danger. Finding that the cause of her evident fear was gone, she flung down the hatchet, grasped Wabbleson by the arm and asked eagerly:
"He gone-Monsieur Fongshay?"
"There is no one here but myself and John Seales who is out at the barn."
'Come, you, quick! Help bring up Ma'm'selle Julie. She freeze-big coldhurt bad!"

So saying she pulled him toward the cellarway, down the steps of which she hurried, followed by the young man. In an unused potato bin. amid old straw, they found Julie lying hidden. She was shivering with cold, her face was streaked with blood from a wound upon her head, over which the Indian woman had bound half of a torn apron. When they got her upon her feet she could hardly stand. As gently as possible they half led, half carried her up the stairway and seated her beside the stove. Scales came in with a foaming pail of milk and the woman gave her some of it to drink, after which she softly sponged the blood from her face and wounded head and carfully brushed the straw from her clothing. Then she went to prepare a bed.

By this time the girl's shivering had abated. The wild look had left her face, and the Indian woman led her to her prepared room. From behind the closed door Wabbleson heard a few sentences of inquiry and reply in French.

As soon as she had put her young mistress to bed the woman came out and began hastily to prepare a meal. While she worked her tongue was also busy, relating in clipped English the story of the housebold tragedy and shrewdly advising what should be done.
About a month before, one of the two hounds had been taken ill. It became first restless, then sullen, with sudden fits of fierceness. M. Fongshay had tied it in the barn. In the morning it gnawed loose from the strap and furiously attacked the stallion in his stall. M. Fongshay ran to the stable at the noise, when the dog seized and badly lacerated his hand. Then it ran out of the door and savagely attacked the other dog. On M. Fongshay following, it fled away into the woods and was no more seen. M. Fongshay did not believe that the dog was mad.

Nevertheless, by way of precaution, he repeatedly washed his wounded hand in strong brandy and vinegar. The laceration healed kiudly and quickly, and they thought no more about it. But a few days before, the stallion began to show signs of strange disorder. His temper had always been savage, so $M$. Fongshay thought more of his staring coat of hair than of his fits of sullen fury, and treated him fer some distemper. Then M. Fongshay himself had mysterious flashing chills and fevers at intervals. He ate little. During the night he rose and roamed about the house, muttering to himself. In the morning he complained of a raging thirst, but when he would drink the muscles of his throat knotted painfully and he could swallow but little. He complained of agonizing cramps in his arms and chest, and took morphine in the hope of relief. Then he went to visit his wife's grave by the river side. Presently they heard him cry out hoarsely, and he came burrying back with a wild and terrifying countenance. He went to the barn where the black stallion was screaming and kicking in a paroxysm of fury, and presently appeared, bareheaded, mounted upon the frantic animal, which he had managed with overmastering strength to bridle and saddle in spite of its struggles. He rode to the
door upon the snorting and plunging
beast, using a sled-stake club instead o a whip.

Mlle. Julie had been terribly afraid of hydrophobia ever since her father's strange illness began, and was even then dressing herself to take one of the mares and ride away for help. Now she went out of the door to beg her father to come in and go to his room. The stallion rushed at her, and as she ran struck her down upon the threshold. The Indian woman drew her in and shut the door. But as she did so M. Fongshay leaped from the horse and rushed at the door, beating it open with his club. He did not seem to see his daughter, though he stumbled against her as she lay, but he chased the Indian woman through the house. Avoiding him in the kitchen she ran out, closing the door upon him, raised the cellar door, caught up Ma'm'selle Julie and hid with her in the cellar, dropping the door after them. For some time she heard the madman raving about the house. Then he went

When the men came she knew they were two by their steps and voices, but waited a little to guess their character. If they were strolling woodsmen it was safer to wait and discover if they had been drinking before revealing herself and Ma'm'selle Julie.

Finally, Ma'm'selle Julie was hurt; she needed a doctor. Ma'm'selle Julie's father was gone, she feared, into the woods to die; they needed men to search for him. One of the good gentlemen should go to the settlement for assistance; the other should stay to defend the place. The gentleman who would go should take a horse from the stable and ride at once, as soon as he had eaten, and make all possible speed. Help could not come until another day at best, and they had need of it already.

While they ate they consulted. Wabbleson proposed to ride for assistance on his wheel. He reminded Scales how they had observed that the legs of the black stallion were cut and bloody from the snow crust, and that a horse could not travel thirty miles over such a road in many hours, if at all.
"True," said Scales, "and you won't get any doctor to come till it thaws, unless he be willing to come on foot, for that same reason. You can get a couple of men on foot and maybe a woman (whom the men will draw on a sled), at the first house, seventeen miles outthat's Joe Dalzei's. Then you can go and try for a doctor at the station; but I reckon it's no use. We'd best look at the Fongshay gal before you start. Maybe she don't need a doctor, and anyway we can guess what you had better get tor her."

Wabbleson knew a little about the treatment of wounds and something of medicines. The Indian woman was also versed in various simples.

The pale patient submitted to have the wound upon her head carefully examined by Wabbleson, smiling thankfully as she answered a few questions, while he dressed the hurt. Then he started for the doctor.

By this time it was dark. In the pine woods the darkness was deep and still, but the moon would soon rise and make it lighter. At first there seemed something awful in the solemn gloom of the forest, through which his soundless wheel glided like a ghost.

He dreaded suddenly encountering the

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Grand Rapids, Mich
fury of a plunging mad horse, or the still more awful frenzy of a madman rushing upon him through the dark shadows of the wood.
But he rapidly outrode these fears as the moon rose and the pines became less dense and high beyond Fonce's tract. With steady strength he drove his flying wheel, until in two hours' time he reached the first settler's house, and found Joe Dalzel, his wife and a man willing to start at once for Fonce's upon promise of fair pay. Leaving them hastily preparing, he ran on to the station, where, as John Scales had predicted, the doctor, after hearing what had been done for the young lady, refused to go, but gave some good advice for her treatment.

Although Wabbleson had already made a run of sixty miles that day upon his wheel, he prepared to immediately return, an additional thirty miles. The track had been smooth, the work easy; he was but little fatigued, and the vision of the pale heiress of the Fonce tract rose before his imagination. He felt that he would best know what was to be done in case of unfavorable symptoms. Midnight found him again upon his way at a steady speed. He overtook and passed the Dalzel's just before entering the Fonce tract, and had food provided for them when they arrived.
Morning found $\mathrm{Ma}^{\prime} \mathrm{m}$ 'selle Julie so far recovered that she was able to sit up in her bed and eat, and she rapidly improved under the directions of Wabbleson as carried out by the Indian woman. With returning strength came the ever-increasing anguish of anxiety for her father. To divert her mind as much as possible from this Wabbleson devoted himself chiefly to entertaining the patient.
Meanwhile the other men spent the day in thoroughly searching the woods. It was easy to track the mad stallion, and his body, torn by wolves, was found in the afternoon in a swamp some six miles distant. But never a trace was found of Hippolyte Fonce, though the country was searched for miles around. Somewhere in the vast forest the unhappy victim perished alone and miserably, or he may have mercifully plunged into the iey river, and his body, after lying concealed under the ice until spring, been swept away into the great lake by the May freshet.
Here, then, was an end to the present sale or purchase of the Fonce tract. Nevertheless, while Ma'm'selle was recovering, Scales and Wabbleson carefully examined it and estimated its pine and the expense of getting it to market. After reporting this by letter to his firm, Wabbleson remained two weeks longer to aid Ma'm'selle Julie in preparing the probate of her father's estate, preceded by such proofs as left no doubt of his death, so that in due time she could be put in full legal possession. While attending to this business he was assiduous in his attentions to the beautiful orphan, who relied more and more upon his ever ready sympathy and his trained business energy and skill.

Some month's later Mr. Wabbleson was again dispatched by the firm to purchase the Fonce tract, Ma'm'selle Julie being now competent to sell and anxious to dispose of her estate and remove from the scene of so much sorrow, to join her friends in Montreal. At the end of a fortnight, during which Mr. Wabbleson had not satisfactorily reported, he re-
ceived the following telegraphic message from the firm:
W. Wabbleson, Sprague Station:

Have you purchased the Fonce tract? Wire
To which the wires balRYMPLE.
To which the wires returned the following answer:
Dalrymple, Grand Rapids:
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tion. Full report by mail. tion. Full report by mail. w. Wabbleson.

Producers and Non-Producers.
Who are they? Are the cooks in our kitchens producers? Wall street men are often nettled when told that they produce nothing, that all they do is to swap and lie. That's a too prevalent opinion of the dealers on the various exchanges of the world. A company is formed to water the dry lands of the West-to run canals of water hundreds of miles long to bring the dry earth into fertility. The promoters of these excellent schemes come to Wall street for the money. In order to the consummation of these projects clerks, book-keepers, brokers and bankers are an essential part of the job, without whom these canals couldn't be built nor provided. The Wall street men are as useful in this business as the men who dig the water course and build the necessary implements with which to do the work. You see it now, don't yon? Or take the case of the stockholder in a new railway which brings the country parts close to the town and cities. Thirty thousand stockholders here and there agree to put their money into this new enterprise; from all quarters of the continent they send their money into Wall Street for some of this new paper of which they think well. The Wall Street man attends to the business for a commission. Will anyone say that the broker and his customer are not as much producers in this case, too, as are the many hands engaged in building or running the road? Why, the fact is they count first and chiefly. Can it be possible that you don't see this? As well might it be said that the dealer in leather is a non-producer because he is not a tanner nor shoemaker. We wouldn't think of saying that a draper adds nothing to the comfort or wealth of the world, as he stands officially between the actual producer and the wearer of the garment. We are all essential the one to the other -all except the rumseller; we know what he produces. Don't miss the truth in matters. A thousand dollar bond or a hundred shares of stock of the New York Central Railway is as legitimate, substantial and necessary to our wellbeing, as a ton of pig iron or a barrel of mess pork. That's all, and surely it is enough.

Geo. R. Scott.

## A Queer Barometer

A traveler in Italy says that the barometer most used and trusted by the common people of that country is a leech in a bottle. The bottle is left open, and partly filled with water, which must be changed about once a week. The leech is fed by pouring a spoonful of blood into the bottle about every week. When the weather is good the leech will remain coiled up at the bottom of the bottle; whenever rain is near at hand it will creep up to the top and stay there until the weather is settled again. If wind is imminent it will be very restless and dart about in the water as though in pain, while before a thunderstorm it will appear to be in convulsions. It is so generally trusted that at haying time generally trusted that at haying is important the leech is one of the the most useful members of the household.

## Clark Cigar Co.

Corner Ottawa and Lyon Streets, GRAND RAPIDS, MICHIGAN.
state agents for the celebrated


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.


## AMONG THE TRADE.

## AROUND THE STATE.

McBain-G. W. Storrey succeeds Storrey \& Ward in general trade.
Saginaw-Fred Stork succeeds R.H Williams in the meat business.
Charlotte-J. L. Colosi succeeds W. P. Wyman in the hardware business.
Hudson-J. Roney \& Son succeed John Roney in the grocery business.
Saginaw-H. W. Warren is succeeded by E. H. Wells in the grocery business. Hancoek-Andrew Johnson \& Co. suc ceed the Hancock Lumber \& Supply Co. Ypsilanti-Goodale \& Mead have purchased the grocery stock of W. P. Stone \& Co.
Speaker-Perey Williamson has purchased the general stock of F. L. Van Camp.
Detroit-Farnham Bros., grocers, have dissolved, Jas. Farnham continuing the business.
Charlevoix-W. H. McCarthy succeeds W. H. MeCarthy \& Co. in the stationery business.
Fowlerville-Ora R. Fowler is succeeded by Wickman \& Co. in the grocery business.
Pori-C. P. Anderson is succeeded by Benz. Rosted in general trade and the drug business.
Bellaire-Schooleraft \& Co. have sold their grocery stock to Chas $\cdot$ Weiffenbach, late of Dayton, Ohio.
Munith-Holmes, Dancer \& Co. succeed Holmes \& Dancer in the dry goods and grocery business.
Marquette-L. W. Toles has sold a half interest in his drug stock to G. E. Blodgett, who hails from Saline.
Detroit-Chas. Reckmeyer has been admitted as a special partner in the firm of A. W. Reckmeyer \& Co., furriers, contributing $\$ 5,000$ capital until June 6, 1896.

Mecosta-J. Wendling \& Co. have issued a circular to their customers, announcing that they will close their books on July 1, on and after which they propose to do a strictly cash business.
Owosso-M. T. Keeley and G. W. Paulucci, under the firm name of Keeley \& Paulucci, have taken possession of the foundry and machine shop lately occupied by J. W. Miles and will continue the business.

Saginaw-It was recently discovered by a groceryman that a huckster was going about the city defrauding the people by selling potatoes measured in a false measure. The measure was supposed to hold a bushel, but in reality held only three pecks. The case was immediately reported to the police, who are on the lookout for the man.
Jackson-Parker \& Fleming have merged their grocery business into a stock company under the style of the Parker \& Fleming Co. The corporation has a capital stock of $\$ 20,000$, all subscribed and paid in. The incorporators are Parker \& Fleming, Thomas A. Wilson, J. H. Fuller and Fred W. Kirtland. The following officers were chosen by the new organization: Isaac R. Parker, president; Thomas A. Wilson, vice president; D. S. Fleming, secretary and treasurer.

Williamston-Harry Robinson, a clerk in his father's drug store, was terribly burned by an explosion of turpentine, Wednesday evening. He poured the turpentine into a jug believed to have contained sulphuric acid. The explo-
sion saturated Robinson's clothes with turpentine, which caught fire from an overturned lamp. The young man rushed from the store with his clothes ablaze and made for the river. Some people caught him and deluged him with water. He was taken home, and after intense suffering died. He was 23 years of age and leaves a widow.
manufacturine matters.
Detroit-Visger \& Labadie succeeds Visger \& Dunn in the chair manufacturing business.
lonia-Geo. J. Wendell has sold his cigar factory to Harvey Dye and Melvin Ives, who will continue the business.
Leroy-Henry Frook and Samuel England have purchased the timber on 240 acres of land on section 15 and will immediately erect a sawmill thereon and cut the timber.
Sault Ste. Marie-The Ainsworth \& Alexander sawmill started a week ago and will run day and night. It has received one raft of $1,500,000$ feet of logs
from Waiska bay.
Ludington-The Pere Marquette Lumber Co. has let a contract to James Foley for cutting and delivering at the company's mill $35,000,000$ feet of logs, the timber standing on a tract near Nirvana. The logs are to be taken in over the Flint \& Pere Marquette Railway. Operations are to begin next fall.
Saginaw-Deeds were put on record last week in Gladwin county for the sale by Martha Hay, of this city, to Thos. Pitts, of Bay City, of about 6,000 acres of land, the consideration being $\$ 215,000$. It is said this trade was made severa months ago. There is about $30,000,000$ feet of stumpage embraced in the deal, and the timber will be manufactured at the Pitts mill in Bay City.
Manistee-Most of the good lumber is sold that we are manufacturing. Common inch sells readilly and at prices that are easily maintained. The only strong fight seems to be on piece stuff. Of course the bill stuff men are as anxious as the yard men to have the piece stuff go off, as in that way they can secure lower prices for bills, the price being as a rule regulated by the selling price of piece stuff.
Bay City-William Crampton, of this city has closed a contract for sixty carloads of black ash and hard maple logs, to be cut in the northern section of the State and shipped to a piano manufacturing firm in New York City. The freight alone will amount to over $\$ 6,000$, and some of the logs are of the bird's eye variety, worth $\$ 40$ a thousand. They
will be cut into veneering. The ash logs will be cut up and made to imitate black walnut.

Manistee-Bark is bringing a good price this season, but is about three weeks later than usual, and, as a consequence, peelers are very scarce and there will be considerably less gotten out on that account than was anticipated. This scarcity of peelers will affect the hemlock lumber trade later on, as it has got so now that a man cannot afford to cut hemlock logs without using the bark, and if they cannot get the bark peeled they will not cut the lumber for another season, thus making a shortage.
Bell-Lumbermen occasionaliy get into office. W. A. French, the picturesque mill owner, who is about to visit Minnesota for the purpose of making an , investment in pine tumber, has been ap-
pointed by Gov. Rich as trustee of the Northern Michigan Insane Asylum at Traverse City, Mich., for six years. The salary will not make him rich, but he will, no doubt, have an interesting experience, and it will have a soothing influence upon the lunatics there, as he is noted for his mitd and persuasive manner and fascinating make up.
West Bay City-The projected freight car factory here is said to be a go. Handy Bros. are the head of the concern, and it will be located on the old Smith mill site. They have secured an
optional lease on the ground, paying therefor $\$ 13,000$. The freight cars turned out will be of ordinary size, and will be built under contract and sold to different roads and companies in the United States. It is estimated that the business the first year alone will amount to many thousands of dollars. Work will be started as soon as the deal for the property has been properly closed up. and it will not be many weeks before it will be in operation. It will consume large quantity of lumber and timber.
Saginaw-Some men are born to litigation and some have litigation thrust upon them. The late Charles H. Plummer seemed to have been adapted to both of these contingencies. During his busy and erratic career as a lumberman he was rarely without a lawsuit on hand and generally he was mixed up in half a dozen of them. He used to say that he he made and it cost him two bushels to keep the dollar when he got it. And his itigation did not die with him, but was bequest to his estate. His property, ncluding saw and shingle mill and a large body of timber land in Florida, the plant being located at St. Mark, is in the hands of a receiver and the courts will straighten it out, and George W. Weadock, his executor, began suit last week against the Michigan Central Railroad for $\$ 20,000$ for failure to carry out a contract in reference to freight rates, The declaration sets. forth that in 1884 he operated a sawmill at Ogemaw
Springs, and a planing mill and lumber yard in Jackson, and desired to manufacture the timber owned by him in Ogemaw county and ship a large portion of the same to Jackson, and in consideration of such shipment over the defendant's railroad, the defendant on the date above mentioned, made and entered into a certain verbal agreement with Charles H. Plummer, in and by which it was agreed, on the part of the railroad company that it would carry, haul and deliver over its railroad any and all timber, lum-
ber and freight which Plummer shipped from Ogemaw to Jackson at and for the rate of $71 / 2$ cents per 100 pounds. The plaintiff avers that Plummer carried out from his sawmill at Ogemaw to his planing mill and lumber mill at Jackson, large quantities of freight from July 12, 1884, to November 1, 1892, amounting to $50,000,000$ feet, and by reason of the contract heretofore stated, he was entitled to have a freight rate of $71 / 2$ cents per 100 pounds, but the defendant, disregarding its contract, charged and collected from Plummer, against his protest, 10 cents per 100 pounds, and by reason whereof said suit is brought to collect the difference of $21 / 2$ cents per 100 pounds on all freight shipped during the period mentioned. Plummer's suit against a Buffalo firm, in which he dis-
charged his lawyer and pleaded his own case, securing a verdict in his favor which was set aside by the court, is well remembered. Just before he died he claimed to have had the papers all prepared to begin suit against R. G. Dun \& Co. for $\$ 250,000$ for damages, and it was his chief source of regret on his death bed that he could not live to carry on litigation in which he was involved, the results of which he never doubted.

## The Drug Market.

There is little of interest to note. Opium is unsettled and lower.
Morphia is unchanged.
Quinine is in fair demand at steady prices.
Lycopodins is in better demand and higher.
Epsom salts is quoted higher by manufacturers.
When a man wants damages and goes to court for them, the damages come to him in the shape of lawyer's fees.

FOR SALE, WANTED, ETC.
Advertisements will be inserted under this
head for two cents a word the first Insertion and one cent a worr for each subsequent insertion.
No advertisements taken for less than 25 centa No advertisements taken for less than 25 cents.
Advance payment.

BUSINESS CHANCES.
$\mathrm{F}^{\text {OR SALEE-YOST TYPEWRITER, USE }}$ USED Her SALE-YOST TYPEWRITER, USED
as a few months, and practicaly as good
as new. Send for sample of writing. Trades-
man Company. Grand Rapids.
 cash No exchange of property wanted. Stock
Rll purhased new since April 1 . 1892 of eastern
factories, and no jobbing house lots. Will in-
vice factories, and no jobbing house lots. Will in-
voice $\$ 1,200$ or 81,300 . Good reasons for selling.

Address $\mathbf{E}$. M. Fletcher, Levlie, Mich. | HOR SALE-SMALL BAZAAR STOCK, ALSO |
| :--- |
| store building in good railroad and manu |
| facturing town. Address P. O. Box No. 93, |

 cery and meat business, situated on a corner.
Brick veneered building and dwelling, $4 \times 8$ lot, small cottage of seven rooms on rear end; also
barn, carriage house smoke-house and ice barn, carriage house, smoke-house and ice-
house All new, and in first-class condition,
doing a good and prosperous business. Stock doing a good and prosperous business. Stock
all new and fresh. Store and market fixtures
all new and first-c!ass Only reason for selling all new and first-class Only reason for selling
is the proprietors failing eyesight For infor-
mation inquire of Chas. Sharron, corner Parsons mation inquire of Chas. Sharron, corner Parsons WANTED A PLACE BY THE MONTH OR
year upon a farm by a steady married
man, or would rent a smail place in a good
neighborhood for days' work. Address, Noah man, or would rent a smail a stace in a gorried
neighborhood for days work. Address, Noah
Rice, No. 33 Livingston street, Grand Raplds,
Mich.

## Winted-A STRONG BOY OR YOUNG man to assist in working and clerking in general store. Wages $\$ 35$ per month. Good ref



Hor sALE-ONE OF THE FINEST AND igan, excellently located for business; in live
town; brick building; steam heat and all modern improvements. Rent moderate; terms reason-
able Address J. W. Balcom, Tawas City, Mich-
 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 Twenty-four feet front and 100 feet deep, high
ceiling, ete. For terms apply to 239 Jefferson
avenue, Grand Rapids. HOR SALE OR RENT-STORE BUILDING at Sparta. Tip-top place for hardware.
Address No. 726 , care Michigan Tradesman. 726 HOR SALE-TWO-sTORY FRAME STORE
buildingand dwelling at Levering, athriving
Northern Michigan town. Property well rented Northern Michigan town. Property well rented.
Will sell cheap or exchange for city property.
A. M. LeBaron, 65 Monroe St., Grand Raplds. :0.? TOR SALE-STOCK OF GROCERIES FOR two dwelling houses, on time. Address No. 691 ,
care Michigan Tradesman.
TLEGANT OFFER-IT'S NO TROUBLE TO TR
Tind drug stocks for sale, but you generally "find a nigger in the fence." in have an elegant
drug business for sale. drug business for sale; stock about 84,000 ; bright,
clean and oldest established trade. Prominent clean and oldest established trade. Prominent
location; brick building; stone walk; rent moderate; city 30,$000 ;$ reasons for selling made
known. Sult yourself about terms. Address
quick, John K. Meyers, Muskegon. Mich. 670 MISCELIAANEOUS.
WaNTED-I WANT A BOOT AND SHOE
stock in exchange for a sawmil, camp outfit, 400 acres of land and $1,500,000$ hardwood outhemlock timber. James McDonald, Benton
SPOT CASH FOR WOUD-SEND FULL PAR-
ticulars as to price and kind of wood. Ad-
dress M. E. Lapham, 481 East Bridge St., Grand dress M. E. Laph
Rapids, Mich.

## GRAND RAPIDS GOSSIP.

Klingman \& Limbert, furniture manufacturers' agents, will be succeeded July 1 by P. J. Klingman.

John Giles \& Co., of Lowell have appealed from the decision of Justice Brown in the suit brought against them by W. J. Gould \& Co., as recorded in last week's Tradesman. The case will likely be tried at the September term of the Kent Circuit Court.

Purely Personal.
J. W. Milliken, the Traverse City merchant, was in town Saturday on his way to the World's Fair.
Frank A. Rockafellow, President of the Rockafellow Mercantile Co., Carson City, was in town a couple of days last week.

Harry L. Hall, utility man for the Hazeltine \& Perkins Drug Co., spent Sunday at Whitehall, where his wife is visiting for the summer.
Caleb Chase, senior member of the firm of Chase \& Sanborn, of Boston, spent three dass in the city last week, the guest of his nephews, Frank E. and Herbert T. Chase.

Wm. H. Hoops, of Chicago, came to town Saturday with the remains of his father-in-law, who died Thursday at the family residence in the World's Fair City. Mr. Hoops has lately taken hold of the Mecca Hotel, on Thirty-fourth street, and expects to entertain several thousand Michigan merchants before the end of the Exposition. Those who are so fortunate as to enjoy an acquaintance with Mr. Hoops need no assurance that they will receive a warm reception at the Mecea.

## How to Prosecute Peddlers.

L. E. Lott \& Bro., of Elmwood, writes The Tradesman enquiring what steps to take to prosecute people who are peddling goods without a license. The law is very plain and explicit on this point, instructing prosecuting attorneys to receive complaints from any person who is in possessicn of sufficient evidence to convict. It is not enough that a peddler is seen with goods in his wagon-he must actually be seen selling goods from that wagon, and it is best to have the testimony of more than one person on this point. Messrs. Lott \& Bro. are thus in a position to rid themselves of some of the numerous unlicensed peddlers who emanate from this city daily, setting the law at naught and seriously interfering with the legitimate trade of the regular dealers in the smaller towns hereabouts.

The Grocery Market.
-The market has not
Sugar-The market has not particularly shanged, except that on grades above confectioners' A, which has been advanced $1-16 \mathrm{c}$. The demand is strong and an upward change is expected soon.
Oatmeal-The decline in oats has not yet been followed by lower prices in oatmeal, but a decline in the latter is daily expected.
Cheese-The market is on a downward tendency, the standard brands having been declined $1 / 2 @ 1 \mathrm{c}$ during the first of the week. As the price is considerably above that of a year ago at this time, the producer certainly has no cause for complaint.

Fish-Whitefish, both No. 1 and family, are 50@75c lower.

REPRESENTATIVE RETAILERS.
A. J. Elliott, President of the Grand Rapids Retall Grocers' Association. Albert J. Elliott, one of the leading grocers of Grand Rapids, was born at Union Mills, Laporte county, Ind., Nov. 19, 1848. His father was engaged in general trade at that place. Selling his business in 1853, the senior Elliott moved to Westville, Ind., where he remained until April, 1861, when he again moved, this time going to Michigan City,

in the same State. Here the subject of this sketch attended school until the spring of 1868, when, having completed his education, he set out to seek his fortune. Muskegon, Mich., was his first stopping place, where he engaged as a clerk with Whittaker \& Tole, grocers. Here he "met his fate" in the person of Miss Minerva C. Morman, daughter of Wm. Morman, of Grand Rapids, to whom he was married on March 24, 1870. Shortly after this important event, he returned to Michigan City, Ind., and engaged in the manufacture of root beer. Two years later he came to Grand Rapids, where he has resided ever since, and associated himself with Wm . H. Wykes, the firm name being Elliott \& Wykes. For five years he was engaged, with Mr. Wykes, in the manufacture of root beer and pop, but this business dying a natural death, when the Grange store was started on Ionia street, Mr. Elliott accepted a situation in that institution, and for over four years did the delivering. "Speaking of my connection with the Grange store," said Mr. Elliott, $\cdot 11$ grew tired of driving the delivery wagon, and so told the manager that when he wanted any help inside I would like to be given the first chance. He answered that I might know how to make root beer, but that I knew nothing about the grocery business. I had been brought up in a general store, and thought I did know something about it. Well, an order had just come in for 200 pounds of sugar, to be put up in ten-pound packages, and, to test my ability, he told me to put up the sugar. I did so, and left the delivery wagon that day.
"You know the stockholders of that concern were farmers. One day an old man, who, from his general appearance, we knew was a farmer, walked in and began examining the goods. I asked him if there was anything 1 could do for him. No, he didn't want anything; he
was just loeking over the stock. 1 told him it was not customary for people who did not want to buy to come in and pull over the stock. He then remarked that he was a stockholder and I asked him how much stock he held. Well, he had
bought one share, but hadn't paid anything on it yet. One share was worth $\$ 10$. That was the way a good many of them did. They would come nosing about, pulling over the goods, and asking questions about the business. They all firmly believed that every man employed in the business was a thief and a robber, who was not to be trusted, but must be closely and constantly watched. Weren't they justified in their suspicions? No; I don't believe there was a dishonest clerk in the store. Some crookedness was discovered higher up, but the stockholders had no knowledge of it, at least till long after."
After severing his connection with the Grange store, Mr. Elliott accepted a clerkship in the store of W. Bemis, retaining that position six years. He then engaged with E. E. Walker, at 101 Monroe street, and a few months later, with W. L. Freeman, purchased the business from Mr. Walker, which has since that time been conducted by these two gentlemen under the firm name of Elliott $\&$ Co.
Mr. Elliott has not attained his present position without discovering, what every successful business man discovers, that success is reached only by hard work, and that to keep one's own means equally hard work. The grocery business of which Mr. Elliott is the head, has steadily grown until now it is one of the best in the city. This is due largely to his genial, hearty disposition, which makes it a pleasure to do business with him. He is well known in society circles, having developed into something of a "jiner," being a member of all the Masonic bodies; also of the Maccabees and several other orders. Mr. Elliott is an active and useful member of the Retail Grocers' Association, and is its present President. Mr. Elliott's extensive experience in the grocery business, and his knowledge of the requirements of his constituents, has given him a volume of trade which is at once flattering and remunerative. Being still in the prime of life, there is no reason why his success should not continue, and his business grow as the years go by.
Early Closing and Closing on Holldays. Fremont, June 3-Although 1 am an old-time subscriber of your paper, I confess I have derived unusual satisfaction from its perusal during the past feiv months, by reason of the fact that I find in its columns so many letters regarding
the early closing movement and the proper observance of legal holidays, all of which goes to show that the question is being more seriously thought of, thus ending toward discussion and agitation. Merchants are not fools, any more than people engaged in other means of gaining a livelihood, and, when brought to see this question in its proper light, they will rapidly fall into line to demonstrate the fact. The question must, of course, be discussed pro and con, that merchants may know its advantages or disadvantages (providing there be any of the latter), for no man should go into a thing blindfolded. I am glad to note
that you have opened the columns of that you have opened the columns of
The Tradesman for its discussion, and The Tradesman for its discussion, and
sincerely hope that many may avail sincerely hope that many may avail
themselves of this opportunity of exthemselves of this opportunity of ex-
changing thoughts and opinions on this subject. I hope you will continue to lend your valuable assistance in the future, as you have in the past.

Yours truly,
Will J. Hopper.
Saginaw-Robert Wylie, of Wylie Bros., is a happy man. In 1886 Wylie Bros. sold to Henry Gamble, of this city, a tract of land in Alger and Schooleraft
counties, estimated to cut $19,000,000$ feet of timber, for $\$ 80,000$, the sale being made on contract. Gamble paid $\$ 33,000$ on the deal and ceased payments and transferred his interest in the contract to Lindsay \& Gamble, of Detroit. In 1891 Wylie brought foreclosure proceedings and the case was tried here last October, the jury finding for Wylie. The case went to the Supreme Court and last week the verdict of the lower court was affirmed. The amount involved, including principle, interest and costs, is $\$ 76$, 000. Not a stick of timber on the lands in question has been cut. Gamble's defence was that the timber fell far short of the original estimate on which purchase was made.
A new counterfeit $\$ 5$ United States silver certificate has recently been discovered to be in circulation. It is of the series of 1886 , check letter 13 B, bearing the signatures of W. S. Rosecrans, Regis${ }_{\text {ifr, }}$ and E. H. Nebeker, Treasurer, and has a small scalloped seal. The portrait of General Grant is poorly engraved, having a scratched appearance, and some of the lettering is irregular.
Success that is not deserved is not likely to be permanent.
"The Proof of the Pudding is Asking for More."

SMOKERS ONCE SMOKERS ALWAYS 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.

## $\underset{\substack{\text { ASTHMA, You } \\ \text { ASt }}}{ } \mathbf{C} \boldsymbol{A} \boldsymbol{A R} \boldsymbol{R} \boldsymbol{H}$



Grand Rapids Retall Grocers' Association.
The regular meeting of the Grand Rapids Re Brotherhood hall Monday evening, June 5.
The special Committee on Entertainment reported progress and was instructed to complete the arrangements, so as to hold an open session grocers in the city are invited to be present.
The death of John G. Gray was announced, and E. A. Stowe, E. J. Herrick and E. J. Carrel were appointed a committee on resolutions, and subsequently prepared and adopted the follow ing resolutions of respect :
Whereas, The hand of Providence has re
moved from our ranks our esteemed member and associate, John G. Gray:
Resolved, That while we bow with humble sub Resolved, That while we bow with humble sub-
mission to the will of the Most High we do not the less mourn for our brother who has been Resolved, That
this Association laments the loss of a member whose utmost endeavors were exerted for the
welfare and prosperity of the organization, and weifare and prosperity of the organization, and success of its affairs, as well as establishing for himself an enviab
Resolved, That the heartfelt sympathy of this deep loss and sore affliction.
the records of the Association, and spread on sent to the family of our deceased brother, and On motion of Mr. Vinkemulder a committee was appointed to procure an appropriate floral offering.
It was decided to meet at the store of G. H. De Graaf, on South Division street, at $1: 3$ ) o'clock and attend the funeral in a body.
Daniel abbott, associate editor of The Trades an, presented a detailed report of the result of his investigations on the peddling question.
F. H. Barnes, local manager of Scofield, Shur mer \& Teagle, addressed the Assoclation some length on the subject of 'Oil.'
On motion of J. F. Ferris, a committee com posed of Messrs. Ferris, Herrick and Harris were appolnted to wait on the local wholesale grocers on the occasion of their weekly meeting and endeavor to secure the more hearty co ope ration of the wholesale trade.
Peter Schuit brought up the matter of gro cers' day at the World's Fair, and suggested that delegates be appointed to attend the meettil the next meeting
There being no further business, the meeting adjourned.

Common Sense in Justice Court.
Theophilus Harrington, a Vermont judge in the early part of this century, was a man who loved the right and cared tice controls your verdict," he would often sqy to the jury, "you will not miss the general principles of the law."
At one trial, when the possession of a farm was in question, the defendant offered a deed of the premises to which the plaintiff's lawer, Daniel Chipman, objected, because it had no seal.
"But your client sold the land, was paid for it, and signed the deed, did he not?" asked the judge.
"That makes no difference," said Chipman. "The deed has noseal, and cannot be admitted in evidence."
"Is there anything else the matter with the deed?" asked the judge.

I don't know that there is."
"Mr. Clerk," said the judge, "give me a wafer and a three-cornered piece of
paper." The clerk obeyed, and the judge deliberately made and affixed the seal.
"There, Brother Chipman," said he, "the deed is all right now. It may be put in evidence. A man is not going to when there is a whole box of wafers on the elerk's desk."

For Closing Milk Bottles Air Tight.
An exchange accredits it to a Frenchman, and it consists simply of a disk of red India rubber with a conical finger or nipple on its under side. This goes into the neck of the bottle, and the milk is then boiled by immersing the bottle in a bath of boiling water. It is after ward cooled by withdrawing it from the
water, and the partial vacuum inside water, and the partial vacuum inside
the bottle sucks the cork firmly into the the bottle sucks the cork firmly into the lic cover is then placed over all.

Use Tradesman Coupon ${ }^{\text {TB Books. }}$

## Dry Goods Price Current.



## Commercial Printing.

An examination of the stationery of An examination of the stationery of cities, brings to light some curious things. Take letter and bill heads, for instance. A great many men, who desire to be considered as possessing good taste and fair judgment, use letter heads which are the extreme of simplicity-very often not more than two or three lines in addition to the date line. That is good taste such a heading is neat, quiet, and meas urably attractive; but when it comes to the bill head, nine men out of ten insist on printing on their bill heads the title of almost every article in stock. My opinion is that if results are desired from this species of advertising, the plan should be reversed. The letter head would be more apt to sell goods than the bill head. Letter heads are used in correspondence with prospective customers, as well as with present ones, and the prospective customer is the man at whom advertising should be aimed. The bill head goes to the man who has bought the goods; he never sees it until he has become a customer, and then there is very little to be gained by enumerating a long ist of goods to him.
I have in mind a firm whose letter head bears the simple wording:

BLANK \& BLANK,
Wholesale and Retail HARDWARE,
and the date line; their bill head, on the contrary, names over a lot of goodsthere are nineteen articles named, b actual count-in addition to the words Blank \& Blank,
Wholesale and Retail Dealers in all kinds of
Hardware, Iron, Tools and Nails,
Builders', Mechanics, and Manufacturers' Supplies.
Would it not be better to tell the prospective customer all the goods you carry, instead of the present customer?
The name is the most important part of a bill head. It would be just as good in every way if it contained nothing referring to the business, while a letter head should properly state the line of trade it represents, and might be valuable advertising. In regard to envelopes, it is sufficient to indicate plainly the sender's name and address. Postal clerks are not, as a rule, given to reading anything besides the address on the en-
velopes that pass through their hands, velopes that pass through their hands,
so that advertising to them is a waste of ammunition. Business cards are made to serve so many different ends that I have no criticisms to make on their preparation. However, there are certain unwritten laws governing the general
style and get-up of cards representing style and get-up of cards representing
various trades and professions, and if various trades and professions, and if
your printer is "modern" you will do well to let him arrange the style. Printers are generally pretty clever people, and very frequently, unless you are an "expert," a little latitude given your favorite printer in regard to style will result in a much more satisfactory job than if yo

Many a printer is compelled to turn out work at which his heart sickens, and which reflects badly upon the workmen "used to set type himself." Of course, he gets his pay for it, but that makes the matter no easier to contemplate if the job is a discredit to him.

Change of the Market of Fruit. From the Empire of Trade.
All people of the great cities of our country have noticed a gradual increase of the tropical fruits in our markets, and a great decrease in the price of such things also, and the extent that such things are being consumed by our people more than in years past.
We will offer a few words on the subject to propose that such change in the market and consumption of tropical fruits by people of the United States will continue until the whole couroper price, and the production of them in the warm countries is greatiy increasod as a consequence, and a far greater business in the
goods created for our commerce and markets. When the use of such products is continued a few years longer it is to be found that they will considerably take the place of domestic products, and be converted into a variety of food of still different kinds, appropriate for people in a cooler climate. In the bamana there is a substance capable of supporting human life, and there is no plant In the world so adapted to many uses as it is, and to uses for feeding animals as well as people. People will hardly believe that it can be grown in the waim climate of the Spanish-American nations to an extent to supply all the population of such countries with food, and if not used there, can supply the place of corn in our country. Such is the fact, and by and by it will be done to a great extent and be the means of greatly increasing the food supply of both the South and North American continents. Tbe plant is but the corn of our country more developed in the hot latitude, and any person can see both a corn cob and places for the kernels in the banana, and matted husks for its cover.
In the pineapple there is another good source of food whose uses are but partly seen yet, and it can supply all the con ectioners of the country with a delight ful substance for flavoring all that is needing such a substance. The produc tion of the plant is limited at present sumption of it in our country. The whole of our people must in the near fuwhole of our people must in the near fu-
ture be supplied with the valuable plant as cheaply as they are now supplied with potatoes, or any important edibl fruit. The production and consumption of oranges are increasing also, and when the full use of the fruit is obtained al people will have it as plentifully as ap ples are now supplied by the farms of the country.

## A Good Memory.

Mrs. Robinson, who keeps a ciga stand in the business part of Chicago has a memory that would do credit to the best detective in the country. A year ago a fellow bought a few cigar from her and tendered a $\$ 20$ bill in pay ment. She made his change, when he cleverly palmed a $\$ 10$ bill, and claimed that she had given him that much too little. She gave him the $\$ 10$, but when she made up her cash she found that she was just $\$ 10$ short. A few days ago the same man came to her stand, and calling for a cigar, laid down a $\$ 10$ bill. She knew him at a glance, and, promptly sweeping the bill into her cash drawer, told him that they were even. He de manded an explanation, and she re minded him of the transaction of a yea ago. He protested that it was a case of mo. He protested and threatened to mistaken the police, but she was firm, and he went away and did not come back

## When You Get Tired

Buying rubbish, send for ou r catalogue of win
dow Screens, Screen Doors, Etc. Goods well dow Screens, Screen Do
made from best material
Prices seldom higher

## A. J. PHILLIPS \& CO.,

## Hardware Price Current.

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

## Snell's Cook's




Morse's Bit Stocks
Tapor and straight Sh


Small sizes, ser pound
Large sizes, per pound


Clark's, smal EXPANSIVE BITS
Clark's, small, $\begin{aligned} & \text { EXPAN818; large } \\ & \text { Ives', } 1,818: 2,824 ; 3,830\end{aligned}$

## Disston's. .

.
New America
Nicholson
Heller's.
Heller's
se Rasps


## Stanley Rule and Level Co.'

Door, mineral, jap, trimmings
dis

Door, mineral, jap, trimmings
Door, porcelain, plated trimmings
Door, porcelvin, trimmings
Drawer snd Shutter, porcelain
Russell \& Irwin MPg. Co.'s new list
Mallory, Wheeler \& Co.'s................ Branford's
Norwalr's
Adze Bye.
Hunt Rye
Hrut's
міттоек.
Hunt By

## Sperry as Co.'s, Poat, handled


Stebbin's Pattern..
Stebbin's Genuine.
Stebbin's Genuine...

## asuring.

NAILS
Advance over base, on both steel and Wire.
Advance over base, on both Steel and Wire.
Steel nails, base....................................... 150
Wire nails, base............... 80

## MichiganTradesman

## a wbekly joubkal dgvoted to the

Best Interests of Business Men.

## Published at

100 Louis St., Grand Rapids,
TRADESMAN COMPANY

## advertising rates on application.

Communications invited from practical busi ness men.
Correspondents must give their full name and sddress, not necessarily for publication, but as guarantee of good faith.
Subscribers may have the malling address of their papers changed as often as desired, Sample copies sent free to any address. Entered at Grand Rapids post office as second lass matter.
lass matter
When writing to any of our advertisers, Thease say that you saw the

## E. A. STOWE, Editor.

## wednesday, JUNE 14, 1893

THE PRESIDENT'S FINANCIAL POLICY.
As was to have been expected, the announcement on the part of President Cleveland of his intention to call a special session of Congress in September for the purpose of enabling the National Legislature to correct the existing imperfections in the laws controlling the finances of the country has produced a most favorable effect in financial circles. It is now known that the President is determined to secure the repeal of the Sherman silver law and to thoroughly rehabilitate the finances.
It has for some time been expected that an extra session would be called, but until the President announced his determination in the matter there naturally existed just enough of doubt to keep the money interests of the country on an anxious bench. With the proba ble date of an extra session authorita tively announced all the uncertainty has been removed, and it is now known that Congress will, within a few months, be given an opportunity to remedy the mistakes made in 1890 , untrammeled by the slow routine of a regular session, with its endless wrangle over appropriation bills.

There is, therefore, a reasonable hope that the causes which have so seriously upset the financial equilibrium of the country will be removed during the coming fall, hence, while they must in the meantime continue to exert their baneful influence, the prospect that they will cease to exist within a few months will, in a great measure, restrict their hurtful effects from this on

It is now clear that President Cleveland is determined not to issue bonds for the purpose of restoring the gold reserve prior to the action of Congress, and it is equally evident that he intends to continue to use the reserve in the ordinary course of the Government's business, even should it be reduced as low as $\$ 50$,000,000 , or even lower. It is evidently the President's intention not to attempt to provide temporary remedies, preferring that Congress, when it assembles, should view the evils produced by exist-
ing laws unmitigated by merely temporary expedients.
As to the issue of bonds, the President is clearly and properly opposed to forcing upon the country a large lot of bonds at the rate of interest now autherized by law, when it will be possible for Congress a few months hence to make provision for a bond at a materially lower rate. It is plainly the wish of Mr. Cleveland that Congress should repeal the obnoxious Sherman law before efforts are made to permanently restore the reserve. To rehabilitate the reserve now would be merely an invitation to Europe to continue to drain us of our gold.

## UNEQUAL JUSTICE.

It has been the constant cry of the 'poor man" that it is money and not justice that decides the case (in law) as between the rich man and the poor man. The rich man can engage the best legal talent to conduct his case; he can buy the jury, and even the bench, and so secure a verdict; while his opponent, because of his poverty, has no redress.
While this may be true in some cases, as a rule, the opposite is true. One of the hardest things to contend with in this day and age of the world is the antipathy of the average juryman to the rich men when his opponent in a court of law is a man of small means. It is a matter of common remark among professional jurymen that they decide their verdicts more largely on the financial condition of the litigants than on the merits of the case. Such a case was recently brought before Judge Brevoort of Detroit, resulting in a verdict of $\$ 3,000$ against the defendaut, who is a millionaire. One of the jurymen subsequently admitted that the jury were influenced largely by the wealth of the defendant, whereupon Judge Brevoort set aside the verdict. These verdicts, in favor of the poor man and against the rich, are the result, largely, of the lawyers' appeals to the passions and prejudices of the class from which a majority of the jurymen are drawn. The hard life of the poor is pictured in heart-moving terms, while the easy life of the rich, surrounded by luxury, indulging in all the pleasures of life, and his grinding oppression of the poor, are held up in contrast. And so, moved by passion and swayed by their prejudiced sympathies, the jury give the verdict to the poor man. In Canada a lawyer is not allowed to appeal to the sympathies of the jury, but must confine himself to a recapitulation of the evidence, stating the law in the case and giving precedents.
There should be wholesome legislation on this point, to the end that the rich, as well as the poor, may be able to obtain equity and equal justice in the courts of the land.

THE FINANCIAL SITUATION.
While the past week has developed a considerable number of failures in the West, it has also brought some relief to the financial situation. The nervous ness in London which followed the collapse of so many Australian banks gave place to a more confident feeiing, and, as a consequence, the rate for discounts in the open market gradually declined, while on Thursday the Bank of England saw proper to lower the money rate from 4 to 3 per cent.

There has also been a decline in foreign exchange, which naturally has stopped the outflow of gold for the tim
being. President Cleveland's announcement that an extra session of Congress would be called in September, and that every effort to repeal the Sherman silver law would be made, has also inspired a feeling of greater confidence. The banks at the leading financial centers have now thoroughly re-enforced their positions and are now prepared, at least so it is believed, to meet any emergency. They are consequently, in a position, while still following a conservative course, to ex tend ampler facilities to general trade so that there is every prospect that from now on there will be a gradual softening of the tension which the recent financial contraction has created.
It is generally beleived that with a healthier money market abroad and a restoration of confidence in American markets by a strong agitation in favor of he prompt repeal of the Sherman law, there will be a brisk revival in the value of American securities, and the banks will extend more liberal assistance to merchants, thus permitting the wheels of trade to resume their normal motion.
It is gratifying to reflect that while the financial excitement has been in progress in the West and North the merchants of Grand Rapids have continued mere indifferent spectators. It is true that there has been some hardening of local money rates as a matter of wise precaution, a closer scanning of credits and an indisposition to enter into new or extensive enterprises, but there has existed not the slightest apprehension of rouble or fear that local interests will be in any way affected by the liquidation which appears to be going on in other parts of the country.

EXTRA SESSION OF CONGRESS President Cleveland, so it is given out, has announced his intention of calling a special meeting of Congress in Septem ber, if not sooner demanded by the public exigency, to legislate upon the financial situation.
It is understood that it will be neces sary to repeal the Sherman silver bill, which, while proyiding a means for the stripping of the Government of its gold reserve, has had no effect to increase the value or uses of the silver. The result is that the gold reserve in the Treasury, which should never be below $\$ 100,000$, 000 , has fallen to near $\$ 90,000,000$, while the drain on it continues with a promise of lowering it still further. This fact has exerted a most painful impression upon the finances of the country, and particularly in the West, where there has been an excessive inflation.
It becomes necessary, then, that Congress shall stop the drain of gold, replen ish the depleted supply, place silver in a condition where it, and not a paper rep resentative, can be put to some useful purpose. All these evils are serious ones, and it will require the most ex alted statesmanship to remedy them.

## THE FIRE WASTE.

The statistics giving the fire losses in the United States and Canada are now available and show a gratifying improve ment in the waste, compared with the other months of 1893 . The figures, as compiled by the New York Commercial Bulletin, show that the total during May aggregated $\$ 10,427,100$, as compared to $\$ 14,669,900$ for the preceding month. It
is true that, compared with the same month last year, there was a moderate
of May, in 1891, the improvement is very large.

During last month there was a total of 165 fires of a greater destructiveness than $\$ 10,000$, scattered over the country, principally, however, in the North and West. The great bulk of the fires was during the latter fart of the month, the first half being remarkably free from serious losses.
The improvement during May has not been sufficiently marked to show the effects of the reforms instituted recently by the underwriters all over the country, the increased rates in many instances, and the more careful inspection of risks, but these measures are expected to show their effects by a gradual improvement rom month to month.
Unquestionably the fire waste in the United States has passed beyond all reasonable limits, and some remedy was imperatively needed to reduce the enormous losses that the country has suffered during the past few years. Whether the remedies that already have been applied will stop the destruction remains to be seen, but for the moment it is satisfactory to note that last month showed some improvement.

The Tradesman has been a hearty supporter of the administration of Mayor Stuart, as it believes he has endeavored to serve the city faithfully. It is, therefore, a matter of regret that his attitude on the peddling question has proved far from satisfactory. The Common Council established certain fees which peddlers must pay before obtaining a license to hawk their goods from door to door The Council put itself on record as opposed to granting licenses to hawkers and fruit peddlers for less time than one year, yet the Mayor has set the action of the Council at naught by granting permits authorizing the City Clerk to issue icenses for three months. Mayor Stuart has granted a dozen or more free permits, his excuse for so doing being that the persons are so near the pauper line that they are unable to pay for licenses and would otherwise have to be supported by the poor department. It stands to reason that a man who has no money to pay for a license fee has no money to pay for fruit, and he is, thercfore, compelled to take it out of the garbage barrels and dump heaps of the commission houses, sowing disease and death among the people who consume the stuff. The TradesMAN is not disposed to criticize Mayor Stuart harshly in this matter, as he has evidently been led astray by his sympathy for suffering, and The Tradesman believes that as soon as the matter is presented to him in a proper light, he will decline to interfere further with the enactments of the Council and turn a deaf ear to entreaties which tend to make him generous before he is just.

## Where Do You Keep Rope?

One hardware dealer, says a London exchange, has hit upon the following plan for keeping his stock out of the way and out of sight, and yet convent inspection and making sales. s kept in the cellar in rols or on drum through a hole in the floor and fastened to the front of the counter. Thus a cus tomer can easily make his selection without going down stairs, and the rope selected is easily drawn up, measured of as it comes and cut at the desired length.

People are more prone to growl about the price of bread than the price of beer.

## A Leaf Torn From the Book of Experience. <br> Written for thr tradesman.

A man who has spent a portion of his life behind the counter, dealing out supplies to his fellow men, followed by another period of his existence in front of the counter in the capacity of an ordinary customer, has learned many things which he never knew before. While he stands behind the counter, he is ever at a loss to account for the strange freaks and many little eccentricities on the part of his customers; but when he is promoted to a position in front of the counter, clothed in the garb of a common, everyday customer himself, subject to all the conditions and conflicting circumstances which fall to the common lot of all common, everyday eustomers, then it is that the mists clear away and many things which were matters of wonder, previously, are made clear to his mind. He can then see clearly why it was that Jones changed his trading place immediately after being presented with that $\$ 7$ account. Jones had been one of his best customers. He had a large family, was a liberal buyer, and very seldom allowed his grocery bills to exceed $\$ 15$ before paying up. It had never been necessary to preseut Jones with a bill-he always called and voluntarily paid up when the amount had reached its customary limit. It was on the eve of the maturity of a jobber's bill, and the necessary funds with which to meet it, owing to slow collections, were not in hand. Jones was in front of the counter, and, although his bill was only $\$ 7$, he would, no doubt, be sufficiently accommodating to help out. It was a mistake. Such mistakes are always occurring and always will occur until the man behind the counter and the man in front of the counter understand each other better. Jones was accommodating. If he had been in a position to pay it, all would have been well; but, as it was, he went away stung with the thought that the grocer's trouble was caused, partially, by his inability to pay that small bill. He paid it at the earliest opportunity and resolved to run no more grocery bills if he had to go without some things occasionally. This little innocent act cut out an average trade of \$10 per week and sent it to down town cash stores, and Jones' true motive was never rightly understood until the grocer had taken Jones' place in front of the counter. If he had then known what he now knows, he would not have interfered with Jones' business. He would not have dunned Jones for an amount which Jones did not suppose was due, and for which, accordingly, he was not prepared to settle.

The conception of the ex-grocer has become clear in other matters. He now understands why it was that so many of his customers would fall into the habit of dodging his store and spending more or less of their spare change elsewhere, whenever he presented them with bills which they happened to be unable to meet. He used to think hard things of them, and ascribe their strange freaks to perversity and a natural proneness to shirk their obligations as men. Sometimes he went so far as to mistrust that they were tainted with a disposition to play the part of a "beat." It is all clear to him now. He has become a customer himself, and the experiment has made him wiser. He has learned that the
common, everyday eustomer will occasionally get into a tight place-so tight, in fact, that sometimes he never becomes able to extricate himself. But whether he ever gets beyond redemption or not, the fact remains that there will come times when the average customer cannot meet his grocery bills. The ex-grocer gets there himself, sometimes; and being thus enabled to view the situation from both standpoints, he can see that much difficulty might be avoided by the exercise of a little calm judgment and common sense on the part of the grocer.
Of course, when collections are slow and bills are pressing for payment, the grocer is quite apt to lose his head and give way to petulancy; but he should remember that all of his customers are not to blame for an injudictous extension of his credits, and that some of those who are not prepared to settle their bills are disposed to be just as accommodating and obliging as those who do settle. Next time the scale may be reversed-those who pay to-day may be numbered with the incapables then, while those who are in a "pinch" to-day may be flush next time.

Every grocer ought to be a student of human nature. He ought to be able to distinguish between the sheep and the goats, and treat each accordingly. If he cannot so distinguish he will be continuously committing irretrievable blunders which will cripple his efforts and weaken his chances for success. When caught in a tight place himself to lose his equipoise and jump upon every customer with the same force and in the same manner, is to commit an egregious blunder.

He has been caught napping, and he charges his own carelessness to everyone who owes him a dollar. He must have money, and he draws the line between the sheep and the goats on a dollar and cents basis-those who are prepared to pay on the spot are counted as sheep and treated accordingly; while those who are not prepared to pay on the spot are treated as goats. This has been a common occurrence among grocers this spring, and so disastrous hás it proved in some cases that its evil effects can never be fully overcome. It is true that at a time when there is an unusual stringency in money matters, like the present, there may be a good valid excuse for such occurrences; but I refer more particularly to ordinary conditions when the status of a man's business is a true index of its management.
Sheep are shyer and more sensitive than goats, and to treat one as a goat is a fatal mistake. No wonder they become timid and wander into other folds. Present a customer of this kind with his bill, accompanied with a heartrending appeal for help, and that customer, if he be unable to pay the bill at once, will become conscience stricken. He will feel humiliated. Every time he meets you on the street he feels like apologizing to you. Every time he passes your store he is freshly reminded of his obligation. Probably he promised to have it for you by a certain time and was disappointed in his expectations. This lowers him still more in his own estimation. He must still continue to eat, however, whether that bill is paid or not. Days, weeks pass, and the bill remains unpaid -the daily income being barely sufficient to keep the house running. He reduces his rations to homeopathic doses. The

## Lemons

Buy them of

## Oranges.

THE PUTNAM CANDY CO.

## PYYRMID PLLR CURRL

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 withont the slightest inconvenience or interference with business; and, last, but not least, it is cheap, inconvenience or in
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 1 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 1 had suffered for years, and I have never had the slightest return of them since.

Mr. E. O'Brien, Rock Bluffis, Neb., says-The package of Pyramid Pile Cure entirely removed every trace of itching piles. $\square I$ 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 ${ }^{\text {s P P }}$ Pile Remedy on the market, and every live druggist has it in stock.


ULSTERS
And Overcoats for Fall Trade.
Double and Single Breasted
SUITINGS
All the newest styles and de-
signs, elaborately got up, and best fitting in the market, at lowest possible prices. Man-
IIICABEL KOLB \& SON, Wholesale clothing manufacturers, Rochester, N. Y., es-
tablished 36 years. Write our
Michigan representative, WILLIAM CONNOR, Box 346, Marshall, Mich., to
upon you, or meet him at Sweet's eall upon you, or meethim at Sweet's
hotel in Grand Rapids, Thursday an hotel in Grand Rapids, Thursday and
Friday, June 22 and 23 . We have a few summer goods on hand to close out at cost.

## Badges



The Largest Assortment of Ribbons and Trimmings in the State.

THE TRADESMAN CO.
grocer makes a note of it and his suspicions are aroused. His delinquent customer must be trading at some other store. If he is not running a bill somewhere, where does he spend his money? The grocer finally concludes that his customer is inclined to play a game of "beat," and he unwittingly conveys this impression to him by a change in demeanor. Up to this point the customer has been loyal. He has been practicing rigid economy, which accounts for the falling off in his trade. He has spent every dollar with the grocer, although human hature has prompted him to spend it elsewhere, for the simple reason that, every time he threw a dollar upon the grocer's counter, the grocer seemed to say: "Why, where do you get your money? If you've got money why don't you pay up the old score and start in afresh?" But, when he notices the grocer's change of front he makes a firm resolve. He resolves that when he gets even with that grocer he will quit him forever. The wheel takes a turn, as it generally does, and the customer is prosperous once more. He pays the old bill like an honest man, but his experience has made a cash customer for some other grocer. Can you blame him? He was treated as a goat when the grocer ought to have known that he was a sheep. It is the same old story-a misunderstanding between the man behind the counter and the man in front of it. A grocer should never make his heartrending appeals to the sheep. He ought to remember that the sheep are sensitive, and the simple presentation of their bills is all that is necessary. When a sheep is unprepared to meet his bill he always has a valid reason for not doing so. It hurts him worse than it does the grocer, and the grocer ought to have sense enough to know it. The sheep may be scarce, as compared with the goats, but every grocer has a sprinkling of them, and he should cultivate their acquaintance if he wishes to retain their trade.
E. A. Owen.

Lamentable Lack of Enterprise.
'Let me have three fingers of whisky," he said to the clerk of a drug store in a Kansas town."
"I can't," replied the clerk, who did not know the customer. "This is a prohibition State."
"I can't get a drink of whisky, eh?"
"No, sir; not without a physician's prescription, when it is to be used as a medicine."
"Is there no emergency at all in which you would be permitted to dispense a small quantity of whisky without that formality-a case of life and death, for instance?"'
"Why, yes," replied the clerk. " suppose if a man were to be bitten by a rattlesnake, and it would require some time to go to a doctor and get a prescription, in that case it might be allowable to give him whisky."
"Do you know where I could find a snake?" was the next question.
"Why, no," replied the clerk, greatly surprised at the query.
"Well," commented the thirsty one, with a great deal of disgust in his tone, "it seems to me that, if this drug store had any enterprise, it would keep a rattlesnake on hand for use in cases of emergency."

Use Tradesman Coupon Books.

THE RESTRICTION OF IMMIGRA-
TION.
The question of restricting immigration to this country was raised some time since in the supposed interest of manual laborers, who feared that their field of employment would be usurped by others who had failed to reach this country so soon as those laborers, owing
to later birth or other causes. This agitation eventuated in a law preventing immigrants from landing on our shores who had employment by prior arrangement already assured to them, but al lowed those immigants to come here who were not so thoughtful or provident, and therefore more liable to become a burden to this country. It is needless to criticize such legislation.
Probably this question would not have started up again in legislation, though occasional growls from the press or from public speakers would have been heard, had not the cholera presented itself. Now, there is a great anxiety to prevent the arrival of any immigrant lest the cholera should accom, any him across the ocean. To certainly prevent the arrival of such a visitant we must inexorably stop all intercourse with Europe and persuade the rest of America to dravels with the rich as well as with the poor, can exist comfortably in clothes, bagin the most unexpected times and places. The barbarous system of quarantine, wherein shiploads or trainloads of people are penned uptill discomfort, fatigue or fright can develop the dreaded disease, which as practiced abroad we have often laughed at, and which was tried in this country last summer, is now admitted to be ineffectual. Cholera broke out in five different places in New York City last summer, but was effectually suppressed
by the city board of health. England, by the city board of health. England,
which lies near the aftlicted countries, which lies near the afflicted countries,
and into which thousands of immigrants and into which thousands of immigrants
enter, and where many remain, adopted enter, and where many remain, adopted
no such system of quarantine, yet it eradicated this disease wherever it broke out, and looks forward to the coming summer without apprehension. With a World's Fair in progress, we can hardly ask for any legislation which will re-
strict or hamper travel during the comstrict or hamper travel during the comare intended to be but temporary and are designed to prevent the spread of disease, and are not intended as an expression of the policy to be adopted on the question of immigration.
In the past, immigants have come here in great numbers; thousands arrive every week, and in a year more than 500,000 land on our shores. Picture the scene.
The steady tramp of advancing thouThe steady tramp of advancing thou-
sands is heard; a multitude, equal to five sands is heard; a multitude, equal to five
large armies of 100,000 soldiers each, is large armies of throwing itself yearly on this country. Does not the mind revert to the last days of the Roman Empire, when hordes upon hordes of barbarians, migrating armies, marching with their wives and children and household goods, threw themselves against the bulwarks of civilization; forced back after heroic and exhaustive effort on the part of the defenders, they gained reuewed strength from the hordes pressing on in their rear, and came again and again to the attack, till finally they exhausted and overwhelmed the armies of culture and civilization? That advance was fierce and destructive; this is quiet and constructive. Then the invaders subdued the country; now they are absorbed and lost among the inhabitety, Then they introduced a civilization and the usages of the old; now they gladly conform to existing conditions, thereby broadening the same and showing human adaptability for all conditions of society and of Thi vision arouses meep thought We see countless hosts deep though op their homes, their asso surrendering up their homes, their associates, their habits and customs, and traveling thousands of miles over a tempestous ocean to identify themserves
with a strange people-a people of different manners and customs, and speaking to many of them an unknown tongue Does it not speak eloquently of this love of progress, and of ther advancement for themselves and


Pants, Shirits, and Orearlls
Once and You are our Customer for life.

Stanton \& Morey, Detroit, mica.
Gro. F. Owen, Salesman for Western Michigan, Residence 59 N . Union St., Grand Rapids.

THE $=$
Lansing
Wordenware
Gompany
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 Woodenmare Co.,
Lansing, Mich.

## F. H. WHITE,

Manufacturers' agent and jobber of
PalRR AND WOODENWRRE,
125 Court St., Grand Rapids, Mich.
Woyne Counly Suvings Bank, Delioil, Mich.
$\$ 500000$ TO INVEST IN BONDS


 GINSENG ROOT
GINSENG ROOT



DODGE
Independerice Food Split Pulley
the Lightest!
THE STRONGEST! THE BEST!
HESTER MHCHINERY CO.,
45 So. Division St.. GRaND RAPID. Quick Sellers.

WHAT?
THE NEW FALL LINE

## SNEDICOR \& HATHAWAY,

DETROIT, MICH,
All the Noveltes in Lasts and Patterns.
Dealers wishing to see the line address F. A. Cadwell, 682 Jefferson ave., Grand Rapids, Mich.


KALAMAZOO PANT \& OURRKLL CO.
221 E. Main St., Kalamazoo, Mich.
Chicago Office: 305 Central Union Block,
Milwaukee Office: Room 502 Matthew Build ing. are now ready. An immense line of Kersey swatches of entire line sent on approval to th trade.
their children? Can they be classed as a rule among the slothful, the shiftless and the vagrant? Do they not rather bespeak the bone and sinew of the landthough poor, yet healthy and aspiring? $\square$ Shall we judge of the future by the past? Who denies that the immigrauts have immensely aided the development of this country? Have they not performed the heavy manual labor of this formed the heavy manual labor of this country from which the native-born incleared our forests, and excavated our cleared Can it be said that such a work mines? Can it be said that such a work is over? Are not the undeveloped resources of this conntry stion and can it not support a poputation ten times greater than the present? For myself, I consider such material development as of little moment, and I believe the happiness of each citizen to be the sole object of a government, and I believe the citizens can be just as happy and the proportion of wealth of each citizen just as great, regardless of the number of people under that government; of course, the aggregate wealth will not be so great. However, the question of aggregate wealth is the one generally considered, and certainly in this respect our immegrants have aided us immensly.

We seek to have a population not differing in their aims and aspirations, and it is objected that large numbers of foreigners may produce among us diverse tendencies and objects. Have not those who have united their fortunes with us the same destiny? Do they not wish a perfect government? Have they not felt the irksome restraints of other lands, and do they not seek to avoid them here, while striving to have a government which will protect them in their rights, but leave them alone to work out their individual destinies? Can they not offer their quota to our advancement? Do we possess all wisdom? Are our practices and our laws perfect? Do we respect our laws as we should? Do we never resort to mob-law? Can we obtain no usful ideas from other lands? Has not the new continent of the southern seas, Australia, taught us how to purify our elections, and has she not inaugurated a new and simpler system of passing title to land? Is it not true that contact with land. and do we not tend to become narrow minded as we shut ourselves up in our own domains? Are the Chinese, the pioneers in the arts and sciences, but who adopted with other nations, right in dectaring themselves to be the children of the sun, and all others to be barbarians? le it certain that the corruption of our elections is due overmuch to our foreign population? Do we not know that the vast development of wealth and the prizes obtainable by legislation have provoked much corruption, and is it clear that our native population can look askant on our foreign population? Is not corruption often asming districts as in our overcrowded foreign precincts?
But is there not a higher and nobler view of the whole question? Why should we not open our doors to proclaimed worlit? Have we the refuge for the op that this land was the refuge for the op pressed-that all, whether the victims of tyrants, society, or adverse fortune, they might begin anew the battle for life? If we abandon our high moral position do we not injure ourselves men tally and moraliy? And who can say how much of our prosperity, our ad vancement, is due to the mental and moral stamina of our people? Ideas sustain a people more than wealth. Are we not ashamed to deny an asylum to any unfortunate? Must we say that we each seek merely the selfish acquirement of wealth? Is not this governmen the in-
triumph of the ages-based on the telligence and moral pith of our people? take away principle, and how soon would our republic totter?
Who are we who look with contempt on other peoples? In the revolutions of the centuries various nations have risen to the zenith of grandeur, often eclipsing all rivals, and have passed into insignificance and obscurity. Permanent predominance has been the heritage of
none. In the hardy Norwegian do
we see again the Vikings who we see again the Vikings who
irresistibly
swept the shores of all Europe? Does the patient Swede look like the dashing soldier carried to the pinnacle of glory by Gustavus Adolphus and Charles the Twelfth? Does the "melancholy Dane" recall the marble idealizations of Thorwaldsen or the quaint, inimitable stories of Hans of every land? Does the dark-eyed son of Portugal remind us of the poems of Camoeas or of the earliest and most daring explorers of the sea? Behind the Swiss elockmaker do we see his Alpine crags, where for nearly six centuries he has kept burning the torch of liberty. Is the volatile Frenchman ready to is the volatile Frenchman ready to charm us with the lines of Racine and
Moliere, or to gaily follow the conquerMoliere, or to gaily follow the conquer-
ing legions of Charlemagne or a Napoleon? Did not the swarthy sons of Spain cross an unknown ocean to find this land, while their Murillas delight every artistic mind, and their Don Quixotes laughed an obsolete chivalry out of exis-
tence? Is not the Dago the son of the tence? Is not the Dago the son of the erstwhile Mistress of the World; have not his brothers, Angelo and Raphael, perpetuated ideal beauty in marble and canvass, and Dante and Tasso sounded the depths of human sensibility, while the western world is leaning to-day on the colossal structure of Roman jurispruss nce? When our Jewish neighbor ing the mists of ages they preserved the noble and spiritual belief in a man' theistic religion, and "their poets in theistic religion, and their poets in-
dulged in strains which yet embody the dulged in strains which yet embody thest
are we to forget that the diamond often exists in the rough-the sculptor's triumph is in the unhewn marble, that "honor dwelleth in the meanest habit," that genius and immortality are not subject to social laws? Men and races are much the creatures of circumstances, and certainly with favoring conditions surrounding them the children of our most ignorant immigrants will be brought to the general level of intelligence and prosperity. All European nations are admitted to be of the same racial stock, and none have been so long and so ruthlessly crushed that they have lost their mental spring and are incapable of producing men of the greatest capabilities under favoring circumstances. The Hebrew race for many ike wild beasts than human beings, alike wild beasts than human beings, almost denied the privileges of a bare humanity, and regarded much in the character of lepers, creatures to be avoided. Yet as these restrictions have been removed, as they have been recognized as equal members of society, they have become undistinguishable in the mass of the citizens in Germany, they have so distinguished themselves that a political animosity, the Judenhitze, has arisen against them. Their fellow citizens as sert that they occupy the dominant positions in the higher occupations of life in numbers far in excess of their relative proportion to the population. What a commentary is their success on the prejudice and contempt of past ages! We admire the Japanese and contemn the Chinese, yet they are of the same race. and all the earliest advances in knowledge seem to have originated with the latter, who for centuries have prefersing but their religion which has kept them stationary for so many centuries?
Shall we, a conglomerate race-as Anglo-Saxons, being a commingling of Celts, Romans, Saxons, Danes, Normans and French, with lesser leaven of other nationalities-claim a superiority over our kindred stock? Shall we who have reached the promised land, break down the bridge against those following in our footsteps? Shall we not recognize the aniversal brotherhood of men? If othe persons feel higher and nobler aspirations, shall we not allow them to develop them in our land? If Europe is con gested in parts shall we not permit th overflow to reach our shores and thereby give a chance for life and perhaps for happiness to those left behind? Do we fear a lower civilization? Does not in telligence always conquer? Will we not

## 畨 <br> CHEESE畨

WHEN WE SAY THAT you know we mean

## RIVERSIDE:

 FOR IT'S THE TOP QUALITY.
## YOU WANT PHE BESP.

 WE WANY YO SUPPLY YOU.
## Dall arnhart PutmanCo.

 Unlike the Dutch Process No Alkalies Other Chemicals
are used in the preparation of W. Bkerer \& Co.'s

## Breakfast Cocoa,

which is absolutely pure and soluble.

A description of the chocolate plant, and of the various cocos and chocolate preparations man and chocolate preparations \& Co ufactured by walter Baker will be sent free to any dealer or application.
W. BAKER \& CO., Dorchester. Mass. Important to Commercial Travelers and Merchants.

The American Casualty Insurance and Securi ty Co., of Baltimore City, Maryland, sells the most liberal accident
states, fur
any other
contract,
contract, free from all objectonable elauses and

## ers and their beneticiarles amounting to 81,103 , 964 , and had 22,607675 in assets Jan.

surance with 85 per week incemnity during dis
ability, not exceeding 5.2 weeks. and pays one
half instead of one third for loss of o: he hand a one foot, as paid by most other companies
Telephone No. 1.003 . for best polley issued, or Teiephone No. 1.003. for best pollev issued, or
address w. R. FREEMAN. Agent, 3 Ki Crescen
make drafts upon the genius of every people in our midst? Will not exclusive ness, narrow-mindedness and prejudice vanish in the cauldron of universal ideas, and as the steam ascends will it not form the idealized figure of a government supported on a pedestal of the united genius and aspirations of all the nations? When such ideas become the main-spring of our national policy, and we recognize the universal brotherhood of man, our moral power will go far to impose peace upon the war ring nations, and we will not look for annexations or protectorates to obtain coaling stations in time of war. Then the vision of the poet may be realized, wherein
"The war drum throbbed no longer, the battle In the parliament of man, the federation of the world S. S. Merrill.

## Necessity of a Surplus.

All traders should have at least three strings to their bow for the unknown emergencies which are pretty sure, in some way or other, to show themselves and demand sharp attention. Well-conducted banks do not distribute yearly all their gains; they "put past" liberally for the apprehended misfortunes of coming years, so that those depending on their dividends may not be inconvenienced by a reduction. In this way, panics and bad crops are not felt seriously by the stockholders of well-regulated banks. If the institution has good luck, an extra dividend is handed out every few years without impairing the surplus or rest account. Ample provision for the roorbacks of the future is the idea, and it is an idea which should ever be present with all merchants, big and little. Those who are now unable to weather the storm are the people who forgot to have a fat reserve for the hard knocks. On a
small capital they became foolishly ex tended. The collapse is not owing to the business, but to the management, to a dependence on the one thing instead of the three. Three are better far than one, so take our advice and don't venture in without seeing your way out if the worst should come to the worst. He who can stand these storms prospers. It is survial of the ablest-those who are most foresighted. The politicians have this saying among themselves and it applies here: "Don't bite off more than you can chew." Don't overload your boat, you may lose all. Better make two trips. What trouble and ruin everywhere over the world just now because of this common mistake! A firm failed the other day owing $\$ 300$, 000 , and only $\$ 75,000$ with which to pay, including eash, stock and bills receivable. They couldn't float any more of their own paper. Exit geese. Young men and old, prepare for to-morrow's tornado. In that way live. Neglect it and go under.

Geo. R. Sсотt.

## Checking Sampling.

A good plan was recently adopted by a Louisville confectioner to check the sampling operations of his customers. He filled his counters with all kinds of April Fool candy. Some of it was red hot; other pieces had small lumps of soap inside, and others cork and rubber. It was very amusing to watch the young women as they helped themselves to the sweets. The faces they made would have damaged a looking glass. One piece was enough. The trick caused a great deal of merriment among the clerks of the store.

THE MAN WITH A FAILING.
His Efforts to Relieve the Intense Anxiety Were Not Appreciated.
It was $10: 30$ o'clock at night, and the rain and wind and darkness made it a wild one, when the train suddenly came to a halt. Someone had swung a lantern on the track about a quarter of a mile from the bridge spanning Shady Creek. Those of us who turned out to learn what was up saw a farmer-looking man come back to the smoking car with the conductor, and when in out of the storm the latter asked:
'Now, then, you say that there's rouble ahead? What is it? Talk fast, I am now twelve minutes behind time." The man was about 40 years old, ressed in coarse clothing and was we to the skin. The lantern was and fashioned one, made of tin, and the light was furnished by a piece of candle about three inches long.
"Look a-here, gineral,"' he replied to the conductor in a nervous way, "go sorter slow on me, or I can't tell yo' the story."
"What do you mean?"
'I've-I've got a failin'. If yo' git me excited I'll stut-stut-stutter till yo' can' understand a word I say,"
"Very well; you stopped us?"
"Yes; I felt called on to do it. Hold on, now! Don't push me!"
"I'll give you time. You live near "re, don't you?"
"Right up by the branch thar'. Lived thar' going on twenty years. Keep cool, gineral, and don't get me nervous. I'm a-doin' all right so fur."
"Well, you felt called upon to stop
'II did. It's been rainin' purty steady fur about a week.
"Yes."
"The branch has jest been a-humpin" of herself fur the last two days."

Yes, the water has been rising."
'Hold on, gineral! Don't chip in too
fast. I'm a-holdin' of myself as hard as I kin, but 1 feel my tongue wobblin'
around. This noon I seen the water risin' mighty fast and I felt it my duty to watch it. I went up agin about dark and then agin an hour ago. I knowed when you was due here, and-"
"And you stopped us. Good heavens, man! but the bridge is gone!"
"Hold on, gineral! You are going too fast! I t-t-told you if you g-g-got me exex"'
"Take it easy," replied the conductor. "Just think what you want to say and then speak very slow. Great lands! but what an escape!"
"Gineral, I reckoned yo'd worry about the bridge."
"Yes, I've been very anxious about "Yo' knowed the water was risin' way up."Yes."

I told the old woman you'd worry about it, and that I'd best git the lantern and stop the t-t-train a-a-and t-t-tell-tell"-
'Take it easy, man, there's no hurry. You got your lantern and stcpped the train to tell us that the bridge had been floated off by the freshet. I understood, and I can promise you"-

## "'Yineral!"

"The bridge is all right! I reckoned o'd worry over it, and so I got the lantern and stopped the train to tell you that the water had gone down four feet and the bridge hadn't suffered a hair!"
I don't remember all the conductor said when he got at the facts, nor how many passengers helped to throw the man down among the bushes, but when the train moved on he was banging the old tin lantern around and calling:
'G-G-Gineral, I'll be h-h-hanged if I don't see this old r-r-road in T-T-Texas before I ever do it another fa-fa-favor!" His Digestion Good.
A recent advertisement in an English country paper reads thus: "For saleA bull terrier don, anything; very fond of children. Apply at this office."

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


The price for Tanglefoot in the United States east of the Rocky Mountains:
1 Box
$\begin{array}{r}5045 \\ 375 \\ \hline\end{array}$
1 Case (10 boxes)
${ }_{5}$ Cases at one purchase
10 Cases at one purchase
per case
355

## TANGLEFOOT

SEALED
Sticky Fly Paper.

NEW STYLE.
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-- $\mathbf{1 5}$ 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.

UNLICENSED PEDDLERS.
List of Mendicants Who Are Granted Free Permits by the Mayor.
By the courtesy of Mayor Stuart The Tradesman is enabled to give a correct list of those fruit and vegetable peddlers to whom free permits have been granted. Their residence, the time when the permit expires, together with the name of the person or persons by whom they were recommended are also given. It will be taken as a favor if anyone having, or who may procure, any information as to the circumstances of anyone or all of those to whom permits have been granted will communicate with this office. The following is the list:


Mayor Stuart says these permits were granted only on the personal recommendation of well-known and reputable citizens, who testified to the character and indigent circumstances of the applicants. It was a question whether to grant these people permits or throw them upon the charity of the city; the Mayor thought the better way was to permit them to sell for a short time without a license.
It is suspected, however, that a strong appeal had been made to the Mavor's sympathies, and that he had been, in several instances, at least, imposed upon. It need hardly be said that he has acted in perfect good faith, but it will be shown to him, and to all others interested, that the plea of poverty, in some cases, at least, was false. But even if they were all as poor as they say they are, it is not necessarily a sufficient reason for granting them a permit. It may be the reverse. If all that these whining curs say about themselves be true, they cannot, even if they have no license fee to pay, buy any fruit at all, much less good fruit, so they must, as some of their number have been seen to do, rake over the refuse heaps back of the com-
mission houses, pick out the rotting and rotten fruit and sell it. But the policy of granting permits is a doubtful one at best. It allows a class of people who are a disgrace to the city, who pay no taxes and have no interest here beyond money-making, to come into competition with reputable dealers, who are heavily taxed, and who, because of the demands of the public, are compelled to carry heavy and expensive stocks of goods. That there are a few honest hardworking men among the fruit peddlers is not de-nied-men who own property here, upon which they pay taxes for the support of the city government. Why should these be compelled to pay the license fee, while such lazy vagabonds as are most of these itinerant peddlers are permitted to sell without paying the fee? It is an injustice both to the retail grocers and to many of the fruit dealers. Did anyone ever know one of these people to do an honest day's work? Never. They would starve first. Other foreigners come to this country and go to work at anything by which they can make an honest living. But not so with the class whose whining hypocrisy procured them the privilege free of cost of competing with honest trade. They will make a living in but one way or starve, and that is by selling something. They must live, however, says someone. Then let them go to work, as all honest men do. And if they will not work of their own will, they should be compelled to by the city which must support them if they do not.

It begins to look as if the fruit peddlers were going to carry out their expressed determination of not taking ou ${ }^{+}$ licenses. Two lone names appear on the City Clerk's register as having paid, and these, not for the full year, but only until August 1. The Council declared that no license should be grauted for a shorter term than one year; but these short time licenses were granted by the Clerk on a special order from the Mayor as follows:

Mayor's Office.
$\left.\begin{array}{c}\text { Mayor's Office, } \\ \text { Grand Rapids, Mich., June 6, 1893. }\end{array}\right\}$ Wm. A. Shinkman, City Clerk: ino. to sell fruit from a basket in the city of Grand Rapids, from May 1 to August 1, for $\$ 10$,
including office fees. including office fees.

Tours resp'y,
Wa. J. StUART, Mayor.
$\left.\begin{array}{c}\text { Mayor's Office, } \\ \text { Grand Rapids, Mich., June 6, 1893. }\}\end{array}\right\}$ $\underset{\mathrm{DE}}{\mathrm{Wm}} \mathrm{A}$. A. Shinkman, City Clerk: Dabs Sir-Please issue license to Leonard of Grand Rapids, from May 1 to August 1 , for \$10, including office fees.

> fees. fours resp'y, Wм. J. St

The short term clauses of the license schedule were struck out, from which it was to be inferred that it was not the intention of the Council to grant licenses for a less term than one year. The Mayor has granted short term licenses. Here appears to be a conflict of authority.

## The Hardware Market.

General trade for the first week in June has been fairly satisfactory, although a general feeling of caution seems to pervade dealers generally.
Wire Nails-No change for the better to report. Prices at the mills seem to be quite demoralized. Manufacturers have decided to close down their factories during July, which will have a tendency to make the market firmer. No change to note in the local market, $\$ 1.70 @ 1.80$ being quite regular.

Cut Nails-In sympathy with wire nails are adversely affected. We quote $\$ 1.50$ rates.

Barbed Wire-Quite unusually the demand continues as great as earlier in the year. All mills have all they can do and are from three to five weeks behind on their orders. The local market is firm at $\$ 2.30$ for painted and $\$ 2.70$ for galvanized.
Plain Wire-No change to note. Prices, as well as demand, is firm.
Rope-No decline has taken place; if anything, the market is firmer. Sisal $81 / 2 \mathrm{c}$ and manilla $121 / 2 \mathrm{c}$ are regular on small orders.
Binder Twine-While the jobbing hardware houses do not sell binder twine, we are advised as to the situation, and would say for the past two or three weeks there has been more or less uncertainty in the binder twine market, resulting largely from the possibility of a shortage. Arrangements have now been made, it is understood, by which the twine held by banking concerns, as collateral, may be released and put upon the market. The warmer weather for the past few days, in different sections of the country, has increased the importance of prompt shipment of twine, and the tendency is toward stiffer prices. The withdrawal of the National Cordage Company, as a factor in the trade, has had a tendency to increase the business of outside factories to a considerable extent.

Potato Planters - The demand has been larger than ever this year and manufacturers are all sold out, so those who are not supplied will find it impossible to get further supplies.
Wire Cloth-Still scarce and hard to get even at 2 c per square foot.

Screen Doors and Windows-Owing to the scarcity of wire cloth, screen doors and windows are getting to be a scarce article, and in some sizes are impossible to get at any price.
Glass-No change to note in window glass. Prices are firm, and as factories soon close down, we losk for no lower prices.

## The Wool Market.

The price is ridiculously low, but no improvement can be hoped for, so long as the tariff agitation continues. Certainty in any direction will, without doubt, improve the market. Anyhow, it is to be hoped the bottom has been reached.

After having been the victim of several defaulting cashiers, a French bank advertises for one "who is honest as possible and paralized in both legs."

Your Bank Account Solicited.
Keuil Conity Sariugs Bank, GRAND RAPIDS ,MICH.
Jno. A. Covode, Pres.
HbNby Idema, Vice-Pres.
VERDIER, Cashier. K. VAN Hor, Ass't C's'r.

Transacts a General Banking Business. Interest Allowed on Time and Sayings

DIRECTORS:
Jno. A. Covode, D. A. Blodgett, E. Crofton Fox $\begin{array}{ll}\text { T. J. O'Brien, A. J. Bowne, Henry Idema, } \\ \text { Jno.W.Blodgett,J. A. McKee, } & \text { J. A. S. Verdier }\end{array}$
Depesits Exceed One Million Dollars.

## MICHIGAN

Fire \& Il laine IIstanact Co.
Organized 1881.
DETROIT, MYOHIGAN.

REEDER BROS. SHOE CO., Boots and Shoes,
Felt Boots and Alaska Socks. state Agents for


## The Wayne Self likasuring Oil Yank.

Measuring one quart and half gallon at a single stroke.


First Floor Tank and Pump.
MANUFACTURED ONLY BY THE
WAYNE OIL TANK CO., FORT WAYNE, IND.
JAVA OIL

## RAW AND BOILED.

A substitute for linseed, and sold for much less money.

## Purely Veggitable,

adapted to all work where a more economical oil than Linseed is desired.

## Free From Sedimment,

has better body, drie3 nearly as quick and with better gloss than Linseed Oil. Especially adapted to priming and minEspecially ada
eral painting.
Phis Oil is a Winner |
Try a sample can of five or ten gallons. Write for prices.

## Drugs 糴 Medicines.


the readjustment of debts.
The most encouraging features of the financial situation are the activity manifested in the work of clearing away the wrecks of the various firms and corporations which have been forced into insolvency, and the good prospect discernible of their soon being able so to readjust their debts that they can resume the management of their own affairs. The Richmond Terminal re-organization, which has been for a long time delayed by the effort of some of the persons interested in it to obtain better terms for themselves than the facts of the case warrant, has been brought forward anew in a form which promises to meet with success. The Reading Railroad Company is also in the field, after being only three months bankrupt, with a proposition, which may or may not prove acceptable, for securing another respite and another opportunity of retrieving its often shattered fortunes. The National Cordage Company and its officers are busy effecting a private compositiou with their creditors. The Whisky Trust is making a similar effort in order to avoid going into the bands of a receiver. As for smaller concerns, such as the National Bank of Deposit, the Domestic Sewing Machine Company, and the numerous little banks, manufacturing corporations, and private persons and firms who have recently failed, they, too, are busy arranging settlements with their creditors and extricating themselves from their embarrassments.

This cheerful co-operation of both debtors and creditors in the task of readjusting the burden of debts to meet the necessities of circumstances is a characteristic of modern civilized commerce, and especially of the commerce of this country. The debtor is no longer, as he used to be, the slave of his creditors; he cannot now even be imprisoned for failing to pay his debts, as he could both in Europe and this country until not many years ago; he is viewed as being, in a sense, the partner of his creditors, and therefore entitled to divide with them the loss incurred through his want of skill or want of luck. Besides, it is seen that, as a live dog is better than a dead lion, so a customer in active business, with even moderate means, is of more benefit to trade than an idler whose hands are fettered by obligations which he cannot discharge, and who is a dead weight when he might be an active force.
Under ordinary conditions the prompt readjustment of debts after a collapse of credit such as we are now experiencing would speedily produce a more hopeful feeling, and restore business to its normal course. Debtors having made settlements with their creditors to the mutual
advantage of both, confidence would at once succeed to alarm and distrust. It was thus that the panic of 1857 passed away, and that of 1860 , complicated as it was by the war of secession, disappeared as soon as the nation saw the full extent of the task that lay before it and set earnestly to work to accomplish it. The troubles of 1873 lasted longer, but they, too, ultimately yielded to the efforts of enterprise and industry. Those of 1884 were of short duration, and so were those of 1890 , though perhaps some of their consequences were never fully removed, and now remain to plague us. According to all precedent, therefore, we ought speedily to recover from the prevailing depression.
What renders it impossible to predict with confidence the usual happy result in the present instance is the uncertainty that hangs about the policy of the National Administration and the legislation of Congress. The repeal of the Sherman act is viewed, in the Eastern portion of the country, as the one thing alone needful to remove all cause of apprehension and permit business to revive. Whether the act has produced all the mischief that is attributed to it , and whether it has not also, by averting other mischiefs, deserved a credit which it has not got, may be disputed, but its workings in the Eastern States certainly inspire alarm and unsettle confidence. When the Administration came into power, three months ago, we were assured on all sides that the act would be repealed as soon as Congress could be got together, if it took all President Cleveland's influence and patronage to do it. Then we heard that a canvass was making of the new House of Representatives to ascertain the sentiments of its members in regard to repealing the act. Then an ominous suppression of the result of this canvass led to the unpleasant suspicion that it showed a majority of Representatives against the repeal, and the suspicion has been confirmed by the President's failure to call, as yet, an extra session. Now we are informed that he is waiting for events to strengthen public opinion in favor of the repeal, and thus to compel a majority of members of Congress to vote for it. When this result will be attained, and, indeed, whether it will ever be attained at all, is thus left in doubt, and the doubt postpones recuperation.
It is the same thing with regard to the maintenance of gold payments by the Treasury. To this maintenance President Cleveland is committed, personally, by numerous utterances made both be fore and after his inauguration; and public opinion, generally speaking, would sustain him in the exercise of even doubtful powers in preserving it. But his course on the subject has been perplex ing, not to say vacillating. His Secre tary of the Treasury, it is notorious, was ready to suspend the payment of gold on the Treasury notes of 1890 , and had substantially, if not formally, issued an order to that effect. The President has the credit of having countermanded the order, but no one who knows him will believe that it was issued without previously consulting him. Again, it was at first confidently asserted that bonds would be sold for gold to replenish the gold reserve as soon as it fell below $\$ 100$, 000,000 , and figures were daily promulgated from the Treasury Department
showing that the reason why bonds were
not issued was that the $\$ 100,000,000$ was still intact. At the same time an appeal was made to the banks throughout the country to come forward with their gold and make the issue of bonds unnecessary. Now the talk is that the reserve will be allowed to fall even to $\$ 50,000$, 000 before bonds are issued, and it is not asserted confidently that they will be issued then.
A similar uncertainty prevails in re gard to the repeal of the prohibitory tax on State-bank circulation. The platform upon which President Cleveland was elected demands the adoption of this measure. It cannot succeed without his assent, and his opposition would probably kill it; but whether he favors it or is hostile to it has not yet been made known. The revision of the tariff, also, to which the party in power is pledged, is another disturbing financial factor, the full effect of which cannot be estimated until the extent and character of the revision are announced, and yet not a word comes from any one having authority to speak which indicates what they probably will be.
Until these embarrassing impediments are removed no healthy improvement in business affairs can be hoped for. The suspense which prevails is worse than the certainty of calamity would be. If the Sherman act is to continue in force another two years we can make our arrangements to meet its results. If the gold in the Treasury is to be gradually paid out without being replaced we can also prepare for that contingency. And if we are to be afflicted with a deluge of State bank paper, and the tariff is to be radically changed we can provide against these measures also. But, as things are, we are in the midst of a fog, and must therefore keep still, or, at best, proceed cautiously and slowly.

All this perplexity could be removed by calling together Congress at once, and laying the entire subject of the national finances before it. If it repeals the Sherman act, that element of disturbance will be disposed of, though I am far from believing that the repeal will be an unmixed good. It will stop the exports of gold, Indeed, but it will stop them only by stopping the additions to the currency which now facilitate them, and it will thus increase the financial stringency. Should Congress refuse to repeal the act, the next thing would be to ask from it legislation authorizing explicitly the issue of bonds for gold for the rederoption in gold both of the greenbacks and of the notes issued under the act of 1890. At present no authority for such an issue exists, although some astute lawyers and politicians think they can spell it out of some of the obsolete and forgotten laws already on the statute book. A vote of Congress is, at all events, needed to remove every doubt on the subject. A decision on the question of repealing the tax on State bank circulation ought likewise to be had, and a policy in regard to the tariff should be enunciated which will enable merchants to make an approximate estimate of the changes they may expect. Without some action on these subjects the existing state of uncertainty will continue, and deliverance from it will be impossible. Matthew Marshall.

## Care of the Eyes.

Avoid reading when lying down. Sit
with the back to the light or so the light will come over the left shoulder when
reading, sewing or writing. When writing, should the light come from the right side, the shadow of the hand and pen or pencil falls on the paper, constantly shading the line of work and fatiguing the eye. Veils, especially spotted ones, are injurious to the eyes; and, if veils must be worn, they should be of the softest, clearest net. The eyes should be rested five or ten minutes after each hour's reading. The study of music and German is hard on the eyes, and sic and German is hard on the eyes, and and longer at a time when engaged in and longer at a time when engaged in light when. Avoid facing the lamp light when studying. A bad stomach sometimes makes bad eyes. Attend to
the digestion. Poor ventilation fre the digestion. Poor ventilation fre-
quently weakens the eyes. When they quently weakens the eyes. When they feel tired, bathe them with soft water, hot or cold, whichever on trial proves more comfortable. The hot water generally proves more beneficial.

## Work the Secret of Success.

In conclusion, gentlemen, I presume to offer you a faith; yes, I beseech you to put your trust and your faith in work. Toil, young men, toil! I am keenly conscious of the triteness of the advice. It is the seed which is sown at every distribution of prizes in every school, and sown in rocky soil; but I ask you to reflect upon it because I, who have been nothing but a worker, am a witness to its marvelously soothing effects upon the sour. The work I allude to is daily work; the duty of moving one step for How often in the morning have I taken my place at my table, my head, so to say, lost, my mouth bitter, my mind tortured by some terrible suffering-and every time, in spite of the feeling of rebellion, after the first minutes of agony my task proved a balm and a consolation. I have invariably risen up from my daily work, my heart sometimes throbbing with pain, but firm and erect, able and willing to live till the morrow. Yes! work is the one great law of the world which leads organized matter slowly but steadily to its unknown goal. Life has no other meaning, and our one mission here is to contribute our share to the total sum of labor, after which we vanish from the earth!

Use Tradesman Coupon Books.

## Notice bulie Prade

On and after this Date we will not receive for credit any empty Kegs or Cans except those sent out by us. All others will be subject to order of sender.
HAZELTINE \& PERKINS
DRUG COMPANY.
Grand Rapids, May 25, 1893.

82 a dozen; 5 per cent. with 3 doz. order, 10 per On receipt of dealer's printed address we will
forward, free of charge, a tablet of $9 \times 12$ white forward, free of charge, a tablet of $9 \times 12$ white
wrapping paper, cut from 40 -pound book, bear ing dealer's card neatly printed thereon.
Order PECKHAM'S CROUP REMEDY of your jobber, and send your latel to Peckham your jobber, and send your lat
Eemedyco., Freeport, 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.


$\underset{\text { Granulated．boxes．．．．．}}{\text { Kens．}}$
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Hemp R Russian．
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## CANNING FACTORY．

Would Such an Enterprise Pay in This City？
Would a canning factery in Grand Rapids pay？A representative of The Tradesman recently propounded this question to the various wholesale gro－ cers and others，who，from their inti－ mate acquaintance with the market and the capabilities of the surrounding coun－ try，are in a position to speak with au－ thority on the subject．As was to be ex－ pected，a wide difference of opinion was met with，some holding that the estab－ lishment in this city of such a factory was an impossibility．It is contended， in support of this position，that the local market for vegetables，such as are used for canning purposes，consumes prac－ tieally all that is brought to it，and that much has to be shipped in from other States．It is asserted，also，that fruits for canning cannot be secured here；that not only would the supply be inadequate， but the high price at which they are sold would make canning at a profit im－ possible．
On the other hand，it is contended，by those who favor such a project，that though the local market now consumes all that is brought to it，yet if such a factory were once put in operation，the farmers and gardeners circumjacent to the city would，in a season or two at most，find it to their interest to raise suf－ ficient quantities for the needs of the factory，as well as for the local market． As to the fruit supply，it would adjust itself also in a short time．Small fruits can be raised just as cheaply here as anywhere，and as to peaches and the larger fruits，there is no reason why they could not be procured in sufficient quan－ tities and at a price which would make canning profitable．

The Tradesman will not express an opinion at this time，but will give the opinions of those interviewed as follows：

Samuel M．Lemon（Lemon \＆Wheeler Company）：I cordially believe that in the territory adjacent to Grand Rapids enough vegetabies and fruit could be pro－ vided by the farmers and fruit and vege－ table raisers to sustain a good sized canning factory，in addition to sup－ plying the local market．I see no reason why there could not be enough of such products raised within a convenient distance around this city to sustain one or more good sized canneries．We are situated here only about 120 miles north－ west of Adrian where several canning factories have been operated for several years，and are still conducted with great success．Tomatoes are also canned at Grand Haven，about thirty miles west of us．So far as I am able to learn the soil around Grand Rapids is very much the same as that adjacent to Grand Haven and Adrian，and the climate is just about the same as at either of the places named．Taking these facts into consider－ ation，together with the fact that far－ mers who are now raising wheat for about 60 cents per bushel，corn for about 35 cents per bushel，and many other things in like proportion，would be glad to turn their attention more to the rais－ ing of tomatoes，sweet corn，beans，peas and the like for such an institution as you refer to，as such an industry as this， the farmer would be quick enough to see，would pay him much more hand－ somely；and instead of his having to carry his corn and wheat sometimes through
the winter，he would get cash for his products，and that early in the fall． Then again this is a great country for raising peaches，and it is well known that many of those engaged in raising peaches are not able to find an outside market for their entire crop，and a large proportion of that which goes to waste every year could be brought to the can－ ning factory．The same would be trne of apples，plums and other small fruits． Then again，a canning factory situated at Grand Rapids could dispose of nearly， if not quite，all of its entire product to the home market．It certainly could sell its entire product within the State of Michigan．The saving of freights in this respect would，in itself，be a profit to those engaged in such a business． There are，perhaps 50,000 or 60,000 cases of canned goods shipped into Grand Rapids every year，and most of these goods are brought a distance all the way from 500 to 1,000 miles，and the average freight charges which we are obliged to pay are about 10 per cent．By this you will readily see that a home establish－ ment of this kind would have this great advantage in freight over all outside points，and other things being even，would make the shipping in of such goods from outside points almost if not entirely prohibitory．I would be glad to see such an establishment here，and would prom－ ise not only my hearty support，but I feel satisfied that the entire home job－ bing trade would sustain it in every reasonable manner．
Amos S．Musselman（Musselman Gro－ cer Co．）：The success of such an enter－ prise depends not only on getting your fruits and vegetables in sufficient quanti－ ties，and at the right figure，but more es－ pecially in having the right man at the head－not merely a man who knows how the goods ought to be put up，but he must know how to make his contracts to advantage，when and where to order his cans，he must be a good salesman，and know the market；he must be able to in－ struct the farmers as to the growing of the vegetables for his factory，and even supply them with the seed；in short，he must be a thorough business man，in addition to understanding the business of canning； and he must have ample capital at his back，as such a business cannot be estab－ lished on just sufficient capital to set the machinery in motion．Given such a man，and other things being equal，per－ haps a canning factory，on a paying basis，might be established in this place． I am strongly in favor of it if it is pos－ sible．
Frank Jewell（1．M．Clark Grocery Co．）： Will a canning factory pay in Grand Rapids？ 1 have never given the matter any thought，but I don＇t see why it shouldn＇t．Grand，Rapids is the center of a magnificent fruit country，and I see no reason why the fruit raised here could not，in the course of time，be canned here as cheaply and as profitably as it is done in other places．As to vegetables，this is the garden of Michigan，and once con－ vince the farmers and gardeners that we want more vegetables，and they will grow them fast enough．Of course，fruit is high here，but that is because fruit ralsers ship the bulk of their crop to the Chicago market．I think that difficulty could be overcome in a short time，how－ ever．Speaking of fruit，a short time ago

Beef Steak，Mutton Chops，Cail＇s Liver or Ham，
Brook Trout，Lobster Curry，Serambled Eggs or Lamb．
All these and many other most delicious，savory messes you can cook without any bother in our Jewett Chafing Dishes．These particular chafing dishes are handsomely nickle－plated on copper，with spirit lamp attachments．Anything in
 the food line can be cooked in a chanble dish easily，quickly，nicely，with no trouble or annoyance．Our stock consists of eight different sizes and shapes，embracing alf the desirable features looked for．A Chaf－ ing Dish，in summer weather especially，

## IT IS A MISTHKE

To go through a summer broiling over a hot stove and heating your house from cel－ lar to garret when a gasoline stove will prevent all this．
Dangler Gasoline Stoves，Indi－ vidual，New Process．

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High Stoves and Low Stoves．
Enterprise Oil Stoves．
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EVERYTHING TO MAKE YOUR OIL OR GASOLINE STOVE COOK WELL AND ACT WELL．

## FOSTERSTEVENS <br> \＆©．mand




18 and 19
Widdicomb Building．

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

Correspondence Solicited．

I made a short trip into the country, going out of the city to the south. After going some distance in that direction, I turned west and then north, coming back into the city on the north side, It seemed to me like one big peach orchard all the way. I had no idea that there were so many peach trees in the country. If we may judge of the rest of this section of Michigan by what I saw on that short trip, there ought to be peaches enough for all purposes. But about a canning factory. 1 don't see why it could not be made to pay. I think the jobbing trade of the city would stand by it, and if a good grade of goods were put up it would soon work its way into popular favor. Yes, you may put me down as decidedly favoring such a project.
Charles Remington (Manager for H . F. Hastings): No sir; I do not think a canning factory would pay in Grand Rapids. In the first place, the price of fruit is too high. In Delaware and Maryland and other fruit-growing States, peaches for canning can be purchased for 25 cents a bushel. The price of other fruits is equally low in those states. We cannot now, and I do not think we ever will be able to meet these prices. Tomatoes are bought by the factories in York State for 20 cents a bushel. What farmer in the vicinity of Grand Rapids, with such a market for "garden truck" right at his door, would be willing to raise tomatoes at that price? Canning factories are never established in large cities. The place for them is in the country village or town, because the farther you go from the large cities the cheaper will fruit for canning purposes become. This does not apply to apples; but a canning factory cannot be established on apples alone. There is not much left to can when such a city as Grand Rapids gets through with the fruit market. No, I don't think a canning factory would pay in this or any other large city.
Chas. C. Bunting (Bunting \& Davis) : Why shouldn't a canning factory pay in Grand Rapids as well as in other towns? Vegetables for canning can be produced in this section of Michigan as cheaply as in any other part of the United States. Small fruits, too, are as plentiful, and just as cheap here as anywhere. Of course it would take time for the market to adjust itself to new conditions, but in a season or two farmers would begin to see the benefits accruing to them from the new industry, and would provide for its needs accordingly. Tomatoes can be grown and sold here for 20 cents a bushel just as well as in York State. Don't lose any sleep over the question of supplies for such a factory-get the factory and the supplies will be all right. But to my mind the secret of success of such an institution is in having a good processer, that is, a man who knows when the
goods are properly "put up." With such a man to manage $i t$, and such a country as there is around Grand Rapids for raising the necessary supplies, it's the rankest nonsense to say that a canning factory would not pay in this city. Fred H. Ball (Ball-Barnhart-Putman Co.): It seems to me that this would be a good point at which to establish a canning factory. Grand Rapids is the center of a fine agricultural and fruit country, and it seems to me that fruit and vegetables could be purchased here for canning purposes at a price to make the business profitable. It is true, I sup-
pose, that at present there is not enough either of vegetables or fruit produced to supply such a factory, in addition to the local market, but the establishment of a canning business would be sufficient inducement to raise all that might be necessary. The idea is a good one, and should, and no doubt will, be encouraged by the jobbing trade of the city; in fact, 1 believe the jobbers of this city would handle the entire product of the factory for several years to come. Grand Rapids wholesalers handle in the course of a year not less than 60,000 cases of canned goods, which would tax the capacity of a newly-established factory to supply. Then think of the saving in freight. Illinois corn packers are compelled to pay the freight charges on the goods they sell here, and the same is
true of other factories selling other lines. In addition to that, a canning factory in this place would have no brokerage to pay on the sale of its goods; so that, even if a higher price had to be paid for supplies than is paid by similar concerns elsewhere, the business could still be profitably conducted. I believe it would be a success from the start.
Heman G. Barlow (Olney \& Judson Grocer Co.): What do you want a canning factory in Grand Rapids for? Canned goods are about as cheap as they can be now, and, besides, the field is pretty well covered as it is. There are a large number of canning factories in the country, and all apparently doing a good business, putting up good goods at a reasonable price; so that a factory in this city would be compelled to meet and overcome the warmest kind of competition. I don't want you to put me down as opposed to such a project. I am in favor of it, if it is possible; but the difti-
culties seem to me so great as to preclude culties seem to me so great as to preclude
the possibility of making such an industry profitable, at least for some years. Anyway, 1 don't want any stock in it.
The Tradesman will endeavor to obtain further opinions upon this important subject, and will continue its agitation of the matter until some definite and practical action is secured. In the meantime, it hopes that jobbers and others will not allow the subject to be crowded out of their minds, but will continue to give it most serious consideration. The columns of this journal are at the disposal of any who may wish to o discuss the matter.

Ell Perkins Tells Two Stories.
My wife," said Eli, "engaged a Chinese cook in Shanghai., When he came she inquired his name.
'My namee Wong Hang How,' lisped the Chinaman.
'Oh, I can't remember all that lingo,' said my wife, 'I will call you John.'
"The next morning when the celestial came he asked my wife what her name was.
'My name,' said my wife, very slowly, 'is Mrs. Melville D. Landon.'
'My no can'membel all lat namee, said John. 'My call you Tommy.' Mr. Perkins said he was simply rushing through from the coast in a great hurry.
"I am in about as big a hurry," he said, "as old Deacon Marvin Brewster was over in Connecticut.'
"How much of a hurry was he in?",
"Well, old Deacon Brewster was a ways in a hurry. One day, when he made up his mind to get married, he rode over to Widow Monson's farm in a yellow buggy, hustled into the house right in the middle of dinner, and gasped:
"'Widder Monson, I'm a man of business. I am worth $\$ 10,800$ and want you
for a wife. I give you just three minutes to answer.'
' 'I don't want ten seconds, old man,' she replied, as she shook out the dish cloth. 'I'm a women of business, worth $\$ 16,000$, and I wouldn't marry you if you four seconds to git!",

## Making a Raise.

There's a certain business man in Chicago who is as cranky as he can well be. at the same time very careless in his business affair. But he is very rich and has a big establishment, and not an employe likes him. About a year ago one of his traveling salesmen, getting $\$ 1,800$ a year, approached him on the subject of an increase of salary. The old man got hot in a minute.
"How much are you getting now?" he asked.
The clerk was about to tell him when a happy thought struck him.
"Three thousand a year," he replied firmly.
"Um-um," he said; "you are a good man and I'll see what can be done for
Then he dismissed the clerk and called in the manager.
'Make Jones' salary $\$ 2,800$ a year," he said.

The manager was about to offer an explanation.
"Do as I tell you," said the old man. -1'll teach the young upstart to come in here dictating to me how much money to pay my people
By this time the manager had comprehended the situation, and he forthwith put Jones on the $\$ 2,800$ list, and six months later, when the old man found how he had him wo would restore him to n , and told him he would restore him to the $\$ 3,000$ list, and Jones was shrewa man's eye in good faith and say nothing.

## Use Tradesman or Superior Coupons.

## Mighigan Central <br> The Niagara Falls Route."

(Taking effect Sunday, May 28, 1893.)


Detroit Express
Slaily, All others daily, except Sunday.
Sleeping cars run on Atllantic and Pacific
press trains to and from Detrott.
Parlor cars leave for Detroit at $6: 55 \mathrm{am}$; re Rapids $10: 20 \mathrm{pm}$.
Direct communication made at Detroit with
all through trains east over the Nichigan all through trains east over the Mivehigan
tral Railroad (Canada Southern Division.) tral Railroad (Canada Southern Division.) ALmouisT, Ticket Agent,
Union Passenger station.


In counection with the Detroit, Lansing \&
Northern or Detroit, Grand Haven \& Milwautee Northern or Detroit, Grand Haven \& Milwaukee Ryse offers a route making tede best
tween Grand Rapla and Toledo
Time Table in effect May $14,1893$. Time Table in effect May $14,1893$.
 Lv. Grand Rapids at.... $6: 50 \mathrm{a}$. m . and $3: 25 \mathrm{p}$ p. m. Ar. Toledo at....... $1: 15 \mathrm{p}$. m. and
Return connections equall as good. Return connections equally as good.
W. H. BENNET, General Pass. Agent,

## DETROIT,

going to detroit.
LV. G R $\ldots \ldots \ldots \ldots \ldots .$.
Ar. DET RETURNING FROM DETROIT.

7:45am *1:30pm $6: 05 \mathrm{pm}$
TO AND FROM SAGINAW, ALMA AND ST. LoUIS.
v. GR 7:20am 4:15pm Ar. GR. 11:50am 10:40pm to lowbll via lowell \& hastings b. r. v. Grand Rapids.

7:10am 1:25pm 5:40pm Ar. from Lowell..
$12: 55 \mathrm{pm} 5 ; 25 \mathrm{pm}$
Parlor Cars on all trains between Grand Rap
Ids and Det
ing train.
FEvery
day other trains, week days only.
GEO. DEHAVEN, Gen. Passe' Ag't.


SLE
NORTH

SOUTH--7:00 am train--Parlor chair car Grand


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




## CHICAGO



Detroit, Grand haven \& mil-
Depot corner Leonard St. and Plainfield Av3.

| Trains Leave | ${ }^{+ \text {No. } 14}$ | +No. 16 | +No. | * |
| :---: | :---: | :---: | :---: | :---: |
| G'd Rapids, Lv | 645 am | 1020 am | 325 pm | 1100 m |
|  | 740 am 8 858 m | ${ }_{12}^{11} 12 \mathrm{apm}$ | ( ${ }^{4} 222 \mathrm{pm}$ | - ${ }_{2}^{12}$ |
| Owoss? ..... Ar | 900 am | 120 pm | S ${ }^{3} \mathbf{0 5 p m}$ | ${ }_{3} 315 \mathrm{am}$ |
| E. Saginaw | 10 50am |  | 800 pm 837 pm |  |
| Bay city .....Ar | 11053am | - ${ }_{3}^{4} 35 \mathrm{pm}$ | ${ }_{7}^{8375 p m}$ | 7 715 am |
| Pt. Huron...Ar | 12 05pm | 550 pm | 850 pm | 730 am <br> 8 <br> 80 am |
| Pontiac | (10 50an | ( ${ }^{305 \mathrm{pm}}$ 405pm | 退 | ${ }_{7}^{5300 \mathrm{am}}$ |

## 

*Daily. +Daily except Sunday
rains arrive from the east, 6:35 a.m., 12:50 p.m.,
4:45 p. m. and 10:00 a. m. mest, 6:40 a. m., 10:10


Westward - No. 81 Wagner Sleeper. No.
Parlor Car. No. 15
Jas. Campashl, Cty Ticket Agent.
23 Monrce street

MICHIGAN KNIGHTS OF THE GRIP.


## President-N. B. Jones, Lansing. Secretary-L. M. Mills, Grand Rapids Treasurer-G Re.

## Address from President Jones.

Tothe Members of the Michigan Knights of the
Lansing, Mich., June 5-At the regular meeting of the Board of Directors of Michigan Knights of the Grip, held at Grand Rapids June 3, J. L. McCauley, Secretary of the Association, was asked to resign his position by a vote of the Board, and, declining so to do, the office was declared vacant, and L. M. Mills, of Grand Rapids, Mich., was elected to the position, and all members of the Association are requested to direct all communications requested to direct all communications and make all remittanses to him in the future. Mr. Mills is familiarly known to the members of the Association, having been Secretary and President thereof in previous years, and filled both positions with credit to himself and honor to the organization. A committee was appointed to go over the books of the retiring Secretary and make a full settlement with him.

> WORLD's FAIR. from July 24 t

The week from July 24 to 29 has been fixed upon as the time when the various traveling men's organizations will meet in Chicago to attend the World's Fair, and July 26 has been set aside as traveling men's day, at which time a programme will be carried out befitting the occasion. All Michigan Knights of the Grip are invited to be present on that occasion, and all the employers of traveling men are asked to give their men this week to attend the Fair.

## ANNUAL MEETING.

The Board of Directors have accepted the invitation of Saginaw and Bay City to hold the next annual meeting of the Michigan Knights of the Grip at Saginaw in December next, on the last Tuesday and Wednesday of the month. We can look forward to a royal welcome and a grand good time on that occasion.

DEATH BENEFIT ASSESSMENTS.
We have already paid this year five death benefits, amounting to about $\$ 2,500$, and have four more death claims reported, one of which is not a claim on the Association on account of the member being in arrears for previous assessments. We have nearly enough funds on hand in the benefit fund to pay one of these claims, but in order to pay the three and have the required surplus on hand provided by our constitution, the Board has ordered an assessment of $\$ 2$ on each member, of which you will receive notice from the Secretary. The causes of these deaths have been carefully examined, and in most cases they are found to be such as fall to the common lot of man. The grip has laid the foundation of disease in many heretofore healthy people, and many a constitution heretofore robust has yielded to the fell destroyer when seemingly but slightly attacked. The Board believes that this assessment will be promptly paid, that our just obligations may be met and that over to the widow of him who may be next summoned to cross the dark river. THE FUTURE.
The future of our organization is bright. It is growing rapidly, over 500 new members having joined since our last annual meeting in December. Let me advise and urge care in the taking of new applications. Recommend only such as are worthy, and who are justly entitled to be called traveling men, and look well to their condition of health and general good standing. Remember it is one of the cardinal tenets of our organization to raise the social and moral standing of traveling men, and in so doing we shall not only benefit our membership, but those who employ us.

By order of the Board of Directors.
Yours fraternally.

Weekly Report from the Secretary. Grand Rapids, June 12-The following is a list of applicants for membership ing ine Knights of the Grip received durin the Knights of the
ing the past week:
William R. Foster, Grand Rapids.
D. C. Tillotson, Muskegon.
D. C. Tillotson, Muskeg
J. J. England, Detroit.
J. O. Chapman, Salamanca, N. J.
W. O. Chapman, Salamanca, N. J.
Andrew P. Mackie, Grand Rapids. Andrew P. Mackie, Grand Rapid
A. P. Neslmes, Brockton, Mass. A. P. Neslmes, Brockton, Mass
Chas J. Karg, Toledo, Ohio. Chas J. Karg, Toledo, Ohio. I must ask the indulgence of our members, as it will take some days to transfer the office outfit from Detroit and get everything started in good shape here,
but hope to be able to mail the circulars but hope to be able to mail the circulars
and assessments No. 3 and 4 by the first and assessments No. 3 and 4 by the first
of next week. A new membership list is being made and will be ready shortly, and any members who have failed to receive notices of assessment in the past, or who have changed residence recently, will greatly oblige me by forwarding to this office their former and present address. Very truly yours,
L. M. Millls, Sec'y.

## Meeting of Post E.

The regular monthly meeting of Post $E$ was to have been held Saturday evening, but the elements conspired to prevent official attendance to warrant President Barclay in calling the meeting to order. The rain came down in torrents, in consequence of which less than a dozen members ventured out.

## Gripsack Brigade.

W. F. Blake went to Chicago last Friday and put in three days at the White City. Myron Ryder, of Marshall, has gone on the road for the Thurber-Whyland Co., of New York.
G. K. Coles, Michigan representative for the Royal Remedy \& Extract Co., of Dayton, Ohio, was in town a couple of days last week.

Ministers are glad to see traveling men in church on Sunday mornings. They know that with a dozen or two traveling men sprinkled through the congregation the contribution fund will be perceptably increased. Not only are the traveling men liberal givers, but those sitting beside them are impelled to give more from the example set them.
Trade is the object of the business man. What he has to sell must be sold. To secure the necessary custom he uses every means available to acquaint the public with his stock and prices. He employs men to travel. They circulate, like the contents of a mail pouch, here, there and everywhere. The sample trunk and the commercial traveler are the greatest tourists of the nation. The American drummer does not confine himself to the limits of our continent, but pushes boldly into the marts of Europe. The merchants of cities, boroughs, and even hamlets, are alike acquainted with the commercial traveler. His winsome ways and his loquacious tongue are known alike. He and his sample case are known everywhere. He has the gift of living high and talking business, and in response to his persuasive powers the steamboat and the freight train are distributing merchandise from one end of the country to the other. The secret of success is due as largely to the vanity of the buyer as it is to the persuasive conversation of
the traveling salesman. Most men in business, as a rule, seem to appreciate the distinction of a personal interview. It must, of course, be paid for, but the cost is nothing in comparison to the pleasure and satisfaction afforded. The fact must be acknowledged that purbright and active commercial traveler.

INTERNATIONAL MONEY.
In a recent article in the Atlantic Monthly on the subject of 'International Money," E. Benjamin Andrews re marked:

Immeasurable good would arise from the extra ease with which accounts, prices and statistics pertaining to one of these countries would then be understood by the people of other countries. The absence of such a common price deThe absence of such a common price de-
nominator is a great barrier to international trade, making it a sort of occult science, wherein those specially skilled science, wherein those specially
profit at the cost of the ignorant.

There can be no question as to the desirability of such money, or of its great utility. A comparison of the money utility. A comparison of the money
standards of leading foreign nations with the United States standard will illustrate this. Our standard is the gold dollar, containing 25.8 grains of gold, and worth 100 cents. This will be the unit of value in reckoning the value of the coins of the countries named. In every case this standard gold coin has been chosen. The pound of Great Britain is worth (in the United States) $\$ 4.866 \frac{1}{2}$; the German mark is worth .238; the French franc. .193; the Russian rouble, . 617 ; the Austrian florin, . 381 ; the Italian lira, .193. Every time an American importer receives a bill of goods, the amount of the bill must be reduced to Yankee dollars and cents. The reverse process must be gone through with when the foreigner receives his check. An international standard, in the shape of a gold coin, each government to issue a gold certificate based upon its issue of such international coin, would obviate the above difficulty, and make it as easy to keep accounts with foreigners as it is between dealers in our own country.

PRODUCE MARKET .
Asparagus-25c per doz
Beans-Handlers pay 81.75 for country-picked and hold at 82 . City hand-picked are quoted at $10 @ 25 \mathrm{c}$ above these figures.
Butter-Dealers now pay $121 / 2$ @14c for choice dairy, holding at 14@16c. Creamery is in fair demand at 19 c .
Cabbage-Cairo stock commands $\$ 1.50$ per crate, while Louisiana is in fair demand at $\$ 3.50$. Carrots- 25 s per doz.
Cucumbers- 50 c per doz.
Eggs-About steady, dea'ers paying 121/2c and holding at 14 c .
Green Beans-So scarce that there has been no stock in market for four days; consequently no quotations are avallable.
Green Onions-10ฏ15e per doz. bunches.
Green Onions-100n15c per
Green Peas- 81.50 per bu.
Honey-W hite elover commands 15 e per lb . dark buckwheat brings $121 / 2 \mathrm{c}$.
Lettuce-6@8c per 1b., according to quality. New Potatoes-On account of the wet weather in Louisiana, which has seifously interfered with digging, supplies are coming in very slowly, and the price rules high. The Chicago market touched $\$ 4$ per bbl. during the past week, but Grand Rapids dealers have held their stocks at $\$ 3.75$.
Onions-Mississippi stock commands $\$ 1.50$ per bu., while Bermuda stock is in limited demand at 82.25.
Pieplant-1c per 1 l .
Pineapples- 81.50 @ 82 per doz., according to size and quality
Plums-Tennessee Wild Goose command 2 per 24 qt. case.
Potatoes-On account of the stiff condition of the market on new potatoes, old stock is strong and firm, dealers paying 65c, and holding at 75 c per bu. It is not unlikely that the price may go higher, if the wet weather continues to interfere with the marketing of new stock.
Radishes- 15 c per doz. bunches.
Spinach-Summer, 25 c per bu.
Squash-4c per lb.
Strawberries-The Ohio crop is practically exhausted, and this week the Southern Indiana crop will be at its height. The price continues high, 85 per $32-\mathrm{qt}$ case being the ruling figure. Tomatoes-\$1.75 per 4 basket crate.
Turnips-Mississippi stock, 25 c per dozen
bunches. bunches.

## MICHIGAN MERCHANTS

And business men who contemplate a visit to the World's Fair would do well to communicate with the

## MEBCA :

which offers the best and cleanest rooms and the choicest cusine to be found in Chicago for a reasonable price. Everything new and first-class in every respect. Unanimously chosen as headquarters of National Press Association, Michigan Press Association, and many other organizations.

## 650 ROOMS, ELEEANFLY FURNISEED,

Bath with every suite. Permanent structure of stone and brick. Location (midway between World's Fair and business center of city) Thirty fourth street, between State and Dearborn streets. Either American or European plan, as preferred.

## Beautiful Rooms, with Bath, Single, $\$ 1.50$ per Day; Double $\$ 2$ to $\$ 3$ per Day.

Elevated station only one block away; Cable cars pass door.
L. W. SCOVILLE, Manager.

## -:BANANAS:-

Large Bunches, Yellow Plump Fruit.

## Putnam Candy Co.

尸巨FKKINS \& E\#SS Hides, Furs, Wool \& Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN. WE CARR? A STOCK OF CARE TAILOW FOR MILI [TSE

## NOIFT, HERPOUSEENERER CO. W HOLESALE

## Dry Goods, Carpets and Claaks

We Make a Specialty of Blankets, Quilts and Live Geese Feathers.
Mackinaw Shirts and Lumbermen's Socks OVERALLS OF OUR OWN MANUFACTURE.
Voigt, Firnolsheimer \& CO. 48, 30, 32 Ottawa St.,

## Tillom ravorite <br> undurnexiracs

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

## Spring \& Company,

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

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

Cracker Chesss.
Halas Covirs fir Bisuits.

$T^{\text {HeSE }}$ chests will soon pay for themselves in the eakage they avoid. Price \$4.

UR 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 of our boxes and can be changed Toy
one box to another in a moment will save enough goode from flies, dirt and prying fingers in a short time to pay for themselves. Try them and be convinced. Price, 50 cents each.

NEW NOVELTIES.
We call the attention of the trade to 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, 0. ,


Have had such flattering succes 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 MF G. CO., toledo. оно.
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.

## H. LEONARD \& SONS,

Do you know how to BOOM trade and keep up your sales? It is the easiest thing in the world. Just remember to always keep on h: nd a good ine of sea onable
 sept cein. Every hlur warrani ed to give pertect salisfaction No. s..........i9.50

This line of close woven Hammocks excels all other lines in the market for strength, durabilty, and comfort. We have the following numbers in stock:

No. 1, height $3: \mathrm{in}$.
No. 4 , height 89 in .


No. 3 thon LAWN VASES We keep four sizes.
No. 1, height 30 in
No. 3, height 30 in .
List each.
. 12.1200 No. 4, height 39 in ..


$\ll$
Class B subject to a discount.


Leiter Rope (like cut)
Anchor Rope Anchor Rope

Per Doz.
...
8150
50
8150
160


HAMMOCK HOOKS.
No. 98 Plate Hook with four screws. 8140
No. 88 Serew Hook. Yo. 156 Hook like Class is sulject to a discount.

One dozen in a box

Bvery Boy Warts an Air Rifle

King Air Rifle $\quad$ Vew Daisy Airle like e...
lumbia Air Rifle

****
es are xubect to a good liberal discount.
hey come nuder chass B in our
regular catalo


ENTERPRISE CHERRY STONER.
The above cut illustrates our Enterprise Cherry Stoner whieh we The above cut illustrates our Enterprise Cherry Stoner which we
particularly recommend to those desirlag rapid work. It can be particularly recommend to those desirlng rapid work. It can be
adjusted by thumb screws to adapt it to the different sizes of
cherry stones. It will be found rapid in its work, and a decided cherry stones. It will be found rapid in its work, and a decided
improvement over others of this class. mimed finish, per dozen of this class. same, Japanned' finished, per dozen.


