

# Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 10.

GRAND RAPIDS, JUNE 21, 1893.

NO. 509

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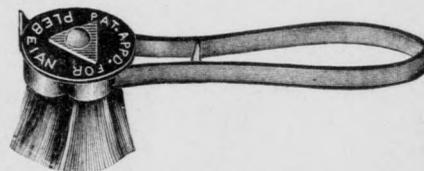
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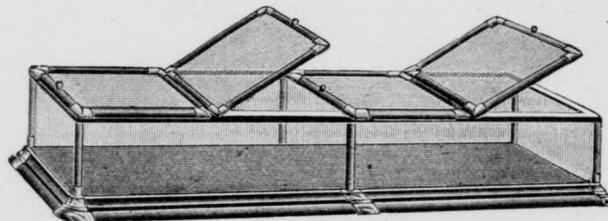
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# MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, JUNE 21, 1893.

NO. 509

**BARLOW BROS' BUILD BLANK BOOKS**  
WITH THE PHILA. PAT. FLAT OPENING BACK  
SEND FOR PRICES GRAND RAPIDS, MICH.

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THE LARGEST JOBBERS OF

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## THE BANKER'S BURGLAR.

Billy Haven was no ordinary burglar. His theory was that if a man wished to make a success of his profession, he needed to use his brain rather than his muscle. It was all right enough, when starting out to commit a burglary, to take a knife with you, or a loaded club, or a pistol, but Billy claimed that the doing of this showed a lack of mental ingenuity. Any muscular fool can bludgeon the senses out of a half-awakened householder aroused from his first deep sleep by the noisy entrance of a thief through the kitchen window, but bludgeoning Billy looked upon as clumsy and unnecessary. The consequence was that Billy, by strict attention to business, and the endeavor to please customers, soon began to build up for himself an enviable reputation among the police. They never caught sight of Billy or his pals, but they always recognized his handiwork by the neatness and dexterity of it. They did not even know his name, but they called him among themselves Billy Haven out of respect for the memory of a detective of that name, who was especially good at tracking crimes of a kind whose origin was obscure, and the clue to which was not visible. They said among themselves, when their attention was first directed to the kind of burglary the new burglar was doing, that this was a job Billy Haven would like the unraveling of if he were alive, and so they drifted on, never getting a sight of the burglar, until the crimes were called Billy Haven jobs, and finally the unknown cracksmen came to be called Billy Haven.

As a general thing, where Billy Haven was at work, the inmates of the house never knew a robbery had been committed until next morning. Billy and his gang left almost no trace of their visit except the disappearance of the most valuable things in the residence.

At last these neat burglaries ceased, and there were no traces of Billy for years. It is probable that the authorities would never have known any particulars about Billy's career, if it had not been that a convict, dying in one of the prisons, told about Billy's last and successful coup, which enabled Haven and his gang to retire into respectable, but monotonous private life.

Billy, it seems, had long looked with hungry eyes on a large mansion that stood in a lonely part of a lonely suburb. It was entirely surrounded by a high brick wall, and Billy felt that if he and his mates ever got inside that mansion they could work in uninterrupted security.

Inquiry showed Billy that it was the residence of Mr. Slider, the well-known banker, a man intimately connected with numerous prosperous companies, and a man of great reputed wealth. The name of Slider was a power in the city. Billy's investigations led him to the knowledge that Mr. Slider was a most careful man, who had arranged every electrical appliance then known for the discovery of a burglar. He appeared to realize that if

once a burglar got entrance into the big house, the family would be, comparatively speaking, at his mercy; and so it was that every window was protected by half a dozen different devices. The door-mats and windows were so arranged that after everybody went to bed the lightest footfall on any of them would light all the electric lamps in the house; would ring a large bell in the tower; would telegraph a warning to the nearest police station, and would set more gongs ringing all over the place than a burglar who was at all nervous cared to hear.

Billy realized, then, that the ordinary methods of a burglar would have a tendency to fail if applied to the big house standing in its own extensive grounds, and so he resolved that when he and his pals entered the house it would be by the door, and not by one of the windows, and it would be at a time when the family had not retired to rest.

Billy's plans, when matured, were very simple. He obtained the costume of a police inspector for himself and the clothes of an ordinary policeman for each of his four pals. He got, likewise, a very good imitation of a warrant of arrest, made out in the name of Mr. Slider. Billy was the man of brains in the gang, and the other four, realizing this, did exactly as he told them. They were in a perfect state of discipline and had the utmost confidence in Billy's ingenuity. The plan was this: They were to obtain entrance into the house at about 9 o'clock in the evening, in perfect legal form; the inspector was to arrest Mr. Slider, who might, of course, be indignant, but the conspirators expected that the respect a banker has for the forms of law at least insured admission under protest; and while the inspector stood guard over the arrested man, two of the alleged policemen were to be posted so that no one could leave the house, even if Mr. Slider wanted to send a messenger away, which was not likely, because of his certainty that this was a mistake which could easily be cleared up. The other two alleged policemen could then search the house under the protection of a bogus search warrant, and quietly secrete all the valuables and money that they could lay their hands on. The inspector then intended to tell Mr. Slider that, because of his protests, he would not take him to jail, but that he must understand that he was under arrest, and that he might have to report to the head officer when called upon to do so. Billy imagined that the time which must intervene before the news of the unwarranted arrest reached the real police would give him all the opportunity he wanted to cover his tracks and secrete his spoil.

This plan worked admirably up to a certain point, when Billy and his pals were treated to a stupefying surprise. The man at the porter's lodge tremblingly admitted the officers of the law into the grounds. He was then ordered to lock the gates, which he did, and one of the policemen took the key and remained in the porter's lodge with the man and

his wife, who were certainly very much frightened. Another policeman was left to guard the entrance of the house, while the bogus inspector and the remaining policemen rang at the front door. The person who admitted them was also terrified at the sight of their uniforms.

Billy asked if Mr. Slider was at home, and was informed that he was in the drawing-room. He then asked that he and the officers might be shown there without being announced.

Mr. Slider was sitting in an easy chair surrounded by his family. He turned his head round, and when the door opened without the customary knock, and when he saw the uniform of the inspector a ghastly pallor came over his face. Before the inspector could speak, he held out his hand and said:

"One moment, please." Then turning to his wife, he remarked to her in a low voice, "Take the children to your own room, and stay there till I come. I have some business with this gentleman. Don't be alarmed. Everything is all right. I had an appointment with him, but forgot to mention it to you."

The pale woman and her frightened children withdrew, and Slider stood alone confronting Billy and his two pals. "I am sorry to say," began Billy, "that I have here a warrant for your arrest. All the entrances are guarded, and, of course, you understand the futility of making any resistance."

"Quite so; quite so," said Slider, huskily. "I appreciate all that."

"I have also a search warrant here; and, while I stay with you, my men must have a look over the premises. Do you wish me to read the warrants to you?"

"It is not at all necessary," said Slider, in an agitated voice. "I have no doubt they are quite correct. As for searching, I have no power to prevent that; but, before you begin, I would like to make a proposal to you, inspector. You look like a shrewd man. How many policemen have you with you?"

"I have four," answered Billy.

"There are five of you altogether, then?"

"Exactly."

"Now, inspector, I am a man of business, and, as you know, a man of great wealth. I would like to have a few words with you in private. Would you kindly ask these officers to step out of the room for a moment?"

"That is hardly regular," objected the inspector.

"I know, I know," answered the banker hurriedly; "but I think I can make it worth your while to do what I ask."

"Rogers," said the inspector to the policeman beside him, "you and Benham just step out for a moment into the hall and come at once if you hear me call."

Rogers and Benham saluted and withdrew without a word. When the door was closed Billy stood with his back against it and Slider remained standing near the fire.

"If I had happened," said Slider, "not

to have been at home when you came, what would you have done?"

"I presume," answered the inspector, "I would have tried to find out where you were without arousing suspicion, and if that could not be done I would have had to come some other time."

"Precisely. Now, what will you take in gold to go back to the station and report that you have not been able to find me?"

"That would be a dangerous business," said Billy quite honestly.

"I can make it worth your while to run the risk," said Slider.

"Give me a start of 24 hours and that is all I ask. Now how much?"

Billy hesitated and pondered for a moment. "What do you say," he said at last, to "\$5,000 for me and \$3,000 apiece for each of the men?"

"That would be \$17,000 in all," said the banker.

"Well," said Billy, "suppose we make it \$20,000 as a lump sum; or rather as you wish 24 hours, I think, as time is valuable in a case like this, \$1,000 an hour would not be exorbitant. If you say \$24,000 in gold, its a go."

"That is a large amount," said the banker.

"Oh, very well, then," replied Billy. "We have only to do our duty. You are not absent; you are here. The amount is large, as you say, but you must remember that the risk is tremendous."

"Yes, I admit that," said the banker with a sigh; "but you said you would take \$20,000 or even \$17,000 a moment ago."

"There are four men to square, besides myself," answered the inspector, "and if one of them objected of course the game would be up. I shall not take the risk even of mentioning it to them for anything less than \$24,000, and if I think any longer about it I shall raise the price to \$30,000."

"I agree to the \$24,000," said the banker hastily. "Can you make sure of your men—of their silence?"

"Reasonably sure," answered Billy. "The only question is, can we have the money in gold here and now?"

"I am not sure that I can give you all that amount in gold, but I think I can," He consulted a pocketbook he had with him and added some figures together. "Yes," he said, "I can do it."

"Very well," said Billy. "It's a bargain."

Billy called his pals, and together they accompanied the banker to another room that contained a large safe, which Slider opened. He took out several bags, and, taking down a pair of scales from the top of the safe, said, "You may weigh this, and you will find it correct. There are five bags here and they each contain \$5,000."

"Open all of the bags," said Billy, cautiously. The banker did so, and Billy ran a handful of gold from each of them through his fingers and found everything correct.

"How much does \$1,000 weigh?" he asked the banker, and on receiving his answer, placed one of the bags in the scales.

"It is a pity to break bulk," said Billy. "I think we will call it \$25,000."

"Very well," answered the banker. "Suppose you call your men in. I wish to be sure that you will keep your part of the compact."

The four men were speedily inside

the room, and their eyes opened as they saw the glitter of the gold. The inspector briefly detailed to them the points of the bargain, while the banker looked from man to man and listened anxiously.

"You agree to this?" said Billy, and each of the men nodded.

"You will have no further trouble from us, Mr. Slider," said Billy Haven, politely, "at least for 24 hours."

The banker drew a deep breath of relief as each man took a bag of gold and quietly departed.

A few days after the papers were filled with the startling announcement that Mr. Slider, the well-known banker, had absconded, and that an enormous amount of money was missing. Investigation of the books showed that he had been preparing for flight for over a year, and rumor has it that he is now living somewhere in South America. But that is one of the things about which nobody knows anything definite.

ROBERT BARR.

#### A Man of Many Occupations.

"Some time ago," remarked a lawyer, "I had occasion to visit Texas. I stopped at a little town one Saturday about noon, intending to remain there until Monday morning. The proprietor of the hotel was a gray-haired fellow, well preserved and apparently full of energy. I was consequently not very greatly surprised when he informed me that he was also a lawyer. He had a big, stout wife, and it struck me that he could very well leave the hostelry to her while he practiced law. He disappeared shortly after noon. I started out to see something of the little town, and, needing a collar, stopped in one of the two or three dry goods stores to buy one. I must confess that I was somewhat staggered when I found that the hotelkeeper, besides being a lawyer, was a clerk in a dry goods store—for it was he who smiled blandly at me over the counter. I extended my walk until night was falling, and as I approached the hotel, who did I see lighting the oil lamps in the main street but the hotel proprietor! The next morning, which was Sunday, I enquired of him the way to church. 'Come on,' said he, 'I'll show you.' He took me into the church and showed me to a seat, after which he disappeared, saying he must go and ring the bell. In a few moments it was pealing forth its pleading, and soon the congregation had gathered. I was prepared for anything almost, after what I had seen of mine host's versatility, and was not much surprised when he ascended the stairs of the pulpit and opened services. Then he came down again and manipulated the keys of the wheezy little organ while the congregation sang. He then took up the collection, after which he again resumed the pulpit and preached as fine a gospel sermon as I have ever heard. When services were over and his flock had been dismissed with a fervent prayer, the preacher closed up the church.

"What sort of a man is Mr. So-and-so, anyhow?" I asked of a lawyer.

"O," he answered, "he runs the town generally. He's killed a dozen men, more or less, and is the best shot with revolver in this part of the country. He's the best poker player, too, I ever saw."

The Union Bank of Richland was re-organized June 1, and will hereafter be conducted under the style of Whitney, Gilkey & Co. The stockholders are N. S. Whitney, P. H. Gilkey, W. F. Doolittle, A. B. Barnes, Ira M. Peake, Geo. A. Barber, W. W. Dewey, E. G. Reed, D. R. Whitney and W. A. Watts. W. F. Doolittle will act as President and W. A. Watts as Cashier.



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Independence Wood Split Pulley

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THE STRONGEST!  
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ALL THE COMFORTS OF HOME includes the great temperance drink

## Hires' Root Beer

It gives New Life to the Old Folks, Pleasure to the Parents, Health to the Children.

Good for All—Good All the Time.

A 25 cent package makes Five gallons. Be sure and get HIRES.

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Capital, \$300,000.

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Genuine Peninsular Fasteners, in lots of 10  
Gt. Gross ..... 70c  
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PRICE IN LOTS OF 100 GT. GROSS QUOTED ON APPLICATION.

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Have been used for over ten years. Have in all cases given satisfaction. Are unequalled for durability, elasticity and beauty of finish. We carry a full stock of this well known brand mixed paints. Send for sample card and prices.

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STATE AGENTS

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How to Keep a Store.

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All the leading styles in fine and medium goods, made from the most select stock.

Orders by mail given prompt attention.

**POWERS AND DUTIES OF BROKERS.**

A broker is an agent employed to sell the goods or merchandise of his principal, which are in his possession, for a commission. A broker differs from an agent in several important particulars. He may buy and sell in his own name, and he has the goods or merchandise in respect to which his agency is created in his possession, while an agent, as such, cannot ordinarily buy and sell in his own name, and has no possession of the goods sold. The test as to whether a representative is merely an agent, or is a broker, is to be found in the question, whether he has any possession or special property in the subject matter of sale; for if he has, he is in so far a broker, although he may unite the two characters. If he have no possession or special property, he is merely an agent, and his rights, duties and liabilities are different. In respect to his commission, the rule is, that a broker is always entitled thereto, if he has properly performed his duty. But if he is guilty of gross misconduct, or if he executed his duties in such a manner as to prevent any benefit to his principal, he will not be entitled to receive his commission. Nor can he recover the difference when through his negligence the proceeds of the sale are not equal to the expenses; nor can he recover expenses occasioned by his negligence. Whether, when the purchaser fails, he is entitled to receive a commission, is a question which depends upon the usage of trade in the particular place and in the particular business, and in respect to which there does not seem to be any distinct and independent rule of law. Whenever he undertakes to guarantee to his principal the payment of the purchase money, he is usually entitled to an additional compensation, on account of the risk which he assumes, which is called a guaranty commission. When the broker assumes this contract of guaranty he does not render himself primarily responsible for the principal, but only secondarily, in case of the failure of the buyer to fulfill his contract; and he is entitled to the general rights of a guarantor as to notice. But a broker under a guaranty commission is only understood to guarantee the payment by the purchaser, and not the safe remittance to the principal. In virtue of his special property in goods consigned to his care, a broker may buy and sell in his own name, as well as in the name of his principal; and, in such case, if he be the supposed principal, the purchaser will be entitled to the same rights as if he were the real principal. Payment to him by the purchaser will discharge the purchaser from all liability to the principal. In such case the purchaser may consider the broker as the principal, and set off any debt due from the broker to him against the price of the goods. Yet, if before all the goods are delivered, and before any part of them is paid for, he is informed that they do not belong to the broker, he cannot set them off against a debt due from the broker in an action against him by the principal. Whenever the broker sells in his own name, he can bring an action against the purchaser for the price, and prosecute his remedies in like manner as if he were actually the principal; and will also be responsible to the purchaser for the performance of his part of the contract. Where, how-

ever, the party dealing with a broker gives exclusive credit to him, he cannot afterwards have recourse to the principal. But where the broker contracts in his own name he is entitled to sue the purchaser personally and to enforce payment from him, yet his rights in this respect may be superceded by the consignor, and he may bring his action against the purchaser, although the purchaser dealt with the broker, as owner, in good faith; but in such case the purchaser will have the same rights as if he were sued by the broker, and may treat the contract in all respects as if the broker were the sole principal. If, however, exclusive credit is given to the broker, the principal could not interfere.

In the absence of express instructions the powers of the broker depend upon the usage of trade.

Where a broker with orders to sell for cash, sold and delivered the goods, but according to usage did not send in his bill until the next day, before which time the purchaser had become insolvent and did not pay it, the sale was binding on the principal. But where he is duly authorized to sell on credit, and takes a promissory note payable to himself, he takes it in trust for his principal, and subject to his order, and he would not be personally liable in the event of the insolvency of the purchaser before payment. The broker has possession of the goods and a special property in them; and in virtue thereof he has a lien thereon, and their proceeds, and the securities given for them, not only for his expenses and commissions, but for the balance of his general account. In this respect usage has enlarged his rights beyond what is generally allowed to agents, as the ordinary lien of an agent is a particular lien, but his is a general lien. Where a broker makes advances or incurs liabilities upon a consignment of goods he may sell them in the exercise of a sound discretion, and according to the general trade usages, and reimburse himself for all liabilities and expenses out of the proceeds of the sale; and the consignor cannot interfere, unless there is some existing arrangement between them which controls or varies the right. If no advances have been made and no liabilities incurred by the broker, he is bound to obey the exact orders of the consignor, and the consignor has a right to control the sale according to his pleasure from time to time. If a broker takes a security payable to himself from a purchaser of goods, and gives his own security to his principal without giving the name of the purchaser, he cannot compel the principal to refund the money paid him on failure of payment by the purchaser. For he thereby induces the principal to intrust to the security, and assures him of the solvency of the purchaser.

**His Application Was Successful.**

Merchant—"You want a place in my store, you say?"

Applicant—"Yes, sir."

"Ever worked in a store before?"

"Yes, sir"

"Let me try you. Suppose a lady should come in with a piece of cloth and want to get a number of yards to match it, what would you do?"

"I'd send her to the next counter."

"I guess you've had experience."

When we get to heaven we will all find that we have had something to do with building it.

**LARK CIGAR COMPANY**

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.

**I. M. Clark & Co. Grocery Co.**

## AMONG THE TRADE.

## AROUND THE STATE.

Sault Ste. Marie—Price Bros. succeed Fred R. Price & Co. in the drug business.

Detroit—Kinsley & Reid have removed their boot and shoe stock from Alpena to this place.

Dundee—J. W. Smith succeeds J. W. & J. D. Smith in the elevator and coal business.

Greenville—Kemp & Edsall succeed O. C. Kemp & Co. in the book and stationery business.

Gobleville—E. M. Bailey & Co. succeed W. S. Crosby & Co. in the drug and grocery business.

Hillsdale—M. G. Faulkes has purchased the news and stationery business of Geo. B. Whitney.

Charlotte—Jacob L. Collisi has removed his men's furnishing goods stock from Menominee to this place.

Hastings—F. P. Wilcox has purchased the interest of Henry Mead in the meat market of Mead & Wilcox and will continue the business under his own name hereafter.

Port Huron—Fred A. Beard has been admitted as a general partner in the firm of Beard, Goodwillie & Co., wholesale dealers in iron, steel, carriages, hardware and wood work.

Marquette—The wholesale and retail hardware firms of A. O. Jopling & Co. and the Manhard Hardware Co. have merged their business into a stock company under the style of the Manhard-Jopling Co., Limited.

Evert—Davy & Co. have leased of W. Wolsky his brick store building on the best business corner of Clare, and will open a branch store there Aug. 15, carrying lines of dry goods and clothing. The new venture will be under the direct personal management of Elton Davy.

Marquette—L. W. Toles writes THE TRADESMAN that the statement in last week's paper to the effect that G. E. Blodgett had purchased a half interest in his drug stock is untrue. Mr. Blodgett has entered his employ as clerk, and has not yet acquired an interest in the business.

Kalamazoo—Dr. J. B. Sayles has sold his drug stock at the corner of Main and Edwards streets to Dr. N. E. Leighton, formerly of Hopkins Station, who will continue the business at the same location. He has engaged as prescription clerk Guy Lockwood, who formerly acted in the same capacity for J. M. Frost at Mattawan.

## MANUFACTURING MATTERS.

Saginaw—Farmer, Brown & Passmore, carriage manufacturers, have dissolved, Wm. Farmer continuing the business.

Manistee—The McKillip sawmill has been standing idle for the past two weeks, as the logs do not come from the river fast enough to keep them sawing.

Beaverton—H. Seely has added stove machinery to his hoop mill and now manufactures hoops, staves and heading. He has 3,000,000 feet of logs afloat, and a good market for his output.

North Muskegon—The new factory of the Standard Box Shook Co. is expected to begin work next Monday. The company has been granted exemption from taxation for a term of years.

Lake George—The St. Johns Lumber Co. has begun peeling hemlock logs and the logs will be loaded on the cars as fast as peeled. The company has nearly

500,000 feet ready to peel and will put in more.

Harrison—P. Cory, for many years engaged in the lumbering business at Harrison, has purchased an interest in a shingle mill at Chassell, Upper Peninsula, and left Harrison last week for Chassell. He will have charge of the mill there.

Manistee—The Union Lumber Co. is sawing principally hardwoods and hemlock from logs which were put in at Freesoil during the winter and which are being hauled by rail from there to Stronach. The hardwood is all sold, and the hemlock is disposed of about as fast as cut, in small lots to Milwaukee yards.

Beaverton—The Harris & Patterson sawmill has started up for the season. A steam feed has been added to the mill equipment, and a two-block machine added to the shingle mill, increasing the capacity to 100,000 a day. The greater portion of the stock for the plant is furnished by Brown & Ryan, of Saginaw.

Manistee—White, Friant & Co. are only operating their shingle mill at present and are sawing cedar shingles which they are piling on the dock, as there seems to be no market for that class of stock. Stokoe & Nelson are also sawing cedar shingles and are accumulating quite a quantity, as the price offered does not seem to suit their ideas of value.

Alpena—The Gilchrist sawmill will soon be operated day and night. Mr. Gilchrist has a good stock of logs in the river, and is bringing over upward of 25,000,000 from Georgian Bay, which will give the mill all she can do until snow flies. The mill is in good shape, having been overhauled and a band saw put in, and it is expected more lumber will be cut this season than in any former year.

Manistee—The Rietz sawmill plant, which had not been operated yet this spring, started up last week. They have a few old logs on hand and have purchased a few million pine on the Manistee & Luther Railroad, in which they are now running a good sized camp and bringing in logs by rail that will keep the mill operating for some time. The salt block is not operating and will not be ready for two weeks.

Muskegon—F. Vanderwerp, formerly of Vanderwerp & Hudson, has purchased a 50,000 feet capacity mill, formerly located at Bitely, on the Chicago & West Michigan, near White Cloud, and has moved it to Houghton, where he has a four years' contract with a Grand Rapids firm for sawing. There is an abundance of timber around the new location, and Mr. Vanderwerp has been promised work for several years after his present contract expires. The mill is now being made ready for work.

Saginaw—The Supreme Court has handed down an opinion in the case of the New York Lumber & Woodware Co. vs. People's Fire Insurance Co., in which it is held that when a fire insurance policy has been issued by the company and forwarded to the local agent, it may be recalled if, before it is actually delivered, a fire occurs which destroys the property covered. In other words, not the mere issuance of a policy is enough to make the contract; it must be delivered. Judgment for the defendant was affirmed with costs.

Saginaw—The solidity and legitimate business methods of lumbermen and business men generally in the Saginaw valley is a source of much satisfaction.

The banks are solid and abundantly able and willing to take care of their own customers; there have been no failures and collections are good. The head of a large manufacturing concern, the entire product of which is handled by rail, stated on Saturday that not only did his trade hold up in volume and prices, but he had yet to have his first customer ask for extension, and his business covers a wide area of country.

## Death of H. F. Hastings.

Henry F. Hastings, the well-known and widely respected merchandise broker, died at the family residence on Jefferson avenue early Monday morning. The deceased was born on a farm near Lagrange, Ohio, March 2, 1845. His early advantages were very meager, owing to the poor circumstances of his parents, so that he was able to start in life with merely the barest common school education. At the age of 16 he enlisted in the army, rapidly rising in the ranks until he was promoted to the position of Captain of Company H, 3d Regiment. He was discharged from service July 13, 1865, and embarked in the sale of lightning rods in the Buckeye State. He then traveled on the road, selling Thomas' inks, after which he kept a hotel at Pentwater for several years. He subsequently traveled for Boies, Fay & Conkey, wholesale grocers of Chicago, and on the failure of that house, in 1875, he came to Grand Rapids and embarked in the merchandise brokerage business, being the second man in the field. His geniality and knowledge of goods soon placed him in a commanding position, which he maintained to the time of his death.

The deceased was a 33rd degree Mason, having been Past Commander in Chief of DeWitt Clinton Consistory and Past Eminent Commander of DeMolai Commandery, K. T., Chancellor of Eureka Lodge, K. P., Brigadier General of Michigan Division Uniform Rank, K. P., Chairman of the Board of Managers of the Pythian Temple, Director in the Grand Rapids Packing & Provision Co. and first Vice-President and Director of the Peoples Savings Bank. He was also a member of the G. A. R., Veiled Prophets and several other secret and fraternal orders. The deceased carried \$10,500 life insurance, \$5,000 in the Mutual Benefit of New Jersey, \$2,500 in the Northwestern Masonic Aid Association and \$2,000 in the Masonic Mutual Benefit Association of Western Michigan. The deceased leaves a wife and one daughter, father and mother, and hosts of friends to mourn his untimely demise. He was a man of generous impulses and strong attachments, holding his friends by the power of his strong individuality and good fellowship. The vacancy in the trade left by his death will long be felt.

## The Hardware Market.

There is but little to say this week concerning the market, as everything remains the same in price. The outlook for any higher prices on nails, barbed wire, bar iron, etc., is not encouraging. While the volume of business keeps up, there is a conservative feeling prevalent, buyers manifesting a disposition to purchase only for immediate wants. While we do not look for any general demoralization, we believe careful action at present to be the best.

## The Grocery Market.

Sugar—The market has advanced a sixpence during the last week, and is still strong and firm. The strike of the firemen in the Havermeier refinery came to an end on Thursday, so that cannot be set forth as a reason for higher prices.

Pickles—Lower, the warm weather causing a scramble among jobbers and packers to unload stocks on hand.

Currants—Cleaned bulk goods are  $\frac{1}{4}$ c lower.

Cheese—The market continues to decline, and will probably be downward during the remainder of this month.

## FOR SALE, WANTED, ETC.

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

## BUSINESS CHANCES.

TO EXCHANGE—SIX HUNDRED ACRES first-class farming land, free and clear of incumbrance, forty miles north of Grand Rapids, to exchange for a stock of general merchandise. Address for particulars C. E. Herrington, Grand Rapids, Mich. 742

FOR SALE—DRUG STORE, SMALL STOCK. Doing nice paying business. Present owner has other business. Address, "Antidote," care of Michigan Tradesman. 739

FOR SALE—WELL ESTABLISHED GROCERY business in one of the most rapidly growing sections of Grand Rapids. For particulars address No. 740, care Michigan Tradesman. 740

WANTED—A DRUG STOCK OF ABOUT \$2,000 in a good, thrifty, pleasant village of 1,000 to 2,000 inhabitants, and doing a good business. Address M. C., care of Hazeltine & Perkins Drug Co., Grand Rapids. 741

FOR SALE—YOST TYPEWRITER, USED but a few months, and practically as good as new. Send for sample of writing. Tradesman Company, Grand Rapids. 736

FOR SALE—STOCK OF MEN'S, WOMEN'S and children's shoes at a discount for spot cash. No exchange of property wanted. Stock all purchased new since April 1, 1892, of eastern factories, and no jobbing house lots. Will invoice \$1,000 or \$1,300. Good reasons for selling. Address E. M. Fletcher, Leslie, Mich. 737

FOR SALE—SMALL BAZAAR STOCK, ALSO store building in good railroad and manufacturing town. Address P. O. Box No. 93, Thompsonville, Mich. 738

FOR SALE—IN A DESIRABLE LOCALITY of the beautiful city of Kalamazoo, a grocery and meat business, situated on a corner. Brick veneered building and dwelling, 4x8 lot, small cottage of seven rooms on rear end; also barn, carriage house, smoke-house and ice-house. All new, and in first-class condition, doing a good and prosperous business. Stock all new and fresh. Store and market fixtures all new and first-class. Only reason for selling is the proprietor's falling eyesight. For information inquire of Chas. Sharron, corner Parsons and Edwards streets, Kalamazoo, Mich. 734

WANTED—A PLACE BY THE MONTH OR year upon a farm by a steady married man, or would rent a small place in a good neighborhood for days' work. Address, Noah Rice, No. 33 Livingston street, Grand Rapids, Mich. 735

FOR SALE—ONE OF THE FINEST AND best selected drug stocks in northern Michigan, excellently located for business; in live town; brick building; steam heat and all modern improvements. Rent moderate; terms reasonable. Address J. W. Balcom, Tawas City, Michigan. 750

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

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

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

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

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

## MISCELLANEOUS.

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

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

GRAND RAPIDS GOSSIP.

C. W. Hall, meat dealer on West Ful-ton street, has closed out his business and retired from trade.

John Wickham, meat dealer on Plain-field avenue, has changed its location to 117 Butterworth avenue, the former lo-cation of John Kern.

Thos. Price has retired from the firm of McKay & Price, grocers and meat dealers at 670 and 672 Cherry street. The business will be continued by the remaining partner, Fred B. McKay.

W. M. Briggs has embarked in the gen-eral merchandising business at Shelby-ville. The Ball-Barnhart-Putman Co. furnished the groceries, Rindge, Kalm-bach & Co. the boots and shoes and Voigt, Herpolsheimer & Co., the dry goods.

Two weeks ago, in giving an account of the suit brought by W. J. Gould & Co., of Detroit, against John Giles & Co., of Lowell, THE TRADESMAN did Judge Brown, before whom the case was tried, an unintentional injustice. It stated that, in giving his judgment on the tea objected to by the defendants, the Judge said it was worth from 1 to 2 cents a pound more than the tea which was to be the standard of quality. What he did say was that it was worth 1/2@3/4 cents more. This may seem like a small matter to some, but, be it remembered, it is not a mere question of the value of a chest of tea, more or less, but Judge Brown's rep-utation is at stake. He was for four years in the tea business, and is known far and wide as an expert in matters per-taining to tea; therefore, to quote him as saying that one sample of tea was worth from 1 to 2 cents a pound more than another sample, when in reality the dif-ference in value was but 1/2 a cent, is to say, in effect, that his judgment, in such matters, is not to be relied upon. It was not an intentional misstatement, how-ever, at least on the part of this journal. It is more than suspected that the attor-neys from whom THE TRADESMAN re-ceived its information, purposely, with malice aforethought, envying Judge Brown his well-earned reputation as a jurist and a judge of tea, misstated the facts. In giving this correction to the public, THE TRADESMAN assures His Honor that it is not given because of any fear of injury to his fair name and fame, but simply to give the actual facts in the case the same publicity received by the misstatement.

Purely Personal.

W. H. Willard, formerly engaged in the drug business at Manistee, but now engaged in the same business at Battle Creek, is happy over the advent of a boy.

David Holmes, buyer and manager of the mercantile department of the Elk Rap-ids Iron Co., was in town last Saturday. Mr. Holmes looks as though the Antrim county air agrees with him, and reports increased sales in the company's store since it has been under his management.

Chas. M. Norton (Foster, Stevens & Co.) started for Springfield, Mass., Sun-day noon, being called there by the sud-den and unexpected death of his mother, who passed away Saturday evening. Mr. Norton has many warm friends among the trade who will deeply sympathize with him in his great affliction.

Charles Young, the Kalamazoo drug-gist, has surprised his friends and him-

self by developing into a pugilist of the first class. Mr. Young has, until lately, leased a store building belonging to an elephantine German, who formed a dis-like for his tenant and abused him on every opportunity. Toward the last he frequently boasted that he proposed to thrash the druggist on the first provoca-tion, and on the occasion of a recent visit to the store proceeded to carry the threat into execution. Young confi-dently expected to come out of the melee second best, but sailed into his opponent to the best of his ability and succeeded in punishing the portly landlord so se-verely that friends had to intercede, or Young would have converted the fellow into sausage. Young subsequently caused the arrest of the aggressor for assault and battery, and there is a well-founded rumor in Kalamazoo that he proposes issuing a challenge to Jim Cor-bett.

From Out of Town.

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

- Geo. S. Curtis, Edgerton.
- John P. Fetz, North Dorr.
- Thos. Van Eenenaam, Zeeland.
- A. B. Shumaker, Grand Ledge.
- Stone & Hemingway, Sheridan.
- L. A. Knowles, Stetson.
- Geo. Schichtel, North Dorr.
- F. N. Cornell, Sebewa.
- H. Van Noord, Jamestown.
- Frank Smith, Leroy.
- Rockafellow Mercantile Co., Carson City.
- R. B. Gooding & Son, Gooding.
- Chas. B. Lovejoy, Big Rapids.
- Tucker, Hoops & Co., Luther.
- J. W. Milliken, Traverse City.
- Bates & Trautman, Moline.
- Henry Meijering, Jamestown.
- Geo. Schichtel, North Dorr.
- A. Denton, Howard City.
- N. F. Miller, Lisbon.
- Wm. Black, Cedar Springs.

Gripsack Brigade.

The Reader Bros. Shoe Co. has en-gaged two new men—M. M. Manley, formerly on the road for Ferris & Co., of Chicago, will cover the territory of Northern Indiana, and F. M. Schults will work the trade in a portion of Wis-consin.

Edwin Mortlock, traveling salesman for Samuel Williams, jobber of woolen goods at Boston, was in town over Sun-day. Mr. Mortlock has been on the road for thirty-three years—twenty-two years in this country and eleven years in Great Britain, all of the time in the woolen goods line. It naturally follows that there are few things connected with his line with which he is not familiar. Mr. Mortlock resides at Detroit, and covers the larger towns of Michigan, Ohio and Indiana.

Advantages of Handling Good Cutlery.

It is undoubtedly true that there is no department of the hardware trade which responds so quickly to good management, combined with quality, as that of cutlery. It is the best advertisement, especially in country towns and small cities, to be known as "That's the best store to get a pocket knife, shears, or table cutlery; his goods hold an edge and will cut." This is, of course, greatly aided by the neat and attractive display made of his goods and must be given proper atten-tion if he wishes to get reasonably profit-able returns for the money invested in this department. This, together with a catchy card in his local paper, which should be frequently changed to meet the various seasons, will ensure a fair amount of trade, providing other things at the store receive an equal amount of attention. Try it.

GOTHAM GOSSIP.

News from the Metropolis---Index of the Markets.

Special Correspondence.

NEW YORK, June 17.—Every day be-comes more interesting politically, and the much discussed question of placing a tax on sugar and coffee is again being debated. There seems to be a pretty widespread belief that a small tax will be placed on sugar and quite likely on coffee also, and a reduction made in cer-tain lines of woolen wearing apparel to offset this.

The coffee market is practically life-less. The statistical position certainly warrants high prices; perhaps they are high already, though, and no one knows it. It seems almost useless to talk about the "statistical position" of anything. Is it likely that the man with a hatful of statistics regarding wheat could have foretold that 63c would be the top price therefor in Chicago? So with sugar or with coal. As long as the entire product is controlled by "gentlemen" who meet every month to adjust the schedule of what use are statistics? At present Rio coffee No. 7 is quoted at 16 1/2c, while last week it was about 17 1/4c. The crop to come is admittedly from 1,000,000 to 2,000,000 bags short, and yet markets all over the world are dull and lower.

No interest is manifested in the canned goods market—at least so far as old goods are concerned. A good many new peas are being sold, and prices are as numerous as the cases. Early Junes are quoted at 80@85 c @ \$1@1.20; sifted, \$1.15@1.40. Tomatoes are no higher, and \$1.27 1/2 is the mark now, although some are still held at \$1.30. Salmon, \$1.45@1.60 for Columbia River, with Alaska held at \$1.15@1.20. Some interest attaches to the statement that there are 300,000 cases of California canned fruit in first hands, one-third of which is held here. This, added to the enormous amount now in process of being canned, is an import-ant factor, and when we add the huge fruit crops to be packed at the East, it certainly seems as though the consumer during the coming winter could have canned goods at his own price. It will be a tough experience if the fruit groves of California do not return to their own-ers the usual \$300 to \$1,000 per acre they seem to expect as a matter of course.

In foreign green fruit, lemons are in better demand, and since last week sales have been picking up daily, though prices are hardly any higher as yet. Fancy Sicily, \$3.75@4.50 for 300s, and for 360s \$3.50@4.25. Oranges, also, are selling more freely, and are worth \$2.50 @3.25. Bananas are arriving freely, and can be purchased from \$1 to \$1.50 for best.

In the line of domestic green fruits, apples are still seen that are of last year's growth, but they are growing scarce, and prices are low and demand slack. Peaches are yet too high to cut any figure in general reports; cherries plenty, and worth from 4 to 8 cents; huckleberries, 10@12c; muskmelons, \$3@5. per bbl.; watermelons, \$25@\$30 per hundred.

Butter is in moderate receipt, and prices about as last week—20 1/2c for extra State tubs and the same for Elgin; other grades of Western, 15@19c. Cheese is unchanged, selling for every fraction between 8 1/2 and 9 3/4c.

Potatoes are selling well, but prices are weak and will not be maintained long. For new Southern rose the ex-tremes are \$3@3.50; seconds, \$1.50@1.75 per bbl.; Bermuda onions, 75c@\$1 per crate; quite a quantity of Egyptian are here at \$2@2.25 per bag, which holds about 110 pounds. Fresh tomatoes, \$1.25 @1.75 per crate.

For something good and cheap, take rice. It is way down, and never is so high as to be out of reach. Market is unsettled and buyers are purchasing lit-tle and often.

Talk about molasses being slow in January—it is slow enough in June. Market is "unsatisfactory" and this has been the condition for years. N. O. ordi-nary, 13@14c; fair, 18@20c; prime, 22@24c; open kettle, from 30c for good, prime, 32@34c, and fancy, 36-38c syrups selling slowly at a range of from 10@24c.

Spices are slow of sale and low in price. Singapore pepper, 5 1/2@5 3/4c; cloves, 7 1/2c for Zanzibar; 13@14c for Amboyna. Pepper is at about the lowest point ever reached.

The Michigan crop bulletin is always of interest to the trade, and the an-nouncement of a good celery crop in prospect is very satisfactory.

The grocery market at the moment is in a fairly satisfactory condition. Out-of-town collections are slow in some sec-tions, and credits in all parts are being carefully watched. Purchases are small, as a rule, and not made except to supply immediate wants. Stocktaking time is close at hand and stocks of goods being reduced as much as possible. JAY.

The Drug Market.

There are no changes to note this week. Opium is rather unsettled in New York, some holders asking more than others, on account of higher prices abroad.

Morphia and quinine are unchanged. Paris green is in large demand. Some manufacturers are out of stock and higher prices are looked for.

Blue vitrol is tending higher under large demand.

Have You **CATARRH** ASTHMA,

Hay Fever, Headache, Neuralgia,



**CUSHMAN'S Menthol Inhaler**  
Will Cure You First in-stops sneezing, halation, coughing and headache. This relief is worth the price of Inhaler. Continued use will complete the cure. Prevents Sickness. Sea and cures Sea Sickness. The cool, exhilarating sensation following its use is a luxury to travelers by rail or boat.

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

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

Guaranteed satisfactory.

"The Proof of the Pudding is Ask-ing for More."

SMOKERS ONCE SMOKERS AL-WAYS OF THE CELEBRATED

**Ben - Hur,**

The great 10c Cigar, and

**Record Breaker,**

The Great 5c Cigar.

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

**GEO. MOEBS & CO.**

MANUFACTURERS,

DETROIT.

How Shall I Improve My Financial Condition?

Written for THE TRADESMAN.

How often does the disappointed, struggling retailer ask himself this question! At this very moment, when the business situation looks so gloomy and forbidding; when bills are maturing and collections are so very difficult to make; when the season is so backward and the weather so fickle; and when the big Columbian Fair is beckoning so temptingly—who can number the thousands of retail merchants all over the country who are ransacking heaven and earth for some solvent that will free them from their present entanglements and better their condition financially. They have looked at the situation from every possible standpoint. They have run over their ledgers until figures have become obliterated by finger marks, and each debtor's name has become a standing menace to the future welfare of their souls. Bills payable, which have been renewed once or twice already, are rapidly approaching maturity again, and this time something will have to be done about it. What will it be? Those personal accounts cannot be relied upon. They have been squeezed two or three times already, and the result has demonstrated the fact that immediate relief cannot be obtained by way of collections; in fact, the very thought of these personal accounts sends a cold wave up the vertebral column and extracts great beads of cold, clammy sweat from the troubled brow. Heretofore they could be relied upon in cases of emergency, but now they are barren. They are not only barren as personal accounts, but they are not a certain remedy even when converted into bankable commercial paper, as the banks refuse to discount it. Several retail grocers have manifested a disposition to shut off all credits and reduce their business to a spot cash basis as a means of relief from present entanglements; but before making a move of this kind, the retailer should thoroughly understand the situation. He should remember that the country is in a bad shape financially, and that money is hard to get; that the unprecedented number of bank failures recently has produced a stringent effect upon the banks of the country at large, causing them to withhold funds and curtail discounts. While money is thus locked up what would be the use of shutting off credits as a means of obtaining money? A cessation of credits, at the present time, would mean a cessation of business. There would be no appreciable increase in ready cash receipts, and the means for meeting pending obligations would, therefore, not be improved. On the other hand, a stoppage of credits would drive away good customers and depreciate the value of accounts already contracted. Our exemption laws in this State are of such a nature that the retailer is compelled to handle his customers with a great deal of caution. To abruptly refuse a man credit would be equivalent to a big discount on the debt he has already contracted; and if he be entirely within the exemption laws, the chances are that he would refuse, absolutely, to pay his accumulated indebtedness.

Would a reduction of prices and a more liberal use of printers' ink increase cash receipts? Hardly. A demand for legitimate prices never operates, in the

Dry Goods Price Current.

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

Table of Demins. Columns include categories like DEMINS., GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMERICS, RED FLANNEL, MIXED FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILESIAS, SEWING SILK, HOOPS AND EYES—PER GROSS, PINS, COTTON TAPE, SAFETY PINS, and NEEDLES—PER M.

Advertisement for THE GRAND RAPIDS BOOK BINDING CO. Features a large graphic of a book with the text 'THE GRAND RAPIDS MAKE ONLY THE BEST LANK BOOKS'. Below the graphic is contact information for CHAS. B. KELSEY, PRES. and E. B. SEYMOUR, Sec'y, J. W. HANSEN, Supt. and a list of services including 'Chicago' Linen Hinge and Mullins Patent Flat Opening Books, SPECIAL BOOK BINDING, and 'The Kent.' brand soap.

long run, as a bar to the receipt of cash. A slaughter of prices very seldom proves satisfactory, even as a temporary expedient for commanding ready money, when times are ordinarily good; and, at the present time, when the money market is suffering from a severe stroke of paralysis, a resort to such practices would be simply ruinous. It would destroy the profits arising from what limited cash trade the retailer now enjoys, without adding, materially, to the gross cash receipts. This loss in profits would be still further magnified by the cost of extra advertising; and advertising, even under the most prudent management, is a big item in the expense account of any business concern as every retailer knows. To advertise a reduction of prices at the present time, I repeat, would be a mistake. The people are not withholding cash on account of prices; they haven't got the cash to withhold; it is the bankers who are withholding, and they show no disposition to let loose while the present panicky condition of the money market continues. What little money the people do control is being withheld from the regular channels of trade for the purpose of swelling the enormous sum that will concentrate at Chicago during the big Columbian Fair. In this concentration of the at present limited supply of the circulating medium, the portion which Michigan is expected to contribute is estimated at \$10,000,000. No reduction of prices, or any other scheme on the part of the retailer, can extract a single dollar from a bank vault, or retain a dollar which has been laid aside for the World's Fair, the retailer, himself, expects to visit the World's Fair, and as he schemes and plans, denying himself this luxury and that pleasure, in order to save up and lay aside a sum sufficient to enable him to realize his expectations, he should do a little soliloquizing after this fashion: "Now, this sum of money which I have laid aside for World's Fair purposes, has been cut out of the regular, ordinary flow of traffic and trade. Were it not for this World's Fair, every dollar of this sum would pass into the hands of the jobber, or be spent at home for supplies, improvements or pleasure." He should then ask himself this question: "After all of this fond anticipation; this scrimping and economizing, would a reduction of prices, or any other inducement on the part of a jobber, or a home dealer in some other line, tempt me to disgorge that money and forego the pleasure of a trip to Chicago?" In solving this question, the retailer would be convinced, (1) that the World's Fair cuts no small figure in the present money tightness and its resulting evils; and (2) that a reduction in prices, or any other inducement, would have but little effect in helping matters.

Is there no way, then, of improving my financial condition? That depends altogether on the nature of your case. You may have neglected a proper treatment for so long a time that your case is a hopeless one. You know that in times of ordinary health nineteen out of every twenty cases of retail fever prove fatal, and in times like the present the percentage of collapses must be very much larger.

Assuming that you have not yet passed beyond the possibilities of redemption, there are some things which might be done to strengthen your condition and help you to ward off danger until the

malady has run its course. In the first place you might do as the bankers are doing—preserve your vitality by curtailing credits. Plug up every leak-hole and stop every drain. Bad debts are the big leak-holes which drain the vitality out of so many retail concerns. Scrutinize your list of customers' names carefully, and cut off every one that your best judgment pronounces bad. Don't be afraid; you might much better err on the side of safety than incur dangerous risks. Never mind the \$10 or \$15 already leaked out. Plug up the hole at once; you can better afford to lose \$10 than \$20. True, you can never regain what has leaked out by driving in a plug, but by leaving the leak open you run a pretty certain chance of losing more. Discharge all superfluous help. After the "clouds roll by" you may again become charitable, but for the present you must cut down expenses in every possible way. Buy just as little as you possibly can without doing irreparable injury to your trade; use printers' ink sparingly; hug the shore closely, and, finally, carry your best trade just as long as you can stand up under it.

E. A. OWEN.

Population and Currency.

In all countries there is a correspondence between the amount of currency and population but the correspondence is different in different countries. The amount of currency is proportioned to the business of the country, and the business corresponds with the development of the people in civilization. In France more business is done for the amount of population than in any other country of the world, but it is of a domestic kind to a very great extent, and of little profit to the people each year. In other European countries the business is about the same in amount for the cultivated portion of the people, and it is all the present system of government and society permits. The people of the United States have the most profitable business of any country, and because of the opportunities, and intelligence and freedom of the people. In Denmark the people have more money for the population than in any other country, but it is all owned by a class of wealthy persons who have no fellowship with the poor class beyond a degree of humanity.

The woman who paints her cheeks and the man who dyes his whiskers never fool but one person.

When You Get Tired

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

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

Hardware Price Current.

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

ANVILS AND BITS.	
Snell's	60
Cook's	49
Jennings', genuine	25
Jennings', imitation	50&10
AXES.	
First Quality, S. B. Bronze	\$ 7 00
" " " " " " " "	12 00
" " " " " " " "	8 60
" " " " " " " "	13 50
BARROWS.	
Railroad	\$ 14 00
Garden	net 30 00
BOLTS.	
Stove	50&10
Carriage new list	75&10
Flow	40&10
Sleigh shoe	70
BUCKETS.	
Well, plain	\$ 3 50
Well, swivel	4 00
BUTTS, CAST.	
Cast Loose Pin, figured	70&
Wrought Narrow, bright fast joint	60&10

Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60&10
CRADLES.	
Grain	dis. 50&10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	" 60
G. D.	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	50
Central Fire	dis. 25
CHISELS.	
Socket Firmer	70&10
Socket Framing	70&10
Socket Corner	70&10
Socket Slicks	70&10
Butchers' Tauged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	12&12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" " " "	36
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	25
DRILLS.	
Morse's Bit Stocks	50
Taper and Straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	07
Large sizes, per pound	0 1/4
ELBOWS.	
Com. 4 piece, 6 in	dis. net 75
Corrugated	dis. 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60&10
New American	60&10
Nicholson's	60&10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 60	
GAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, dis. 60
Hunt's	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	40
" " P. S. & W. Mfg. Co.'s Malleables	40
" " Landers, Ferry & Clark's	40
" " Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 50
Wire nails, base	1 75&1 80
60	Base Base
50	10
40	25
30	35
20	45
16	45
12	45
10	50
8	60
7 & 6	75
4	90
3	1 20
2	1 60
1	1 60
Fine 3	65
Case 10	75
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	1 10
Clinch 10	70
" 8	80
" 6	90
Barrell %	1 75
PLANES.	
Ohio Tool Co.'s, fancy	2 40
Scots Bench	2 50
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s wood	50&10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	40
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 30
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/2 per pound extra	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 and longer	3 1/4
Screw Hook and Eye, 1/2	net 10
" " " "	net 8 1/4
" " " "	net 7 1/4
" " " "	net 7 1/4
Strap and T	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	50&10
Champion, anti friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 33 1/4&10
WIRE GOODS.	
B. light	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPES.	
Sisal, 1/2 inch and larger	9
Manilla	13
SQUARES.	
Steel and Iron	75
Try and Bevels	60
Mitre	26
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. \$4 05 \$2 95
Nos. 15 to 17	4 05 3 05
Nos. 18 to 21	4 05 3 05
Nos. 22 to 24	4 05 3 15
Nos. 25 to 26	4 25 3 25
No. 27	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH COORD.	
Silver Lake, White A	list 50
" " " " " "	55
" " " " " "	50
" " " " " "	55
" " " " " "	35
Discount, 10.	
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dex X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	60&10
Onida Community, Newhouse's	35
Onida Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	dis. 65
Annealed Market	70-10
Coppered Market	60
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 80
" " painted	2 40
HORSE NAILS.	
An Sable	dis. 40&10
Putnam	dis. 40
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10
MISCELLANEOUS.	
Bird Cages	dis. 50
Pumps, Clatern	75&10
Screws, New List	70&10
Casters, Bed a d Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	35&10
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty Sheet, 2 1/2 c per pound.	
600 pound casks	6 1/2
Per pound	7
SOLDER.	
3/4 2/4	18
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound 11
Hallett's	" 13
TIN—MELBYN GRADE.	
10x14 IC, Charcoal	\$ 7
14x20 IC, " "	7 0
10x14 IX, " "	9 25
14x20 IX, " "	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal	\$ 6 75
14x20 IC, " "	6 75
10x14 IX, " "	8 25
14x20 IX, " "	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATE.	
14x20 IC, " Worcester	6 50
14x20 IX, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " Allaway Grade	6 00
14x20 IX, " "	7 50
20x28 IC, " "	12 50
20x28 IX, " "	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15 00
14x36 IX, for No. 8 Boilers, 1/2 per pound	10 00
14x20 IX, " " 9	

## Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE  
Best Interests of Business Men.

Published at  
100 Louis St., Grand Rapids,  
— BY THE —

## TRADESMAN COMPANY.

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E. A. STOWE, Editor.

WEDNESDAY, JUNE 21, 1893.

## PARTIY OF GOLD AND SILVER.

A correspondent writes that he hears a great deal about the parity of gold and silver, and he wants to know what it means.

It means making a gold dollar and a silver dollar equal in value. According to the United States mint standard, one ounce of fine gold is worth \$20.67.18, or, to drop the decimal, \$20.67; while one ounce of fine silver is placed at \$1.29.29, or, more simply, \$1.29. A gold dollar contains 25.8 grains of the yellow metal; a silver dollar has 371.25 grains of silver. The alloy that is mixed with the precious metals has no value.

It will be seen from the above that, according to the standard, gold is about sixteen times as valuable as silver. But since the Sherman silver law, which requires the Government to purchase every month 4,000,000 ounces of silver, not to be coined, but to be stored up in vaults, has been in operation, silver, instead of increasing in value, has declined, so that an ounce of fine silver, instead of being worth \$1.29, has sold in the markets of the world as low as 83 cents an ounce, and never since July, 1891, has the price been as much as \$1 per ounce.

Now, when an ounce of silver is worth \$1, a silver dollar coin is only worth 77 cents; but when an ounce of silver gets down to 83 cents, then a silver dollar coin is worth only 64 cents. Thus it will be seen that a silver dollar is no longer worth as much as the mint standard, and, therefore, a silver dollar is not equal in value to a gold dollar. That is to say, the parity or equality of the two metals is not preserved. Instead of gold being only sixteen times as valuable as silver, weight for weight, it is twenty-four times as valuable, and, therefore, in order to preserve the parity of the two metals, the quantity of silver in a dollar coin would have to be increased from 371 grains to 457 grains.

It may be contended that all that is necessary to give money a value is for the Government to fix its stamp on a coin, and that settles it, so that when the Government makes a coin and proclaims it to be a dollar it is a dollar, no matter what may be its weight or the metal of

which it is made. Such a statement may do well enough for the people who are forced to obey such laws, but such arbitrary regulations have no effect in foreign countries. European nations do not pay the slightest regard to our coins. American metallic money abroad is worth just what the amount of gold and silver contained determines it to be. No attention is paid to the stamps, but coins are simply sent to the mint of the nation where they may happen to be and are melted and coined into money of the foreign realm. It is easy enough to pass a 60-cent or an 80-cent dollar on our own people, but in foreign countries this is impossible.

If the United States had no business with any foreign country we would not care what foreigners think of our money, but when we are buying and borrowing to the extent of hundreds of millions abroad every year, it becomes absolutely necessary to pay attention to how foreigners value our coins. They will not accept our silver, and hence we must pay in gold. The result is that our country is being stripped of the yellow metal, and the National Treasury no longer possesses the gold reserve required by law. Gold is becoming scarcer every day, while silver is getting to be a drug. The parity of the two metals is practically destroyed now, and if this state of things continues some time longer gold will be held at a premium, as it was during the civil war and up to 1877, before specie payment was resumed.

## THE SHERMAN SILVER BILL.

Now that it is known as a certainty that the President will endeavor to secure the repeal of the Sherman silver purchasing bill by Congress at the extra session to be called for September there has naturally arisen much speculation as to the probable course of Congress in the matter. It is true that many people have confidence in the ability of the President to secure the repeal of the act, but there are still others who feel much anxiety as to the probable course of Congress.

Thus, for instance, it is feared that the silver men may endeavor to make the necessity for the repeal of the act serve as an entering wedge for more radical silver legislation. It has even been claimed by some that the Sherman act will not be repealed except as a preliminary to the passage of a free coinage law. In other quarters there is a well defined intention to demand something in the way of an expansion of the circulating medium as an equivalent for the repeal of the Sherman act.

There certainly can be no strong objection to any measure which will afford a sound and safe increase to the circulating medium, but it is manifestly improper and wrong to retard the repeal of a thoroughly bad law by endeavoring to force upon the country some untried substitute which would be calculated to still further complicate matters.

The necessities of the present financial situation make it imperative that the Sherman silver purchasing law should be repealed as promptly as possible, hence it is highly injudicious to make its repeal dependent upon the acceptance by Congress of other measures called temporary substitutes.

It is quite clear that the repeal of the Sherman act will not prove a final settlement of the silver question, which is now

gradually appealing with more strength than formerly to the great powers of Europe. It is probable that the Brussels international monetary conference will be called together next spring for the purpose of renewing the negotiations broken off at the time of adjournment this year.

There is a growing demand in the countries of Europe, as well as here in the United States, that some settlement of the silver question should be arrived at, hence it is considered probable that the President will call the monetary conference together again early next spring. By that time the sentiment of Congress will have been ascertained, and it will be known whether or not this country can venture to suggest a plan for the employment of silver which can be generally adopted.

The proper way of working for the betterment of the silver industry is clearly to promote an international agreement which will secure to the white metal general recognition. The disasters attending the Sherman law prove that an attempt to settle the silver problem for ourselves irrespective of foreign action, is suicidal in the extreme.

It affords THE TRADESMAN much pleasure to commend the efforts made by the friends of Hon. E. N. Bates to secure for him the position of State Food and Dairy Commissioner, a new office created by the last Legislature. Mr. Bates is essentially a business man, being interested, individually or jointly, in a farm, two cheese factories, a creamery and a general store at Moline, and enjoys the confidence of his friends and acquaintances to a remarkable degree. He is a man of wide experience and excellent judgment, having served Allegan county two terms in the State Legislature, and having been connected with one of the asylum boards most of the time for the past half dozen years. Being a man of education and discernment he would, if called upon to fill the office, discharge the duties devolving upon him in such connection with impartiality, executing the laws justly and establishing for the office the respect of the people. On the other hand, if the appointment is given to a man of meagre mental caliber, it is not unlikely he will execute the laws so partially as to array the commercial classes of the State against the office, and thus secure its abolition at the hands of the next Legislature. Governor Rich has the good will of the business interests of the State at stake in this appointment, which he can discharge in no better way than by naming Mr. Bates as his appointee.

Elsewhere in this week's paper will be found a copy of the new cheese branding law enacted by the last Wisconsin Legislature. It will be noted that anyone in the State manufacturing skimmed cheese must stamp each cheese and the box containing same with the words, "Wisconsin Skimmed Cheese," but anyone making full cream cheese may or may not, as he sees fit, stamp his cheese and boxes in like manner with the words, "Wisconsin Full Cream Cheese," together with any suitable device, motto or trade-mark of the factory. THE TRADESMAN believes the factory-men of Wisconsin will find the new law preferable, in every respect, to the multo-branding measure formerly in vogue in that State.

Last Monday Morse & Co. sold ten pounds of granulated sugar for 50 cents. The sugar cost them 57½ cents; adding 10 per cent., as the cost of doing business, they sold for 50 cents what actually cost them 63¼ cents. As a means of advertising the scheme proved a flat failure. It brought a considerable number of people to the store, but they took their 50 cents' worth of sugar—and Morse & Co. will see them no more until another bait is offered. Buyers who know how to buy and have minds of their own are never attracted by such dodges, which are traps set to catch trade, and sensible people are not so easily caught. A good business cannot be built up by such means. Fair dealing, courteous treatment of customers, giving always full value for the money received, close attention to business—these are the foundation stones of a successful business, and he who, discarding them, hopes to succeed by adopting some such clap-trap methods as the above, or any of the thousand and one schemes resorted to by a certain class of dealers, may draw custom for a time, but can have no lasting success.

THE TRADESMAN has devoted considerable space lately to the peddling question, and is pleased to note that every point contended for has been attained, and nothing is wanting now but a strict enforcement of the ordinance to relieve legitimate trade of an incubus which was as unnecessary as it was unjust. The question as to whether the ordinance is constitutional or not is no bar as to its present enforcement, as it is law until the courts decide otherwise. A decision will probably be reached this week. The attention of Judge Haggerty is respectfully called to the statement made by Jas. E. McBride, attorney for the peddlers, that he (McBride) "had talked the matter over with Judge Haggerty and knew exactly how he felt about it." While there can be no doubt that the statement was wholly unwarranted, yet it is calculated to give the impression that His Honor is in the habit of giving out beforehand the decisions he will render. The meanest justice in the land could not afford to rest under such an imputation, much less a jurist occupying such a position as Judge Haggerty's. THE TRADESMAN is doubtful as to the truthfulness of the statement, but calls attention to it in order that His Honor may know what is being said and how he is regarded in certain quarters, and act accordingly.

Wisconsin cheesemakers are determined to outdo their Canadian brethren in the manufacture of a monster cheese for the World's Fair, the Muscoda and Lone Rock dairy boards having arranged to produce a cheese weighing 25,000 pounds, which is 3,000 heavier than the Canadian cheese. It will be made at Richland City, and the Chicago, Milwaukee & St. Paul Railway is putting in a branch track at that place and will furnish a car at the factory for the cheese to be built upon.

The failure of Brown & Co., who did business under the style of the Bank of Charlevoix, appears to be worse than was at first apprehended. The assignee found less than \$240 in cash when the bank went into liquidation, although deposits had been received almost up to the hour of insolvency. This condition may possibly result in criminal proceedings against the partners.

**UNWORTHY BUSINESS METHODS.**

Written for THE TRADESMAN.

Commercial ethics, in the minds of most men, nowadays, is getting so badly confused that it is neither intelligible nor consistent. Once it had a purpose and a meaning. Once dealers respected its rules, founded as they were, like common law, on justice, approved precedent and honor. In fact, it is only about twenty years since the influence they exerted on business customs began to show signs of weakening. The financial revulsion of 1873 commenced a demoralizing process, continuing to the present, that has never been checked for any length of time, but, instead, has steadily grown worse. To-day it has reached such a limit that mercantile men have lost all the *esprit du corps* formerly belonging to them as a class, and are but a number of independent sellers bidding, without thought or reason, for a trade that is every year becoming less profitable to those who retail directly to consumers.

There was a time when concert of action could be secured; not in the selfish and arbitrary way common to trusts, but by holding and maintaining certain principles of fair dealing that tended to uniformity in prices. These mutual understandings, rather than rules to be enforced, served to make the business of buying and selling in a permanent location the fairest method for all parties for conducting business. In like manner, wherever possible, different lines of trade were kept distinct, and were, consequently, bought in larger quantities and better assorted, thus more fully meeting the public demand. To-day we are confronted by a condition of trade that ignores ethics of any kind and simply allows His Satanic Majesty to capture the stragglers or rear guard. The present way of doing business reminds one of an experience in the early life of General Grant, where it is related that he took a horse to town to sell for his father. On being asked the price, he replied that his father told him to get \$100 if he could, but to take \$90 rather than lose the sale. Of course, the horse was sold at the optional figure. To such a pitch has the competition of to-day brought mercantile business that scarcely any seller fixes on a price below which he will not go, for fear some one will make an under cut. As a natural consequence, buyers are more like bidders at an auction sale, and thus, to a great extent, fix their own prices to articles of daily consumption.

In many lines of trade the retailer has been but an agent to distribute, for nothing, the specialties of certain manufacturers. I venture to say that the coffee trade of the last few years has not realized to the most of the retail dealers in Michigan a wholesale margin of profit. On grades most in demand I have known rival dealers to sell, for a year or more, at a loss of from 2 to 4 per cent. The lower prices have dropped to consumers by these methods, the more concessions have been demanded of dealers. There is scarcely anything, especially in the grocery line, that has not been reduced, by competition, to a price quite unremunerative, unless one uses unfair means to increase sales. Many have, without scruple, adopted this course, and thus forced better men than themselves to choose between loss of trade and the loss of approving conscience. I have in mind an article now on the market,

and in good demand everywhere, which, if sold at a price corresponding to that asked by jobbers (which is the same to all purchasers), would leave the usual margin of profit to dealers, and full value, compared with like goods, to the consumers. But a few greedily commenced a cut of 20 per cent., to draw trade to themselves, and by degrees substituted goods of inferior price under the same name. Others were compelled to lower their price to the same level, else lose trade. The result is a few are selling the real article at what they can get, being beat down often enough to lose a fair profit; but the most are selling the cheap article in place of the one called for, and are getting a profitable sale for the real article, which takes the place of brands that bear a higher price. The customers generally do not observe the difference between the real and the substitute. So everyone is sailing under false colors, and gaining nothing by so doing, and all because a few so-called enterprising hustlers sprang what they intended as a "scoop" on their competitors; in reality it was but a trick of mercantile prestidigitation. It does not affect the manufacturer, who cares not how much jockeying is done by the retailer after the goods are sold and paid for, so long as it does not lessen his sales.

The practice of peddling groceries by a country dealer having a permanent location is a subject on which there is much comment in certain quarters, and a corresponding laxity of opinion. However it may be viewed by interested parties, judged by the ethics of the past, it savors more of greediness than of fair commercial enterprise, once so common, now so rare. When two or more business men attempt to supply the wants of the general public in a town having a fair supporting country trade, they compete for such trade on equal terms, if each receives the custom to which he is entitled by keeping up the quality of his goods, anticipating the natural wants of customers, and giving each a full equivalent for every dollar received in cash or produce. This is all fair and above board, and whoever wins more than his share of trade may justly claim that it was done by honorable competition alone. But when a dealer drives out among the people and canvasses the customers of his neighbors in business, to try and get some advantage over them by special inducements, the practice may rightly be called by another name. It is not illegal *per se*; neither are many other practices illegal that honorable men scorn to use. A Chatham Street dealer in second-hand or bankrupt stock furnishes the only precedent in a business way that can be quoted in support of such a course. The reputable merchant who carries a first-class stock would be ashamed to employ the disreputable touters that stand in front of the store of the former to solicit custom and who scruple at nothing to secure trade that cannot be attracted by fair and open competition. He should scorn to keep even a gentlemanly class of solicitors for the same purpose and in the same place, simply on grounds of pure business courtesy.

Peddling by local merchants in small towns and villages may, therefore, be considered a Chatham Street practice revived in the West. Though it may be shorn of its more repulsive features it cannot be disguised so as to pass the

# PYRAMID PILE CURE.

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

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

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

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

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

Mrs. Mary C. Tyler, of Heppner, Ore., writes—One package of Pyramid Pile Cure entirely removed every trace of itching piles. I cannot thank you enough for it.

Mr. E. O'Brien, Rock Bluffs, Neb., says—The package of Pyramid Pile Cure entirely removed every trace of itching piles. I cannot thank you enough for it. Ask your druggist for the Pyramid Pile Cure, and a single trial will convince you that the reputation of this remedy was built up on its merits as a permanent cure and not by newspaper puffery.

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

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



WILLIAM CONNOR.

ULSTERS : : : :  
And Overcoats for Fall Trade.  
Double and Single Breasted

SUITINGS

All the newest styles and designs, elaborately got up, and best fitting in the market, at lowest possible prices. Manufactured by

MICHAEL KOLB & SON,

Wholesale clothing manufacturers, Rochester, N. Y., established 36 years. Write our Michigan representative,

WILLIAM CONNOR,

Box 346, Marshall, Mich., to call upon you. We are in constant receipt of special mail orders for our elegant fitting Prince Albert Coat and Vests.

## Badges

For

SOCIETIES,  
CLUBS,  
CONVENTIONS,  
DELEGATES,  
COMMITTEES.

The Largest Assortment of Ribbons and Trimmings in the State.

THE TRADESMAN CO.

## Lemons

—AND—

## Oranges.

Buy them of

THE PUTNAM CANDY CO.

rigid scrutiny of true commercial ethics. The outfit is not to be compared to a city delivery wagon. Local dealers rightly depend on advertising their town and building up diversified industries therein, to call people from all quarters. That is legitimate enterprise. The peddling outfit is intended as a flank movement on competitors. If all should use it the practice would soon become obsolete, because unprofitable, since it could add nothing to the sum total of business. Whenever it is profitable, it is at the expense of another, and does not, in the outcome, increase the prosperity of any town. Municipal governments do not consider peddling from house to house by anyone as consistent with the interests of local trade, and although it is not actually prohibited, in justice to those who stand the brunt of service to the public by carrying large stocks at heavy expense, such floating trade is usually taxed proportionately by compelling a license fee to be paid for the privilege.

There was once a State law of the same nature in force, but it has either been repealed or become a dead letter. And, perhaps, it is just as well that it should, for when, among any class of intelligent citizens so numerous as the retail dealers of a state, a disposition is shown by some to succeed at the expense of the rest through means that are usually adjudged unfair no law can be depended on to arrest or control such selfish action. Human nature, if evilly disposed, more readily succumbs to healthy public sentiment than to law with a "shalt not" and a penal club in reserve for the violator. Unless the act complained of is atrocious and offensive to everyone's sense of right, the power of law as a reforming element will be invoked in vain.

The object of this article is not to ventilate a personal grievance, since the writer has none, nor to criticise business methods for the sake of provoking argument, but rather to call general attention to some evils at large that are impairing the best interests of all classes, buyer as well as seller. Business courtesy and integrity on the part of the dealer do not benefit himself alone, but also society in general, for the effect of a good example is, to a certain degree, contagious; and he who is fair and honorable with his associates in business will be likely to act in the same spirit towards customers. A higher tone of commercial ethics should be reached and maintained among all who recognize the virtue and power of unwritten law to enforce justice or harmonious action, and to this unorganized mercantile guild I would appeal. Each one may, in his own way and in his own locality, exert an influence to lessen the evils mentioned, and each one may, by seeing and doing the right, help to work a change that shall be both wholesome and permanent.

S. P. WHITMARSH.

#### Should Pay for What They Get.

Mrs. Growler: Now, grocer, you have charged me with things I've never had. What do you mean by such items as one handful of raisins, one pocketful of almonds, two mouthfuls of brown sugar, eh?

Grocer: It means, Mrs. Growler, that ladies what will bring their children with them when they do their marketin' has got to pay for all they gets.

The best time to reform is before you commence to go wrong.

#### Merchants More in Public Affairs.

We shall need to be wide awake to keep the best men at the top in public affairs. There is a tendency—it must be smothered—to lift into office indifferent men. The ablest and most honest men now more than ever are needed for the multiplying places in State and Federal Government. Over in England the merchants are very near the throne. The prime minister has always a ready ear for the mercantile classes. Probably that's what made Napoleon the first stigmatize them as a nation of shopkeepers. In our own wars, from the foundation of the Republic, the first in activity and patriotism have been the merchants and bankers—the one with their ships, the other with their cash. When our boards of trade and chambers of commerce in all the States address the Administration, then, on trade and money affairs, they should have precedence to Tammany. The merchants whose vessels are on every sea are bigger and wiser men than Senators chosen by the machine. When they speak let no dog ope his mouth. We bespeak then for a larger sprinkling of merchants in the halls of Congress, for when the questions of tariff and currency are up for discussion they can throw some light on the subject, and lead to enactments which will benefit the whole people. In public affairs the need of the hour is more brains and less cheek. Can we elevate the one above the other? No doubt of it if we try. Let us begin the job. We feel ashamed—those of us who love our country more than party—that so many of our laws, when they reach the Supreme Court, are thrown out as unconstitutional laws, written and advocated by persons of great pretence but little knowledge of things. Give these officious persons a back seat and let us do our best to encourage and prepare men for office who can tell us whether the moon is made of green cheese or not. As the nation grows the need for great and good men grows. Mediocrity must not be allowed to crowd them out. Let the time coming be greater in great men than the past has been. And we are proud of the past.

The voters and thinkers must do the work.  
GEO. R. SCOTT.

#### Quality the First Consideration.

It may be generally accepted as a cold fact that the country hardware merchant who pays attention to the quality of the goods he sells, is ordinarily patronized to a greater extent by the community than the one who does not. Thus there are a certain class of carpenters' tools which can be bought at absurdly low prices. They look just as good as the high grade article, but when put to the test of actual use are found to be worthless. A mechanic being tempted by the low price to purchase these goods will not be apt to return to that store for anything further. If a merchant should be told by a customer, "I can buy a hammer like this at Mr. Brown's for so and so; why should I pay you 25 cents more?" the merchant's answer would be, "Quality sir; that hammer is fully warranted; if the face cracks or is soft, which will be shown by its battered appearance after use, return it at once and I will replace it. I have sold that brand for ten years and during that period have only had one returned. Here it is, and shows evidence that it was imperfectly tempered." When a mechanic hears such argument and talk as this, he is not going back to the cheap store, providing he has good horse sense, and, if he has not, he is no mechanic. The same may be said of chisels, plane bits, drills, etc., so to all the trade we say buy your goods as cheaply as you can, but let the first consideration be quality.

## MICHIGAN MERCHANTS

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

# MECCA :- HOTEL,

which offers the best and cleanest rooms and the choicest cuisine 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, ELEGANTLY FURNISHED,

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 STS.

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.

WM. H. HOOPS, Prop'r.

L. W. SCOVILLE, Manager.

## CHEESE

WHEN WE SAY THAT  
YOU KNOW WE MEAN

# RIVERSIDE!

FOR IT'S THE TOP QUALITY.

YOU WANT THE BEST.

WE WANT TO SUPPLY YOU.

Ball  
Barnhart  
Putman Co.

REPRESENTATIVE RETAILERS.

Frank A. Rockafellow, President of the Rockafellow Mercantile Co.

Frank A. Rockafellow was born at Lodi, Seneca county, Ohio, September 14, 1848, and lived there with his parents until he was ten years of age, when he removed to Republic. Here he lived six years, during which time he attended public school. In February, 1864, he enlisted in the 25th Ohio Infantry and went to Port Royal, where his regiment did duty, subsequently taking part in the Sherman campaign, which culminated in the capture of Savannah. He remained in service until June, 1866, when he was mustered out at Columbus, Ohio. He then returned to Republic, where he attended school and worked on a farm for about a year, when he removed to Fairbault, Minn., and spent two years in acquiring the harness making trade. He then removed to Toledo, where he worked at his trade two years, afterwards spending a year at Charlotte in the same manner, whence he removed to Grand Rapids and pursued the same calling for a few months. In 1872 he removed to Carson City, subsequently buying the harness shop of his employer, which he conducted four years. He then sold a half interest to T. D. Dixon, and engaged in business under the style of Dixon & Rockafellow, and a year later entered the employ of Burgderfer & Bartholomew as book-keeper, continuing in that capacity two years. He then returned to the harness business, which he continued a year, and at the end of that time he sold his interest to his former partner, and in company with H. C. Gage purchased the Bartholomew general stock and conducted it under the style of Rockafellow & Gage. This copartnership continued three years, when Mr. Gage sold his interest to John Ladue, of Saginaw, when the firm name was changed to Rockafellow & Ladue. Three years later he purchased the interest of Mr. Ladue, subsequently selling a half interest to R. Culver and Root, Strong & Co., of Detroit, when the firm name was changed to F. A. Rockafellow & Co. The failure of Root, Strong & Co., in 1888, placed the firm in a very embarrassing position, as it was compelled not only to purchase Root, Strong & Co.'s interest, but was also called upon to pay the assignee a large amount owing the firm for goods. Things looked dark for several weeks and many predicted disaster for "Rocky," as he is familiarly known, but he proved to be equal to the emergency, and, greatly to the surprise of everyone but himself, succeeded in paying dollar for dollar and emerging from the crisis with credit unimpaired and character unscathed. This he was able to do through the organization of a stock company known as the F. A. Rockafellow Mercantile Co., which has a capital stock of \$40,000, all paid in. This corporation not only conducts the largest general merchandising business in Montcalm county, but owns and operates two elevators, handling grain, seeds, wool and produce in large quantities, and also conducts a well-equipped lumber yard. Mr. Rockafellow is President and General Manager of the corporation, but of late years has given the lumber and elevator business more attention than he has the store, which he has turned over to the competent management of Mr. Culver. Mr. Rockafellow was one of the incor-

porators of the Carson City Creamery Co. Carson City State Bank and the Carson City Electric Light & Power Co., in all of which he is interested to a considerable extent, and he has always been foremost in every movement tending to the betterment of the town and the upbuilding of the community. He was married in 1875 to Miss Nellie Carpenter, of Portland, and two daughters, now nearly grown to womanhood, grace their home. He is a member of the M. E. church and the A. O. U. W. and stands high in every respect in the estimation of his friends, associates and acquaintances.

The New Cheese Law of Wisconsin.

The Wisconsin Legislature has repealed the cumbersome cheese law enacted four years ago, substituting two brands for four, as follows:

Section 1. No person shall offer for sale, sell, ship or consign cheese labeled with a false brand or label, as to the quality of the article.

Section 2. The state dairy and food commissioner is hereby authorized and directed to issue to the cheese manufacturers of the state, upon proper application therefor and under such regulations as to the custody and use thereof as he may prescribe, a uniform stencil or brand, bearing a suitable device or motto and the words "Wisconsin Full Cream Cheese."

Section 3. Every brand issued shall be used upon the side of the cheese on the bandage thereof also upon the package containing the same, and shall bear a different number for each separate manufactory and the commissioner shall keep a book in which shall be registered the name, location and number of each manufactory using the said brand, and the name or names of the persons at each manufactory, authorized to use the same.

Section 4. It shall be unlawful to use or permit such brand to be used upon any other than full cream cheese or package containing the same.

Section 5. Every person who shall, at any cheese factory in the state manufacture skimmed cheese, shall distinctly and durably stamp upon each and every such cheese, and upon the box, the words "Wisconsin Skimmed Cheese." All cheese not manufactured as in sections 1, 2, 3 and 4 of this act, shall be deemed to be skimmed cheese under the provisions of this act. The brand herein provided by this section of this act, for designating the grade and quality of cheese provided by this section, shall be such as to produce an impression not less than three inches in width and five inches in length, and shall be in full-faced capital letters of as large size as the space hereby provided for will permit, and the whole to be included within a plain heavy border. Ordinary stamping ink, either red, green or violet in color, and of such composition as not to be easily removed or wholly obliterated by moisture, shall be used in stamping as provided by this section.

Section 6. Whoever violates the provisions of this act shall be deemed guilty of a misdemeanor and for each and every package so falsely branded or omitted to be branded as herein provided, shall be punished by a fine of not less than twenty-five nor more than fifty dollars, one-half of which shall be paid to the person or persons furnishing the evidence upon which such conviction is made.

Section 7. All acts or parts of acts inconsistent with the provisions of this act are hereby repealed.

Section 8. This act shall take effect and be in force from and after its publication.

Approved April 17, 1893.

Never sit in a damp shoe. May be you think that unless your shoes are positively wet, a change is unnecessary. This is a fallacy. The least dampness in the sole, in its evaporation absorbs heat from the foot, and in a few minutes the feet will be damp and cold, and perspiration is dangerously checked.



Have you Use for a High Grade Laundry Soap?

Made Expressly for

Washing, Cleansing and Purifying.

It is SILVER SOAP,

MANUFACTURED BY

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

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



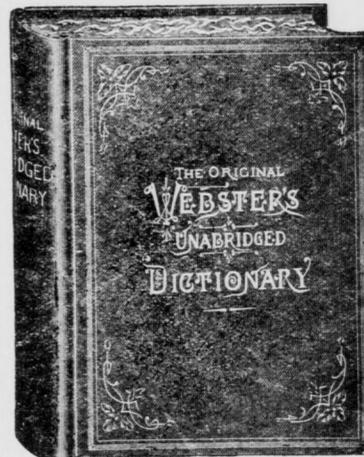
Are you handling portraits as premiums? Please allow me to send you sample portrait and frame and be convinced I Have the Best. A. WALTER, 358 Dearborn St., Chicago, Ill.

**WILLIAMS'**  
Here's Health!  
**ROOT BEER**

Easily and cheaply made at home. Improves the appetite, and aids digestion. An unrivalled temperance drink. Healthful, foaming, luscious. One bottle of extract makes 5 gallons. Get it sure. This is not only "just as good" as others, but far better. One trial will support this claim. SOLD EVERYWHERE. Williams & Carleton, Hartford, Ct.

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

**GINSENG ROOT.**  
We pay the highest price for it. Address **PECK BROS., Wholesale Druggists GRAND RAPID.**



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F. H. WHITE,

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125 Court St., Grand Rapids, Mich.

**The Smyrna Raisin Trade.**

From the London Grocer.

The representative of the French Government at Smyrna, in a recent report to his Government, says that the demand for Smyrna raisins is constantly increasing, and Smyrna, Tehesme, Vourlah, the valleys of Meandre, Caistre, and Hermus are now covered with vineyards. Nearly all the raisins produced are exported, only a small portion being retained for home consumption. The cultivation of the vine does not present any peculiar features; the soil is of itself productive, and by its natural richness compensates for the absence of intelligent system of cultivation. It is only of late years that the introduction of certain European systems of cultivation has been effected, and this is due partly to the development of the railways and partly to the initiative of foreign growers, more particularly of a German company owning large vineyards in the province.

The gathering of the grapes commences usually in August, and the drying is effected by spreading them on the ground, where they remain for eight or ten days, and during this period it is of considerable importance that the season should be a dry one, as rain, by the prejudicial effect it exercises upon the grape, is greatly feared; fortunately, however, for the process, the month of August is usually fine and dry. This primitive treatment is the only one to which black raisins are subjected with a view to drying them, but for the red raisins it is necessary to take greater precautions as the latter are more easily spoiled. These are dipped in a composition of water, cinders, potash and oil. Dried raisins according to quality, nature, and origin, are divided into different classes. The sultanas, which are consumed as table fruits, and used also for confectionery, are chiefly exported to England, America, Austria and Germany; and these sultanas comprise several varieties, known by the names of the places in which they are produced, as, for example, Carabournon, Vourlah, Tehesme, Phoce and Yerkli. Black and

red raisins (*rosaki*) are chiefly sent to France, and used by grocers and distillers, and these again are divided into two classes—large and small fruit.

There are the black raisins for eating and for wine-making—for the latter they are much sought after—and the white muscat raisin, which has a good appearance, and of which considerable quantities are sent to Germany for use in making vermouth. The small fruits are comprised under the generic term of Thyra. The Thyra raisins, to use the generic term, compose the bulk of the exports to France, and these are black in color with a slight bluish tint. In connection with the shipment of these raisins no previous manipulation of any complicated character is necessary; they come from the interior in bags, and as they are generally mixed with earth and other foreign bodies, the bags are emptied and carefully examined with a view to removing the extraneous matter, and also to see if the raisins are of the desired quality. In the latest year for which statistics are available, the value of the exports of dried raisins from Smyrna amounted to 708,000*l.*; in this amount England was represented to the extent of 300,000*l.*; France, 300,000*l.*; Austria-Hungary, 40,000*l.*; Germany, 20,000*l.*; America, 12,000*l.*; and Russia about 8,000*l.*

For some time past a considerable fall in the price of raisins has been observable, and this fall is as much as 40 per cent. in the case of ordinary raisins on the average prices of past years. For raisins of superior quality, which are much in demand, and the prices of which should consequently remain pretty firm, the fall in price has reached as much as 25 or 30 per cent. Dried raisins have many uses; they are employed as table fruits, in pastry making and in confectionery, and in the manufacture of wine known as dried raisin wine; they enter into the composition of ordinary wines, and in the preparation of fresh grape wine they help to enrich the must, thus fulfilling the duties of sugar. Distillers use them in large quantities, and the

white muscat is in great demand in Switzerland and Austria for the making of vermouth, while the sweet wine, which is sold under the name of Samos wine, is made with the dried raisins of this particular district. The residuum of the manufacture of dried raisin wine—the lees—have also their uses, as from these is made a kind of brandy known as mastic, which is much appreciated by the inhabitants of the Smyrna district. In the interior the lees are sometimes used for feeding cattle and poultry. In France they are employed in the manufacture of the carbonate of potash, and in the departments of Midi, Herault, Gard, and Aude, by introducing thin strips of copper in the masses of lees a subacetate of copper is formed which is used in industry. Vinegar made with lees is considered excellent, and, finally, they contain all the elements necessary for making a good manure.

**Habits of Thought.**

Habit reigns as supreme in the region of thought as in that of action. We often see persons whose lines of thought run mainly in the same groove, be it art, or science, or politics, the accumulation of wealth, or the desire of fame. Their thoughts become as truly fixed habits as anything which they are accustomed to do with their hands. There are some people whose minds drift hither and thither with every passing wind of circumstance; for so long a time has such been their practice that it has become a mental habit. Others have acquired the habit of self-control, not only in their active deeds, but also in their silent thoughts. By frequent practice they have attained the power of concentrating their minds upon one subject for a time, and of turning it to another when they deem it advisable.

Again, if we could examine the ideas which men hold, we should perhaps be surprised to find how many of them are due to habit rather than logic. In childhood man took for granted whatever he

heard expressed by those to whom he looked up with respect. Whenever he heard any of their ideas criticised by others he resented it, and clung firmly to them. These opinions have come to be settled habits of mind with him. He regards them as certainties, and looks with suspicion upon those who do not share them. Yet, if challenged to defend them, he is utterly at a loss. They are his only by adoption; he has never earned the right to call them truly his own by the hard mental work of investigation.

This is the history of many of our most cherished notions, the foundation on which thousands stand in politics, in science, in the problems of the day, in social observance, in ethics, in theology. This practice of thinking from habit, if universal, would put an end to all progress. Happily, there are always some men and women who are resisting this tendency—the leaders of public opinion, the pioneers in the march of intellectual progress. Their effort should be, however, less to impress their own views upon other minds than to help every man to form his own ideas in an intelligent way.

**The Baker and Undertaker.**

Within a block of houses, our town's pride,  
That fronts upon a growing business street,  
Are stores well fitted up, ornate and neat,  
With signs outside desiring buyers to guide.

One store was filled and honored by a baker,  
With a fine show of cake and bread baked brown;  
Next door to him, the fanciest front in town  
Was the fine outfit of an undertaker.

For want of trade, and seeking better clover,  
They moved their business both to other quarters,  
For the convenience of sons and daughters,  
People who eat, or those whose eating is over.

On being questioned why they moved away,  
The baker said: "Few persons now lived there."  
The undertaker said, with looks of care:  
"That not a death had he in many a day."  
EDWARD S. CREAMER.

He read for a time with pleasure,  
Then he began to grow mad,  
He had dropped a tear for the heroine's woes,  
And found it a medicine ad.

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



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

**TANGLEFOOT**  
SEALED  
**Sticky Fly Paper.**

NEW STYLE.  
IN NEW PACKING.

NEW PRICE.  
WITH NEW HOLDERS.



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

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

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

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

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

**More About a Canning Factory.**

Form the interviews held with jobbers and others, full reports of which were given in last week's TRADESMAN, it will be seen that the consensus of opinions is in favor of the establishment of a canning factory in this city. Further interviews have been had, reports of which are given below:

W. C. Granger (Grand Rapids Packing & Provision Co.): I have heard this matter talked about for the last five years, and have heard opinions expressed pro and con. My own opinion is that it is perfectly feasible, and would be a profitable enterprise from the start. I do not think there can be any question about supplies. Vegetable and fruit raising have always been vastly more profitable than general farming, and would continue to be so, even at largely reduced prices. The establishment of a cannery would be just the incentive farmers need to devote more of their land to vegetables and fruit. In your last issue I see the jobbers you interviewed are not only in favor of it, but promise to take from the factory what it seems to me, would be almost its entire product. If that is the case, its success would be assured from the start. We ought to have such an industry here and I believe we will. I will do what I can to promote it.

George R. Perry, merchandise broker: Certainly, I believe the establishment of a canning factory in this city to be feasible. I thought at one time that a small country town would be the place for such an industry, but I have changed my mind. To my mind, it is not a question of supplies, though this might for a time be a difficulty. It would soon adjust itself, however, as the enlarged market would induce farmers to go more into fruit and vegetable raising. This fact alone would be a great benefit to the whole city, as it would have a strong tendency to reduce the price of "garden truck" and fruit. Some years ago, when I was in the wholesale grocery business, this thing was talked about, and an effort was made to organize a company and establish a cannery. We made the greatest mistake of our lives when we abandoned the enterprise. That was years ago, and where there was one advantage then in having a canning factory here there are two now, and it would be a success from the start. You may say that I am heartily in favor of it, and will do what I can to help it along.

Thos. S. Freeman, merchandise broker: No, I don't think a canning factory would succeed in this section. The climate is too variable and we hardly have two seasons alike. The result is that one year we will have a good crop and the next year it will be almost a total failure. A canning factory cannot be run successfully or profitably on such uncertain crops as we have in this vicinity. I don't believe it can be done. I wouldn't put a cent into such an enterprise.

**The Wool Market.**

There has been absolutely no improvement during the past week. Its condition is worse, if anything, than a week ago, as buyers say they do not want wool at any price. Advices from the East are to the effect that manufacturers are buying only for immediate needs, and that there is no speculative buying to speak of. In the West, the stringency in money has driven many buyers out of the field and compelled others to limit their

buying to just sufficient to keep the market alive. In our own State the market can hardly be worse than it is. Wool brings just what the buyer is pleased to give. As one buyer puts it, "we are offering an unreasonable price, but we get the wool." The best that the most sanguine dealer says is that there may be a slight improvement when manufacturers go into the market for wool for their spring orders. The tightness of money has compelled the manufacturers to do some pretty close figuring. Not a dollar is being spent that can be avoided, and as the banks are chary about accepting almost any kind of paper, dealers are left in poor shape to buy even at the present ridiculously low prices. On one side of the market is the devil of financial stringency, and on the other the deep sea of free wool. Between the two, wool is having a hard time of it.

**Weekly Report of Secretary Mills.**

GRAND RAPIDS, June 19—Certificates of membership have been issued to the following new members during the week ending June 17:

- 3212 Frank E. Chase, Grand Rapids.
- 3213 William B. Downey, Benton Harbor.
- 3214 Moses A. True, Chicago.
- 3215 A. W. McElcheron, Grand Rapids.
- 3216 J. W. Findley, Concord.
- 3217 H. E. Sprug, Riley Center.
- 3218 A. W. Coffinger, Grand Rapids.
- 3219 E. W. Monroe, Warren, Pa.
- 3220 H. H. Decker, Concord.
- 3221 W. D. Healy, Detroit.
- 3222 E. C. Hausner, Detroit.
- 3223 W. H. Downs, Grand Rapids.
- 3224 H. J. Ringold, Grand Rapids.
- 3225 C. Fallrath, Milwaukee.
- 3226 A. P. Holmes, Brocton, Mass.
- 3227 Wm. R. Foster, Grand Rapids.
- 3228 Wm. H. Rea, Grand Rapids.
- 3229 A. C. Wetzel, Grand Rapids.
- 3230 C. W. Collins, Philadelphia.
- 3231 D. C. Tillotson, Muskegon.
- 3232 J. L. England, Detroit.
- 3233 Chas. J. Karg, Toledo.
- 3234 W. O. Chapman, Salamanca, N. Y.
- 3235 A. P. McKee, Grand Rapids.

Certificates have also been issued to the following as honorary members:  
 H 29 Geo. S. Foster, Everett House, Saginaw, E. S.  
 H 30 D. McGee, Summit House, Toledo, O.  
 H 31 Jesse Chamberlain, Dundee, Mich.  
 H 32 Martin Conaton, Bad Axe, Mich.  
 The Junction House, at Durand, has been added to our hotel list.

A number of letters of inquiry from members cannot be answered until the books of the former secretary are balanced, after which every one will receive attention. L. M. MILLS, Sec'y.

**PRODUCE MARKET.**

- Asparagus—20@25c per doz.
- Beans—Handlers pay \$1.75 for country-picked and hold at \$2. City hand-picked are quoted at 10@25c above these figures.
- Butter—Dealers now pay 12½@14c for choice dairy, holding at 14@16c. Creamery is in fair demand at 19c.
- Cabbage—Calro stock commands \$1.50 per crate, while Louisiana is in fair demand at \$3.25.
- Carrots—20c per doz.
- Cucumbers—40c per doz.
- Eggs—About steady, dealers paying 12½c and holding at 14c.
- Green Beans—\$1.50 per case; wax, \$2 per bu.
- Green Onions—8@12c per doz. bunches.
- Green Peas—\$1 per bu.
- Honey—White clover commands 15c per lb. dark buckwheat brings 12½c.
- Lettuce—6c per lb., according to quality.
- Onions—Mississippi stock commands \$1.50 per bu., while Bermuda stock is in limited demand at \$2.25. Egyptian stock from Tennessee commands \$2 per bu.
- Pieplant—1c per lb.
- Pineapples—\$1.50 @ \$2 per doz., according to size and quality.
- Plums—Tennessee Wild Goose command \$2 per 24 qt. case.
- Potatoes—On account of the stiff condition of the market on new potatoes, old stock is strong and firm, dealers paying 60c, and holding at 75c

per bu. New stock is firmly held at \$3.75 for red and \$4.50 for white.

- Radishes—17c per doz. bunches.
- Spinach—Summer, 20c per bu.
- Squash—4c per lb.
- Strawberries—The market is well supplied with home grown, mostly of the Wilson, Crescent and Jessie varieties. The quality is exceptionally fine, the wet weather having given the crop size, and the recent hot weather having given color and flavor. The price this week will probably hover around 6c per qt.
- Tomatoes—\$1.50 per 4 basket crate.
- Turnips—Mississippi stock, 25c per dozen bunches.

**The Ball-Barnhart-Putman Co. Excursion.**

The first World's Fair excursion of the Ball-Barnhart-Putman Co. left via the regular C. & W. M. train Monday afternoon. Among those included in the excursion party are the following:

- Jno. G. Steketee and wife, Grand Rapids.
- F. C. Lentz, Cadillac.
- R. W. Massie, Cadillac.
- Mr. Chittenden, Cadillac.
- G. C. Baker and party of four, LaBarge.
- Geo. Sherman, Sisson's Mills.
- S. M. Vinton and party of three, of Leetsville.
- M. D. Bunker and party of seven, Sullivan.
- J. McLennan, McBride's.
- Wm. Renkema, Grand Rapids.
- C. S. Comstock and party of five, Pierston.
- F. Squires, Dickenson.
- F. H. Bitely, Casnovia.
- J. F. Reed, Paris.
- F. N. Cornell and party of eight, Sebawa.
- J. S. Gordan, Reed City.
- S. N. McGowan, Grand Rapids.
- E. L. Merritt and party of five, Mulliken.
- G. K. Platt, and party of three, Hart.
- H. C. Ward, Chippewa Lake.
- M. W. Staples and party of three, Lakeview.
- Wm. M. Bale and party of twelve, Fennville.
- A. McMullen, Temple.
- C. S. Withey, Grand Rapids.
- W. D. Smith and wife, Kenos.
- John Neuman and sister, Dorr.
- L. E. Mills and wife, Grant.

According to statistics and estimates compiled by the New York Sun, the number of bushels of wheat that will be required for consumption by the importing countries of the world this year is 1,139,650,000. The domestic product of the same countries will be only 771,750,000 bushels. They will, therefore, have to import about 368,000,000 bushels of wheat in 1893, and as their populations are increasing at the rate of about 1 per cent. per annum, it seems possible that the imports will increase from 10,000,000 to 11,000,000 bushels each year hereafter. The aggregate wheat crop of the exporting countries of the world is figured out at 1,531,100,000 bushels, and the domestic requirements of the same at 1,236,600,000. On an average yield, therefore, the export surplus is only 294,500,000 bushels to meet a demand of 367,900,000 bushels from the importing countries. In short, the world will need this year 73,400,000 bushels more than can be raised, and the prospects are that this need will increase from year to year.

**The Dry Goods Market.**

The American Printing Co. has made its price on Indigo blue and gold print 6c and light prints, 4½c. Cambrics are firm. Cottons are lower in browns and bleached. Prints are now quiet and low prices prevail. Lawns, challies and organdies are in good demand.

**Grand Rapids Retail Grocers' Association.**  
 President, A. J. Elliott; Secretary, E. A. Stowe.  
 Official Organ—MICHIGAN TRADESMAN.

**Jackson Grocers' Union.**  
 President, D. S. Fleming; Sec'y, O. C. Leach.

**Grand Haven Retail Grocers' Association.**  
 President, John Boer; Secretary, Peter VerDuin.

**Muskegon Retail Grocers' Association.**  
 President, D. Christie; Secretary, F. B. Aldrich.

**Meetings of the Jackson Retail Grocers' Union.**

At the regular meeting of the Jackson Grocers' Union held on June 1, a large number of the members were present. The subject of having an annual excursion and picnic was discussed, many of those who attended the excursion of last year being anxious to go again. It was decided to hold an excursion during the summer, the time and place to be decided at a future meeting.

The annual election of officers resulted in the unanimous choice of the following:

- President—D. S. Fleming.
- Vice-President—E. W. Swick.
- Secretary—W. H. Porter.
- Treasurer—F. J. Helmer.
- Directors—C. G. Hill, H. Eddy and L. Pelton.
- W. H. PORTER, Sec'y.

**REPORT OF LATER MEETING.**

At a meeting of the Jackson Retail Grocers' Union, held June 15, an invitation was received from the wives of the grocers, inviting the members to attend an informal reception to be given by them at the A. O. U. W. hall on the evening of June 29. The invitation was accepted, and the Secretary was instructed to extend an invitation to the members of the Grand Rapids Association.

The matter of an annual excursion and picnic was discussed, and, on motion, the whole matter was referred to the Committee on Entertainment, with power to name time and place and make all arrangements for holding an excursion and picnic. It will probably be held at about the same time and place as last year.

The committee desired me to ask if you have any copies of your handbills and other printed matters of your last year's excursion that you would send to us, so that we could get ideas of the features of your day.

W. H. PORTER, Sec'y.

**Muskegon Retail Grocers' Association.**  
 The Muskegon Retail Grocers' Association has elected the following officers:

- President—D. Christie.
  - Vice-President—W. G. Smith.
  - Secretary—F. B. Aldrich.
  - Financial Secretary—L. C. Mangold.
  - Treasurer—H. Hanson.
  - Executive Board—D. A. Bolken, A. Towl, D. Kampenga, J. Lasser, Howard Shaw.
- It was voted to continue to close early.

**Which Is the Better Way?**

Yabsley—"If I had a hundred thousand dollars I would go around the world."  
 Mudge—"If I had a hundred thousand dollars I would sit down and let the world go round."

The world is full of people who want to do good but they are in no hurry to commence.

**REEDER BROS. SHOE CO.,**

WHOLESALE DEALERS IN

**Boots and Shoes,**

**Felt Boots and Alaska Socks.**

State Agents for



158 & 160 Fulton St., Grand Rapids.

## Drugs & Medicines.

### State Board of Pharmacy.

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

### Michigan State Pharmaceutical Ass'n.

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

### Grand Rapids Pharmaceutical Society.

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

### THE MICHIGAN PHARMACY LAW. S. P. Whitmarsh in Pharmaceutical Era.

Many years ago the druggists of this State carried on business free from unusual legal complications; and, while serving fairly the interests of each community, received in turn a compensation fully corresponding in value to that service. No doubt, with a few exceptions, they conducted sales with as intelligent appreciation of their customer's wants, and dispensed the medicines ordered by physicians as carefully and promptly as they now do under different conditions.

In time there came a pressure on our Legislature to enact a statute that should more directly set forth the metes and bounds of pharmacy as a profession. The reasons assigned for the passage of such a law were urged primarily in the interest of the general public, in the firm belief that without some legal supervision the business of dispensing drugs would drift into the hands of incompetent persons, and human life or health become each year more and more endangered. Undoubtedly other motives may have influenced its supporters; all of them worthy, though not entirely unselfish. It was certainly argued with reason that as the business of dispensing powerful drugs involved a responsibility to the public, that responsibility should be plainly defined by law, so that all who assumed it might do so with full and fair warning. Again, it was considered desirable to make the practice of pharmacy something higher than a mere commercial routine of buying and selling, by raising the standard of qualification for those who were permitted to assume its duties. By State supervision and a rigid examination of applicants, it was designed to make pharmacy a profession equal in dignity and usefulness to that of the practice of medicine, and thus further protect the public health.

It is uncertain how much of this opinion and intention was shared by those whom the law, as finally passed, actually affected. They certainly did not make any serious opposition, and all have tacitly admitted the claims and arguments urged in its behalf by respecting and obeying it. With a few amendments, intended to add to its efficiency, our Michigan pharmacy law has therefore for almost a decade been in full operation, and thus had an opportunity to develop all the good results promised by its friends from the beginning.

At this stage it may be pertinent for all who feel an interest and pride in the profession of pharmacy, to examine the practical operation of the law and see if it has answered the expectations of its friends—whether it has failed in any particular—and what, if any, is the net gain to the profession or the public. There is no denying the fact that much good has resulted from the careful exclusion of incompetents from the ranks of practicing pharmacists. While schools are turning out each year an increasing number of graduates who seek admittance to the profession, the wise and firm administration of the law by the examining board has increased the standard of excellence among those admitted. So far then as the law has affected the profession of pharmacy by making it more efficient in serving the public needs, the hopes of its framers have been fully justified.

But if the law was intended to retain the sale of drugs in competent hands,

and at the same time reward the enterprise of all registered pharmacists in proportion as they proved efficient in their calling, the results as seen to-day are far from encouraging. No law is ever likely to pass the gauntlet of legislative criticism without being shorn of some material feature. And so our statute, like many of the rules in the old Latin grammar, has been emasculated by exceptions till it is of little use in protecting either the profession or the public from the very evils it was especially designed to cure. Every portion draws the plummet and level on the druggist's actions, and in the ninth section menaces him with the terrors of fine and imprisonment if he by omission or commission becomes liable. A conscientious druggist must feel doubly braced by such a penal straight-jacket. But while he is thus tied down by legal technicalities, there is no balm to his wounded feelings in seeing outsiders grasp the cream of his business with practically no restriction save that contained in section eleven, which forbids them to deteriorate the quality of drugs or sell such as have been adulterated.

By grace of the exceptions of the statute, any man who chooses can put on sale every identical drug usually kept by pharmacists by simply observing certain forms as to poisonous medicines. Every thing that a pharmacist may legally do he is also allowed to do, except the putting up of prescriptions and advertising himself as a registered druggist. He may cut prices to suit the cupidity of a certain class that would like to have medicine for the body as free as medicine for the soul (if they have a soul). But a druggist is estopped from competing in a commercial way by the dignity of his profession, which cannot be lowered; and while one element of opposition is attacking him in front, the physician in the rear is withholding prescriptions and filling them himself—leaving the honorable profession of pharmacy like a ship aground on an ebb tide, supported only by law from careening to her gunwales in the mud.

While the druggist is in this uncomfortable plight, receiving a flickering support from a few sensible customers, an army of quack druggists graduated from some livery stable, having nothing but the blind instinct of unblushing ignorance to guide them, and scouring the land like Jew peddlers and reaping golden harvests by supplying nostrums of every kind to people in their homes. It is surprising how easily intelligent persons can be gulled by strangers into buying medicines at exorbitant prices, when they would suspect the word of their local druggist should he give them an assurance of price or quality born of long experience. These peripatetic dealers unite two professions in their travels, and diagnose customers' ailments before prescribing and delivering their wares.

I might allude, in passing, to another link in the chain of causes that have outflanked the well-meant efforts of law to make the profession of pharmacy self-sustaining and of the greatest benefit to suffering humanity. This consists in numerous so-called medical works, that are pushed by canvassers into every hamlet and cross-road settlement, and are designed to teach common people how easy it is to be a physician and heal one's self. This book occupies a position in the household equal to the Bible. In acute diseases they forget the existence, or distrust the ability, of their medical *vade mecum* and run at once for the doctor; but for chronic cases they consult the pages of their "Family Physician" with its well-meant efforts to tone down scientific language to the level of average minds, and pin their faith on formulas that are about as definite in statement of quality, strength and proportion as the recipes of Aunt Sally's Cook Book.

If, under such discouraging conditions, the profession of pharmacy retains the semblance of vitality, it is owing entirely to the law of "the survival of the fittest," and not to the actual workings of our pharmacy law. It may well be questioned if any law could produce better results than the present one, were it even amended by taking away its

weakening exceptions. The guerillas who easily circumvent existing statutes, are as hard to reach by the arm of the law as the guerillas in the time of war are by military force. As long as science of drugs was confined to trained minds constantly employed in studying and developing the healing secrets of nature's laboratory, mankind had some assurance of enjoying the benefit thereof and were willing to sustain, by their confidence and support, those who thus intelligently administered to the public health.

But now that the modern educational craze has resulted in giving everybody a little smattering of information on every conceivable theme under the sun, whether practical or otherwise, a change has come that is not wholly desirable, though it has the merit of being in harmony with the law of progression. It is as true now as it was generations ago, that "a little knowledge is a dangerous thing," when applied to the science of materia medica or to the practice of the healing art. What little is known by the many has weakened confidence in the few whose special business it is to be fully and correctly informed on any subject, and this partial knowledge emboldens not a few to take risks with themselves and others that were once considered hazardous, if not criminal.

The pharmacy law has, after all, worked as well as the law that regulates the practice of medicine. Neither has protected the people from confidence games played by charlatans. But the weakness of the former has affected druggists more seriously than the defects of the latter have injured the practice of regular physicians. "In their hours of ease" and health, many people take delight in berating both professions, illuminating their sentiments with glibly jokes at the expense of the doctor, and facetious remarks about the high tariff of the druggist and allusions to his ill-gotten wealth. But "when pain and anguish wring the bones" and the services of either is required, they seek only the aid of competent, well educated men for advice or medicine.

The fact is, human nature is inclined to be most respectful to what is least understood. The value of a physician's service consists in advice which cannot be weighed and measured by the mind of the layman. Neither can it be seen, handled and shown to have a definite market value. But the stock in trade of a druggist is of a different nature. It is material, visible, tangible, and has a certain money value before it is dispensed. When the thoughtless public obtain but a partial insight of its nature they hasten to invoice it according to a price list of their own, placing scarcely any valuation on the druggist's time or the dearly earned experience necessary to the proper compounding of medicine. In this mood the charlatan, or selfish general dealer, attacks them on their weak side, and by every possible means maintains a competition with the druggist that is unjustifiable by any rule or standard of honor recognized by men of respectable antecedents.

In closing I wish to assure the readers of the ERA that, in traversing the merits and results of our present pharmacy law, I have not intended an unfriendly criticism on a measure that was supported by the wisest men in the profession, from the best and most public spirited motives. With them I deplore the defects that are inherent in all legislation that aims to make science respected and self-sustaining. The evils referred to are such as can scarcely be reached by penal statutes; and those not penal would be void *per se*. The future hope of pharmacy lies in organization and an *esprit du corps* that shall maintain enthusiasm and unity in the ranks, rather than in legislation that develops in this age either cunning subterfuge or a quiet, sullen resistance.

### A Telegraph Decision.

A message filed with a telegraph company at a city in Texas, addressed to the sender's agent in California, read as follows: "Close the trade. I will come soon." On his arrival the sender discovered that the message had not been delivered, and that the deal had failed,

thus requiring him to return to Texas. The court held that his expenses to and from California were proper items of damages against the telegraph company, but losses resulting from the sale of his property at a sacrifice before starting were not. The telegraph company having received full pay for transmission of the message to its destination, without any contract limiting its liability to its own line, was bound to deliver the message to the sender's agent, even though it had to be sent part of the way over the line of another company. The sender's testimony showed that the message was not written on a blank contract of the telegraph company, and that, when he returned from California, he examined the original copy, which was not then attached to one of such blanks. The company's agent testified that when he received the message he immediately attached it to a blank contract form, and that he was not authorized to receive or send a message unless on such blank. The testimony justified the court in finding that the message was not attached to a blank contract form when received by the agent.

### Rained Elephants in Kansas.

Everybody in the smoking compartment of the sleeper had told a story except one quiet, inoffensive sort of a man in the corner, and the drummer eyed him with suspicion as he finished what he considered the corker of the entire combination. As the drummer concluded the quiet man poked his head cautiously out of his shell and coughed slightly as men do who have lain dormant awhile and rouse themselves to utterance.

"I remember," he said, without further preliminary, "a queer circumstance which happened to me during a summer visit I made some years ago in Kansas. I am reminded of it by the story our friend here"—nodding towards the drummer—"tells of a shower of fish falling from the sky. I can readily believe his story"—the drummer looked grateful—"and I hope he will believe mine. One afternoon we were sitting out in front of my friend's house, some three or four of us, noticing the peculiar shape, color and movements of the clouds, when, all at once, as true as gospel, gentlemen, an elephant, alive and kicking, dropped right down in front of us out of the sky, and a more astonished looking brute I never saw."

The drummer sat spellbound and everybody else choked up, speechless. The quiet man looked around on his auditors.

"It's as true as preaching, gentlemen," he went on; "and though, as a rule in Kansas, it doesn't rain elephants, it did on that occasion, and is accounted for by the fact that a cyclone had struck a circus twenty miles to the west of us, and furthermore it was raining lions and tigers and horses and hyenas and monkeys and tent pins for a week afterward, the biggest things, of course, coming down soonest."

"My dear sir," gasped the drummer, as the quiet man was about to continue, "don't say another word. I travel for a liquor house, and if you want a barrel of cocktails give me your address and I'll send it to you by the first cyclone that passes our place."

### Use Tradesman Coupon Books.

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

### PRICE TO THE TRADE:

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

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

Wholesale Price Current.

Advanced—	Declined—
<b>ACIDUM.</b>	
Aceticum 8@ 10	Cubebae 2@ 3 60
Benzolium German. 65@ 75	Exechthitos 2 50@2 75
Boricac 27@ 36	Erigeron 2 25@2 50
Citricum 50@ 52	Gaultheria 2 00@2 10
Hydrochlor 3@ 5	Geraanium, ounce. 7@ 75
Nitrosum 10@ 12	Gossipii, Sem. gal. 7@ 75
Oxalicum 10@ 12	Hedeoma 2 10@2 30
Phosphorium dil. 1 30@1 70	Juniperi 50@2 00
Sulphuricum 1 14@1 5	Lavendula 30@2 00
Tannicum 1 40@1 60	Limonia 30@2 60
Tartaricum 30@ 33	Mentha Piper. 2 75@3 50
	Mentha Verid. 2 30@2 30
<b>AMMONIA.</b>	Morrhuae, gal. 1 00@1 10
Aqua, 16 deg. 3 1/2@ 5	Myrcia, ounce. 50
20 deg. 5 1/2@ 7	Olive 90@2 75
Carbonas 12@ 14	Picis Liquida, (gal. 35) 10@ 12
Chloridum 12@ 14	Ricini 1 22@1 28
	Rosmarini 75@1 00
<b>ANILINE.</b>	Rosae, ounce. 6 50@3 50
Black 2 00@2 25	Succini 40@ 45
Brown 30@1 00	Sabina 90@1 00
Red 45@ 50	Santal 3 50@7 00
Yellow 2 50@3 00	Sassafras 50@ 55
	Sinapis, ess, ounce 65
<b>BACCAE.</b>	Tiglli 90
Cubebae (po 40) 3@ 40	Thyme 40@ 50
Juniperus 8@ 10	Thymi opt 60
Xanthoxylum 25@ 30	Theobromas 15@ 20
	<b>POTASSIUM.</b>
<b>BALSAMUM.</b>	Bi Carb. 15@ 18
Copaiba 45@ 50	Bichromate 12@ 14
Peru 30@1 35	Bromide 36@ 40
Terabin, Canada 50@ 60	Carb. 12@ 15
Tolutan 35@ 50	Chlorate (po 33@25) 24@ 26
	Cyanide 50@ 55
<b>CORTEK.</b>	Iodide 2 90@3 00
Abies, Canadian. 18	Potassa, Btart, pure 27@ 30
Cassiae 11	Potassa, Btart, com. 6@ 25
Cinchona Flava 18	Potass Nitras, opt. 8@ 10
Euonymus atropurp. 30	Potass Nitras. 7@ 9
Myrica Cerifera, po. 20	Prussiate 28@ 30
Prunus Virgini. 12	Sulphate po. 15@ 18
Quillaja, grd. 10	
Sassafras 12	<b>RADIX.</b>
Ulmus Po (Ground 15) 15	Aconitum 20@ 25
	Althae 22@ 25
<b>EXTRACTUM.</b>	Anchusa 12@ 15
Glycyrrhiza Glabra. 34@ 35	Arum, po. 2@ 25
" po. 33@ 35	Calamus 20@ 40
Haematox, 15 lb. box. 11@ 12	Gentiana (po. 12) 8@ 10
" 18 13@ 14	Glycyrrhiza, (pv. 15) 10@ 18
" 14s. 14@ 15	Hydrastis Canaden. 30
" 1/2s. 16@ 17	(po. 35) 30
	Hellebore, Ala, po. 15@ 20
<b>FERRU.</b>	Inula, po. 15@ 20
Carbonate Procep. 15	Ipecac, po. 2 20@2 30
Citrate and Quinia. 23	Iris plox (po. 35@38) 35@ 40
Citrate Soluble 20	Jalapa, pr. 40@ 45
Ferrocyanidum Sol. 15	Maranta, 1/2s. 35
Solut Chloride. 9@ 2	Podophyllum, po. 15@ 18
Sulphate, com'l. 7	Rhei 75@1 00
" pure. 7	" cut. 75
	" pv. 75@1 35
<b>FLORA.</b>	Spigelia 35@ 40
Arnica 18@ 20	Sanguinaria, (po 25) 20
Anthem. 30@ 35	Serpentaria 30@ 32
Matricaria 50@ 65	Senega 65@ 70
	Similax, Officialis, H M 40
<b>FOLIA.</b>	Scillae, (po. 35) 10@ 12
Barosma 18@ 50	Symplocarpus, Festi- 35
Cassia Acutifol, Tin- 25@ 28	du, po. 20
nively 35@ 50	Valeriana, (ang. (po.30) 15@ 20
" Alx. 35@ 50	Ingber a. 15@ 20
Salvia officinalis, 1/2s 15	Zingiber j. 18@ 20
and 1/4s 20	
Ura Ural 8@ 10	<b>SEMMEN.</b>
	Anisum, (po. 20) 15
<b>GUMMI.</b>	Alpium (graveleons) 15
Acacia, 1st picked. 75	Blrd, is. 4@ 8
" 2d 45	Carul, (po. 18) 10@ 12
" 3d 30	Cardamon. 1 00@1 25
" sifted sorts. 25	Corlandrum. 10@ 12
Aloe, Barb. (po. 60) 60@ 80	Cannabis Sativa. 3 1/2@ 4
Cape, (po. 20) 50@ 60	Cydonium 75@1 00
Socotri, (po. 60) 12	Chenopodium 10@ 12
Catechu, is, (1/4s, 14 1/4s, 16) 1	Dipterix Odorata. 2 25@2 50
	Ponicium 2 15
Ammoniae 55@ 60	Poenngreek, po. 4@ 9
Assafoetida, (po. 35) 30@ 35	Linl 4@ 14
Benzoinum 50@ 55	Linl, grd, (bbl. 3 1/2) 4@ 14
Camphors. 55@ 58	Lobelia. 35@ 40
Euphorbium po. 35@ 40	Pharlaris Canarian. 4 1/2@ 5
Galbanum 70@ 75	Rapa 6@ 7
Gamboge, po. 70@ 75	Sinapis Albu. 11@ 13
Guaiaacum, (po 35) 30	" Nigra. 11@ 12
Kino, (po 1 10) 30	
Mastic 80	<b>SPIRITUS.</b>
Myrrh, (po. 45) 40	Fru menti, W. D. Co. 2 00@2 50
Opil (po 4 20) 2 90@3 00	" D. F. R. 1 75@2 00
Shellac 35@ 42	" 1 25@1 50
" bleached. 38@ 35	Juniperis Co. O. T. 1 65@2 00
Tragacanth 40@1 00	Saccharum N. E. 1 75@2 00
	Spl. Vini Gall. 1 75@2 50
<b>HERBA—In ounce packages.</b>	Vini Oporto 1 25@2 00
Absinthium 25	Vini Alba. 1 25@2 00
Eupatorium 20	
Lobelia 25	<b>SPONGES.</b>
Majoram 25	Florida sheeps' wool 2 50@2 75
Mentha Piperita. 25	carragee 2 00
" Vir. 30	Nassau sheeps' wool 2 00
Rue. 30	carragee 1 10
Tanacetum, V. 25	Velvet extra sheeps' 85
Thymus, V. 25	wool carragee 65
	Extra yellow sheeps' 85
<b>MAGNESIA.</b>	Grass sheeps' wool car- 65
Calced, Pat. 55@ 60	riage 75
Carbonate, Pat. 20@ 22	Hard for slate use. 75
Carbonate, K. & M. 20@ 25	Yellow Reef, for slate 1 40
Carbonate, Jennings. 35@ 38	use 1 40
	<b>SYRUPS.</b>
<b>OLEUM.</b>	Hydrargyrum 64
Absinthium 3 50@4 00	Icthyobolla, Am. 1 25@1 50
Amygdalae, Dulc. 45@ 75	Indigo 75@1 00
Amygdalae, Amarae. 8 00@8 25	Iodine, Resubl. 3 80@3 90
Anisi. 1 70@1 80	Iodoform. 2 40
Aurantii Cortex. 2 30@2 40	Lupulin. 2 25
Bergamit. 3 25@3 50	Lycopodium 65@ 70
Cajupiti. 60@ 65	Macis 70@ 75
Caryophylli. 85@ 90	Liquor Arsen et Hy- 27
Cedar 35@ 65	drag iod. 27
Chenopodii. 1@ 60	Liquor Potass Arsenitis 10@ 12
Cinnamomi. 90@1 10	Magnesia, Sulph (bbl 2 1/2@ 4
Citronella. 45	" 2 1/2@ 4
Conium Mac. 35@ 40	Manna, S. F. 60@ 63
Copaiba 80@ 90	

Morphia, P. & W. 2 30@2 45	Selditz Mixture. 20	Lindseed, boiled 54	57
C. Co. S. N. Y. Q. & 2 10@2 35	Sinapis opt. 18	Neat's Foot, winter 80	85
Moschus Canton. 65@ 70	Snuff, Maccaboy, De 30	strained 80	85
Myristica, No 1 65@ 70	Voes 35	Spirits Turpentine. 35	40
Nux Vomica, (po 20) 10	Snuff, Scotch, De. Voes 35		
Os. Sepia 20@ 22	Soda Boras, (po. 11) 10@ 11	<b>PAINTS.</b> bbl. lb.	
Pepsin Saac, H. & P. D. 2@ 00	Soda et Potass Tart. 27@ 30	Red Venetian 1 1/2@ 2 1/2	3 1/2
	Soda Carb. 1 1/4@ 2	Ochre, yellow Mars. 1 1/2@ 2 1/2	3 1/2
Picis Liq, N. C., 1/2 gal 2@ 00	Soda, Bi-Carb. 27@ 30	" Ber. 1 1/2@ 2 1/2	3 1/2
doz 2@ 00	Soda, Ash. 3 1/2@ 4	" strictly pure. 2 1/2@ 3 1/2	3 1/2
Picls Liq, quarts 2@ 00	Sulphur, 3 1/2@ 4	Vermilion Prime Amer- 13@ 16	16
Pil Hydrarg. (po. 80) 2@ 50	Spts. Ether Co. 50@ 55	ican 13@ 16	16
Piper Nigra, (po. 22) 1@ 1	" Myrcia Dom. 2@ 25	Vermilion, English. 65@ 70	70
Piper Alba, (po 55) 2@ 3	" Myrcia Imp. 2@ 30	Green, Peninsular. 70@ 75	75
Pix Burgun. 7	Vini Rect. bbl. 2 19@2 29	Lead, red. 6 1/2@ 7	7
Plumbi Acet. 14@ 15	Less 5c gal., cash ten days. 2 19@2 29	" white 6 1/2@ 7	7
Pulvis Ipecac et opil. 1 10@1 20	Strychnia Crystal. 1 40@1 45	Whiting, white Span. 40	70
Pyrethrum, boxes H 14@ 15	Sulphur, Subl. 2 1/4@ 3	Whiting, Gilders' 1 0	90
& P. D. Co., doz. 21 25	" Roll. 2 1/2@ 3	Whiting, Paris Eng. 1 40	140
Pyrethrum, pv. 15@ 25	Tamarinds. 8@ 10	Pioneer Prepared Paint 20@ 21	21
Quassia. 8@ 10	Terebenth Venice. 28@ 30	Swiss Villa Prepared 1 00@1 20	20
Quinia, S. P. & W. 28@ 34	Theobromae. 45@ 48	Paints 1 00@1 20	20
" S. German. 30@ 30	Vanilla. 9 00@16 00		
Rubia Tincturum. 12@ 14	Zinci Sulph. 7@ 8	<b>VARNISHES.</b>	
Saccharum Lactis pv. 30@ 32		No. 1 Turp Coach. 1 10@1 20	20
Salacin. 1 75@1 80	<b>OILS.</b>	Extra Turp. 1 60@1 70	70
Sanguis Draconis. 40@ 50	Whale, winter. 70	Coach Body. 2 75@3 00	300
Sapo, W. 12@ 14	Lard, extra. 1 10 1 15	No. 1 Turp Furn. 1 00@1 10	110
" M. 10@ 12	Lard, No. 1. 65 70	Eutra Turk Damar. 1 55@1 60	160
" G. 15	Lindseed, pure raw. 51 54	Japan Dryer, No. 1 70@75	75

HAZELTINE & PERKINS DRUG CO.

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PATENT MEDICINES

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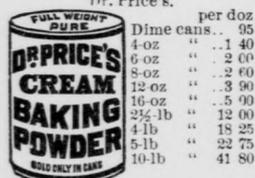
HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

# GROCERY PRICE CURRENT.

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

AXLE GREASE.		Fruits.		Gold Medal		No. 1, 6		GUNPOWDER.	
Aurora, doz gross	55 6 00	Apples.		Skim	7 @ 9	No. 2, 6	1 50	Rifle-Dupont's.	
Castor Oil.	75 9 00	3 lb. standard.	85	Brick	11	XX wood, white.		Kegs	3 50
Diamond	50 5 50	York State, gallons	3 00	Edam	1 00	No. 1, 6 1/2	1 35	Half kegs	2 00
Frazer's.	80 9 00	Hamburg.		Lelden	23	No. 2, 6 1/2	1 25	Quarter kegs	1 15
Mica	75 8 00	Apricots.		Limburger	210	Manilla, white.		1 lb cans	30
Paragon	55 6 00	Live oak	1 75	Pineapple	225	6 1/2	1 00	1/2 lb cans	18
<b>BAKING POWDER.</b>		Santa Cruz	1 75	Roquefort	235	Coln.		Choke Bore-Dupont's.	
Acme.		Lusk's	1 75	Sap Sago	222	Mill No. 4.	1 00	Kegs	4 50
1/2 lb. cans, 3 doz	45	Overland	1 75	Schwetzer, imported.	224			Half kegs	2 50
1/2 lb. " 2 "	85	Blackberries.		domestic	214			Quarter kegs	1 40
1 lb. " 1 "	1 60	B. & W.	95	Blue Label Brand.				1 lb cans	34
Bulk	10	Cherries.		Half pint, 25 bottles	2 75			Eagle Duck-Dupont's.	
1/2 lb cans 6 doz case	55	Red	1 10 @ 1 20	Pint	4 50			Kegs	11 00
1/2 lb " 4 doz " "	1 10	Pitted Hamburg	1 75	Quart 1 doz bottles	3 50			Half kegs	5 75
1 lb " 2 doz " "	2 00	White	1 50	Triumph Brand.				Quarter kegs	3 00
5 lb " 1 doz " "	9 00	Erie	1 20	Half pint, per doz	1 35			1 lb cans	60
5 oz. cans, 4 doz. in case	80	Damsons, Egg Plums and Green		Pint, 25 bottles	4 50				
16 " " " "	2 00	Gages.		Quart, per doz	3 75				
Red Star, 1/2 lb cans	40	California	1 70	<b>CLOTHES PINS.</b>					
1/2 lb " "	75	Common	1 25	5 gross boxes	40 @ 15				
1 lb " "	1 40	Gooseberries.		<b>COCOA SHELLS.</b>					
Telfer's, 1/2 lb. cans, doz	45	Peaches.	1 25	35 lb bags	23				
1 lb " "	85	Maxwell	2 75	Less quantity	23 1/2				
1 lb " "	1 50	Shepard's	1 65	Pound packages	6 1/2 @ 7				
Our Leader, 1/2 lb cans	45	California	2 20	<b>COFFEE.</b>					
1/2 lb cans	75	Oxford	1 65	Green.					
1 lb cans	1 50	Pears.		Rio.					
Dr. Price's.		Domestic	1 20	Fair	17				
<b>PER PRICE'S PURE</b>		Riverside	2 10	Good	18				
Dime cans	35	Pineapples.		Prime	20				
4 oz " "	1 40	Common	1 00 @ 1 30	Golden	20				
6 oz " "	2 00	Johnson's sliced	2 50	Peaberry	22				
8 oz " "	2 60	Maxwell's grated	2 75	Fair	18				
12 oz " "	3 90	Booth's sliced	2 50	Good	20				
16 oz " "	5 90	" grated	2 75	Prime	21				
2 1/2 lb " "	12 00	Quinces.		Peaberry	22				
4 lb " "	18 25	Common	1 10	Mexican and Guatamala.					
5 lb " "	22 75	Raspberries.		Fair	21				
10 lb " "	41 80	Red	1 30	Good	22				
<b>BATH BRICK.</b>		Black Hamburg	1 50	Fancy	24				
2 dozen in case.	90	Erie, black	1 30	Prime	23				
English	80	Strawberries.		Milled	24				
Bristol	90	Lawrence	1 25	Interior	25				
Domestic	70	Hamburg	1 25	Private Growth	27				
<b>BLUING.</b>		Erie	1 25	Mandehling	28				
Arctic, 4 oz ovals	3 60	Terrapin	1 10	Mocha.					
8 oz " "	7 00	Whortleberries.		Arabian	28				
pints, round	9 00	Blueberries	1 00	Roasted.					
No. 2, sifting box	2 75	Meats		To ascertain cost of roasted					
No. 3, " "	4 00	Corned beef Libby's	1 90	coffee, add 1/2 c. per lb. for roasting					
No. 5, " "	8 00	Roast beef Armour's	1 75	and 15 per cent. for shrink-					
1 oz ball	4 50	Potted ham, 1/4 lb.	1 30	age.					
Mexican Liquid, 4 oz	3 60	" 1/2 lb.	80	Package					
8 oz " "	6 80	" tongue, 1/4 lb.	1 35	McLaughlin's XXXX	23 30				
<b>BROOMS.</b>		" chicken, 1/4 lb.	95	Bunola					
No. 2 Burl	1 75	" 1/2 lb.	85	Lion, 60 or 100 lb. case					
No. 1	2 00	Vegetables.		Extract.					
No. 2 Carpet	2 25	Hamburg stringless	1 25	Valley City 1/4 gross	75				
No. 1	2 50	" French style	2 25	Felix	1 15				
Parlor Gem	2 75	" Limas	1 35	Hummel's, foll, gross.	1 50				
Common Whisk	2 75	" soaked	1 75	" tin	2 50				
Fancy	1 15	Lewis Boston Baked	1 35	<b>CHICORY.</b>					
Warehouse	3 25	Bay State Baked	1 35	Bulk	5				
<b>BRUSHES.</b>		World's Fair Baked	1 35	Red	7				
Stove, No. 1	1 25	Picnic Baked	1 00	<b>CLOTHES LINES.</b>					
" 10	1 50	Corn.		Cotton, 40 ft. per doz.	1 25				
" 15	1 75	Hamburg	1 40	50 ft. " "	1 40				
Rice Root Scrub, 2 row	1 75	Livingston Eden	1 30	60 ft. " "	1 60				
Rice Root Scrub, 3 row	1 25	Furly	1 40	70 ft. " "	1 75				
Palmetto, goose.	1 50	Honey Dew	1 50	80 ft. " "	1 90				
<b>BUTTER PLATES.</b>		Soaked	75	90 ft. " "	2 00				
Oval-250 in crate.		Harris standard	75	Jute	1 00				
No. 1	60	VanCamp's marrofat.	1 10	Condensed Milk.					
No. 2	70	Archer's Early Blossom	1 35	4 doz. in case.					
No. 3	80	French	2 15	Eagle	7 40				
No. 5	1 00	Mushrooms.	17 @ 22	Crown	6 25				
<b>CANDLES.</b>		Erie	95	Genuine Swiss	7 70				
Hotel, 40 lb. boxes	10	Hubbard	1 25	American Swiss	6 70				
Star, 40	9	Squash.		<b>COUPON BOOKS.</b>					
Paraffine	10	Succotash.		TRADESMAN					
Wicking	24	Hamburg	1 40	1					
<b>CANNED GOODS.</b>		Soaked	1 40	5					
Fish.		Honey Dew	1 50	" Tradesman "					
Clams.		Honey Dew	1 50	CREDIT COUPON					
Little Neck, 1 lb.	1 20	Erie	1 35	" Superior "					
" 2 lb.	1 90	Tomatoes.		\$ 1, per hundred	2 00				
Standard, 3 lb.	2 25	Hancock	2 25	\$ 2, " "	2 50				
Standard, 1 lb.	1 00	Excelsior	2 25	\$ 3, " "	3 00				
2 lb.	1 85	Ecilpee	2 25	\$ 5, " "	3 00				
Star, 1 lb.	2 50	Hamburg	2 25	\$ 10, " "	4 00				
2 lb.	3 50	Gallon	3 75	\$ 20, " "	5 00				
Picnic, 1 lb.	2 00	<b>CHOCOLATE.</b>		\$ 1, per hundred	2 50				
2 lb.	2 90	Baker's		\$ 2, " "	3 00				
Mackerel.		German Sweet	23	\$ 3, " "	3 50				
Standard, 1 lb.	1 25	Premium	37	\$ 5, " "	4 00				
2 lb.	2 10	Breakfast Cocoa	43	\$ 10, " "	5 00				
Mustard, 2 lb.	2 25	<b>CHEESE.</b>		\$ 20, " "	6 00				
Tomato sauce, 2 lb.	2 25	Amboy	@ 10	<b>COUPON</b>					
Soused, 2 lb.	2 25	Acme	@ 10	ONE CENT					
Columbia River, flat.	1 90	Lenawee	9 1/2 @ 9 1/2	" Universal "					
" falls.	1 75	Riverside	@ 10						
Alaska, Red.	1 45								
" pink.	1 25								
Kinney's, flats	1 95								
American	@ 5								
Imported	6 1/2 @ 7								
Mustard	10 @ 11								
Boneless	15 @ 16								
Brook, 8 lb	2 60								



Root Beer Extract. Williams, 1 doz. 1 75. 3 doz. 5 00. Hires, 1 doz. 1 75. 3 doz. 5 00.

Whole Sifted. Allspice. 10. Cassia, China in mats. 7. Batavia in bund. 15. Saigon in rolls. 32. Cloves, Amboyana. 22. Zanzibar. 12. Mace Batavia. 80. Nutmegs, fancy. 75. No. 1. 70. No. 2. 60. Pepper, Singapore, black. 10. white. 20. shot. 16. Pure Ground in Bulk. Allspice. 15. Cassia, Batavia. 28. and Saigon. 25.

Cloves, Amboyana. 22. Zanzibar. 12. Mace Batavia. 80. Nutmegs, fancy. 75. No. 1. 70. No. 2. 60. Pepper, Singapore, black. 10. white. 20. shot. 16. Pure Ground in Bulk. Allspice. 15. Cassia, Batavia. 28. and Saigon. 25.

Mustard, Eng. and Trieste. 22. Trieste. 25. Nutmegs, No. 2. 75. Pepper, Singapore, black. 16. white. 24. Cayenne. 30. Sage. 30. Absolute in Packages. 30.

Allspice. 84 1 55. Cinnamon. 84 1 55. Cloves. 84 1 55. Ginger, Jamaica. 84 1 55. African. 84 1 55. Mustard. 84 1 55. Pepper. 84 1 55. Sage. 84 1 55.

SAL SODA. Kegs. 1 1/4. Granulated, boxes. 1 1/4. SEEDS. Anise. 2 1/2. Canary, Smyrna. 6. Caraway. 10. Cardamon, Malabar. 90. Hemp, Russian. 4 1/2. Mixed Bird. 5 1/2. Mustard, white. 10. Poppy. 9. Rape. 6. Cattle bone. 30.

30-lb boxes. 6. 40-lb. 5 1/2. Gloss. 1-lb packages. 5 1/2. 3-lb. 6. 6-lb. 6. 40 and 50 lb. boxes. 4 1/2. Barrels. 5 1/2.

SNUFF. Scotch, in bladders. 37. Maccaboy, in jars. 35. French Rappee, in jars. 43. SODA. Boxes. 5 1/2. Kegs, English. 4 1/2.

SALT. 100 3-lb. sacks. 2 25. 60 5-lb. 2 00. 28 10-lb. sacks. 1 85. 20 14-lb. 2 25. 24 3-lb. cases. 1 50. 56 lb. dairy in linen bags. 32. 28 lb. drill. 16 18. Warsaw. 56 lb. dairy in drill bags. 32. 28 lb. 18. Ashton. 56 lb. dairy in linen sacks. 75. Higgins. 56 lb. dairy in linen sacks. 75. Solar Rock. 56 lb. sacks. 27. Common Fine. 70. Saginaw. 70. Manistee. 70.

SALETERATUS. Packed 60 lbs. in box. Church's. 5 1/2. DeLand's. 5 1/2. Dwight's. 5 1/2. Taylor's. 5. SOAP. Laundry. Allen B. Wrisley's Brands. Old Country, 80 1-lb. 3 41. Good Cheer, 60 1 lb. 3 90. White Borax, 100 3/4-lb. 3 95. Proctor & Gamble. Concord. 3 45. Ivory, 10 oz. 6 75. 6 oz. 4 00. Lenox. 3 90. Mottled German. 3 60. Town Talk. 3 25. Dingman Brands. Single box. 3 95. 5 box lots, delivered. 3 85. 10 box lots, delivered. 3 75. Jas. S. Kirk & Co.'s Brands. American Family, wry'd. 2 94. plain. 2 94. N. K. Fairbanks & Co.'s Brands. Santa Claus. 4 75. Brown, 60 bars. 2 85. 80 bars. 3 50. Lantz Bros. & Co.'s Brands. Acme. 4 00. Cotton Oil. 6 00. Marselles. 3 95. Mafter. 4 35.

Thompson & Chute Brands. Silver. 3 80. Mono. 3 35. Savon Improved. 2 50. Sunflower. 3 05. Golden. 3 25. Economical. 2 25. Scouring. Sapolio, kitchen, 3 doz. 2 50. hand, 3 doz. 2 50.

SUGAR. The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 36 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 36 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively. Cut Loaf. 86 36. Powdered. 6 23. Granulated. 5 73. Extra Fine Granulated. 5 86. Cubes. 6 11. XXXX Powdered. 5 54. Confec. Standard A. 5 67. No. 1 Columbia A. 5 61. No. 5 Empire A. 5 48. No. 6. 5 36. No. 7. 5 23. No. 8. 5 11. No. 9. 4 98. No. 10. 4 92. No. 11. 4 86. No. 12. 4 86. No. 13. 4 63. No. 14. 4 36.

SYRUPS. Corn. Barrels. 21. Half bbls. 23. Pure Cane. 19. Fair. 25. Good. 25. Choice. 30. SWEET GOODS. Ginger Snaps. 8. Sugar Creams. 8. Frosted Creams. 9. Graham Crackers. 8 1/2. Oatmeal Crackers. 8 1/2.

VINEGAR. 40 gr. 7 28. 50 gr. 8 29. \$1 for barrel. WET MUSTARD. Bulk, per gal. 30. Beer mug, 2 doz in case. 1 75. YEAST. Magic. 1 00. Warner's. 1 00. Yeast Foam. 1 00. Diamond. 75. Royal. 90. TEAS. JAPAN-Regular. Fair. 217. Good. 220. Choice. 224. Choicest. 234. Dust. 10 12. SUN CURED. Fair. 217. Good. 220. Choice. 224. Choicest. 234. Dust. 10 12. BASKET PILED. Choice. 225. Choicest. 235. Extra choice, wire leaf. 240. GUNPOWDER. Common to fair. 25. Extra fine to finest. 50. Choicest fancy. 75. 85. OLONG. Common to fair. 23. 30. IMPERIAL. Common to fair. 23. Superior to fine. 30. 35. YOUNG HYSOON. Common to fair. 18. Superior to fine. 30. 40. ENGLISH BREAKFAST. Fair. 18. Choicest. 23. Best. 40. 50. TOBACCOS. Fine Cut. Pails unless otherwise noted. Bazo. 40. Can Can. 27. Nellie Bly. 27. 24. Uncle Ben. 27. 22. Hiawatha. 60. Sweet Cuba. 34. McGinty. 27. 25. 1/2 bbls. 25. Dandy Jim. 23. Torpedo. 23. Yum Yum. 23. 1892. 23. drums. 22. Plug. Sorg's Brands. 41. Spearhead. 29. Joker. 27. Nobby Twist. 41. Scotten's Brands. 26. Hiawatha. 38. Valley City. 34. Finzer's Brands. 40. Old Honesty. 35. Jolly Har. 32.

Smoking. Catlin's Brands. Kiln dried. 17. Golden Shower. 19. Huntress. 25. Meerschaum. 29. American Eagle Co.'s Brands. Myrtle Navy. 40. Stork. 30. German. 15. Froz. 33. Java, 1/2s foil. 32. Banner Tobacco Co.'s Brands. Banner. 16. Banner Cavendish. 38. Gold Cut. 28. Scotten's Brands. Warpath. 15. Honey Dew. 30. Gold Block. 26. F. F. Adams Tobacco Co.'s Brands. Peerless. 26. Old Tom. 18. Standard. 22. Globe Tobacco Co.'s Brands. Handmade. 41. Leidersdorf's Brands. Rob Roy. 26. Uncle Sam. 28. 32. Red Clover. 32. Spaulding & Merrick. Tom and Jerry. 25. Traveler Cavendish. 38. Buck Horn. 30. Plover Boy. 30. 32. Corn Cake. 16.

OILS. The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids: Eocene. 8 1/2. Water White, old test. 7 1/2. W. W. Headlight, 156. Water White Mich. 7 1/2. Naptha. 6 1/2. Stove Gasoline. 7 1/2. Cylinder. 27. 26. Engine. 13. 21. Black, 15 cold test. 8 1/2.

HIDES PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green. 2 23. Part Cured. 3 1/2. 4. Full. 4 1/2. Dry. 5. 5. Kips, green. 3. 4. cured. 5. 5. Calfekins, green. 4. 5. cured. 5. 6. Deacon skins. 10. 230. No. 2 hides 1/2 off. PELTS. Shearlings. 10. 20. Lambs. 15. 30. WOOL. Washed. 12. 17. Unwashed. 8. 15. MISCELLANEOUS. Tallow. 3. 4 1/2. Grease butter. 1. 2. Switches. 1 1/2. 2. Ginseng. 2. 00. 2 50.

GRAINS and FEEDSTUFFS. WHEAT. No. 1 White (58 lb. test). 62. No. 2 Red (60 lb. test). 62. MEAL. Bolted. 1 40. Granulated. 1 65. FLOUR. Straight, in sacks. 3 60. barrels. 3 85. Patent. 4 60. Graham. 4 80. Rye. 1 70. 1 90. MILLSTUFFS. Less Car lots quantity. Bran. \$14 00. \$14 00. Screenings. 13 00. 13 00. Middlings. 15 00. 15 00. Mixed Feed. 19 00. 19 00. Coarse meal. 18 50. 19 00. CORN. Car lots. 45. Less than car lots. 48. OATS. Car lots. 35. Less than car lots. 38 1/2. HAY. No. 1 Timothy, car lots. 13 00. No. 1 ton lots. 14 00.

FRESH MEATS. Beef, carcass. 6 1/2. hind quarters. 8 1/2. fore. 5 1/2. loins, No. 3. 10. ribs. 8. rounds. 7. Bologna. 6. Pork loins. 11 1/2.

shoulders. 9 1/2. Sausage, blood or head. 7. liver. 7. Frankfurt. 8 1/2. Mutton. 8. Veal. 7.

FISH and OYSTERS. F. J. Dettenthaler quotes as follows: FRESH FISH. Whitefish. 9. Trout. 8. Halibut. 15. Clisces or Herring. 5. Bluefish. 10. Fresh lobster, per lb. 20. Cod. 10. No. 1 Pickerel. 9. Pike. 8. Smoked White. 10. Red Snappers. 12. Columbia River Salmon. 20. Mackerel. 25. OYSTERS-CANS. Fairhaven Counts. 40. F. J. D. Selects. 33. SHELL GOODS. Oysters, per 100. 1 50. Clams. 1 00.

PROVISIONS. The Grand Rapids Packing and Provision Co. quotes as follows: PORK IN BARRELS. Mess, 21 50. Short cut. 21 50. Extra clear pig, short cut. 23 00. Extra clear, heavy. 23 00. Clear, fat back. 23 00. Boston clear, short cut. 23 00. Clear back, short cut. 23 00. Standard clear, short cut, best. 22 50. SAUSAGE-Fresh and Smoked. Pork Sausage. 9. Ham Sausage. 9. Tongue Sausage. 9. Frankfurt Sausage. 8 1/2. Blood Sausage. 7. Bologna, straight. 6. Bologna, thick. 6. Head Cheese. 7. LARD. Kettle Rendered. 11 1/2. Granger. 11. Family. 8 1/2. Compound. 8. 50 lb. Tins, 1/2c advance. 20 lb. pails, 1/2c. 10 lb. 3/4c. 5 lb. 1c. 3 lb. 1c. BEEF IN BARRELS. Extra Mess, warranted 200 lbs. 8 50. Extra Mess, Chicago packing. 8 50. Boneless, rump butts. 14 00. SMOKED MEATS-Canned or Plain. Hams, average 20 lbs. 13 1/2. 16 lbs. 14. 12 to 14 lbs. 14. picnic. 11. best boneless. 13 1/2. Shoulders. 10 1/2. Breakfast Bacon, boneless. 13 1/2. Dried beef, ham prices. 10 1/2. Long Clears, heavy. Briskets, medium. light. 11.

CANDIES, FRUITS and NUTS. The Putnam Candy Co. quotes as follows: STICK CANDY. Standard, per lb. Cases. Bbls. Pails. H. H. 6 1/2. 7 1/2. Twist. 6 1/2. 7 1/2. Boston Cream. 8 1/2. Cut Loaf. 8 1/2. Extra H. H. 8 1/2. MIXED CANDY. Bbls. Pails. Standard. 6. Leader. 7. Royal. 6 1/2. Nobby. 7. English Rock. 7. Conserves. 8. Broken Taffy. 8. Peanut Squares. 8. French Creams. 10. Valley Creams. 13. Midget, 30 lb. baskets. 8. Modern, 30 lb. 8. FANCY-In bulk. Pails. Lozenges, plain. 11. printed. 11. Chocolate Drops. 11 1/2. Chocolate Monumentals. 13. Gum Drops. 5 1/2. Moss Drops. 8. Sour Drops. 8 1/2. Imperials. 10. FANCY-In 5 lb. boxes. Per Box. Lemon Drops. 55. Sour Drops. 55. Peppermint Drops. 60. Chocolate Drops. 60. H. M. Chocolate Drops. 40. Gum Drops. 40. Licorice Drops. 1 00. A. B. Licorice Drops. 80. Lozenges, plain. 60. printed. 65. Imperials. 60. Mottos. 70. Cream Bar. 55. Molasses Bar. 55. Hand Made Creams. 85.

BULK. Scallops. 2 00. Shrimps. 1 25. PAPER & WOODENWARE. PAPER. Straw. 1 1/2. Rockford. 2. Rag sugar. 2 1/2. Hardware. 2 1/2. Bakers. 2 1/2. Dry Goods. 5. Jute Manila. 6. Red Express No. 1. 4 1/2. No. 2. 5. TWINES. 48 Cotton. 20. Cotton, No. 1. 17. No. 3. 13. Sea Island, assorted. 30. No. 5 Hemp. 15. No. 6. 15. WOODENWARE. Tubs, No. 1. 7 00. No. 2. 6 00. No. 3. 5 00. Pails, No. 1, three-hoop. 1 35. No. 1, three-hoop. 1 60. Clothespins, 5 gr. boxes. 40. Bowls, 11 inch. 80. 13. 1 00.

BASKETS, market. shipping bushel. 1 25. full hoop. 1 35. willow c/ths. No. 1. 6 25. No. 2. 7 50. No. 3. 8 50. splint. No. 1. 3 50. No. 2. 4 25. No. 3. 5 00. INDURATED WARE. Pails. 3 15. Tubs, No. 1. 13 50. Tubs, No. 2. 12 00. Tubs, No. 3. 10 50. POULTRY. Local dealers pay as follows: DRESSED. Fowl. 10. Turkeys. 11. Ducks. 10. Chicken. 10. LIVE. Live broilers 1 1/2 lbs. to 2 lbs. each, per doz. Live broilers less than 1-1 1/2 lbs. each, per doz. Spring Chickens. 18. Poultry. 7. Turkeys. 8. Spring Ducks. 15.

PLAIN Creams. 80. Decorated Creams. 1 00. String Rock. 65. Burnt Almonds. 1 00. Wintergreen Berries. 60. CARAMELS. No. 1, wrapped, 2 lb. boxes. 34. No. 1, 3. 51. No. 2, 2. 38. No. 3, 3. BANANAS. Small. 1 50. Medium. 2 00. Large. 2 50. ORANGES. California Riverside Seedlings. 3 75. LEMONS. Messina, choice 360. 4 50. fancy 360. 5 50. choice 300. 4 50. fancy 300. 6 00. OTHER FOREIGN FRUITS. Figs, fancy layers, 6 lb. 12 1/2. 10 lb. 12 1/2. extra. 14 lb. 14. 30 lb. 15. Dates, Fard, 10-lb. box. 7 1/2. 50-lb. 6 1/2. Persian, 50-lb. box. 4 1/2. NUTS. Almonds, Tarragona. 2 19. Ivaca. 2 18. California. 2 18 1/2. Brazil, new. 2 9. Filberts. 11 1/2. Walnuts, Grenoble. 13 1/2. Marbot. 11. Calif. 11. Table Nuts, fancy. 13 1/2. choice. 12. Pecans, Texas, H. P. 12. Coconuts, full sacks. 4 25. PEANUTS. Fancy, H. P., Suns. Roasted. 8. Fancy, H. P., Flags. Roasted. 8. Choice, H. P., Extras. Roasted. 8.

CROCKERY and GLASSWARE. FRUIT JARS. Pints. 6 50. Quarts. 7 00. Half Gallons. 9 00. Caps. 3 00. Rubbers. 50. LAMP BURNERS. No. 0 Sun. 45. No. 1. 50. No. 2. 75. Tubular. 75. LAMP CHIMNEYS. Per box. 6 doz. in box. No. 0 Sun. 1 80. No. 1. 1 90. No. 2. 2 90. First quality. No. 0 Sun, crimp top. 2 25. No. 1. 2 40. No. 2. 3 40. XXX Flint. No. 0 Sun, crimp top. 2 60. No. 1. 2 80. No. 2. 3 80. Pearl top. No. 1 Sun, wrapped and labeled. 3 70. No. 2. 4 70. No. 2 Hinge. 4 88. La Bastie. No. 1 Sun, plain bulb, per doz. 1 25. No. 2. 1 50. No. 1 crimp, per doz. 1 35. No. 2. 1 60. LAMP WICKS. No. 0, per gross. 23. No. 1. 28. No. 2. 38. No. 3. 75. Mammoth, per doz. 75. STONWARE-ARRON. Butter Crocks, 1 to 6 gal. 06. Jugs, 1/2 gal., per doz. 60. 1 to 4 gal., per gal. 07. Milk Pans, 1/2 gal., per doz. 60. 1. 72. STONWARE-BLACK GLAZED. Butter Crocks, 1 and 2 gal. 05. Milk Pans, 1/2 gal. 07. 1. 78.

**EXPECTED ACTION OF CONGRESS.**

The force of all the arguments I present ed last week in favor of applying to Congress for financial legislation, instead of throwing upon the Executive the responsibility of assuming doubtful and disputed powers, had evidently already been considered and recognized by President Cleveland, for before my contribution was in print he announced his intention to call an extra session of the national legislature at the beginning of September, or earlier if it should be necessary, to deal with financial measures. In the meanwhile, we are also assured on trustworthy authority, he will not permit the sale of bonds for gold, nor will he resort to any of the questionable expedients which, from time to time, his subordinates and others have suggested for the relief of the national Treasury.

The decision by the President removes all necessity of a further discussion of the meaning of existing statutes and of what may or may not be done under them. Having been enacted under other conditions than those which now prevail, it is manifestly proper that Congress should have the opportunity of reconsidering these statutes and of amending or repealing them before recourse is had to their provisions. Besides, the foolish talk about what the President might and ought to do in the present emergency without the sanction of law, can be suppressed only by public debate in the appropriate forum. A large number of citizens, it would seem, entertain the idea that our Chief Magistrate is a sort of Russian autocrat, and that his duty, instead of being that of administering the law as it is, is first to make law by his own ukase and then administer it.

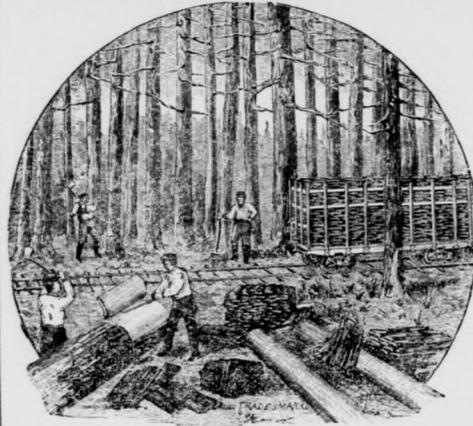
It seems to be agreed on all sides that the measure most urgently needed and the one most likely to be taken up by Congress in advance of all others is the repeal of the Sherman act. To the operation of this act is undoubtedly attributable much of the outflow of gold from the country which has been going on since the beginning of the year, and which is supposed to be the sole cause of the present stringency of the money market and all the financial ills resulting therefrom. The idea of replacing the gold which has been exported with a fresh supply obtained by the sale of bonds under the Resumption act has now, it appears, been definitely abandoned, notwithstanding the positive assertions made only a few weeks ago that the Secretary of the Treasury could and would obtain gold in this way, and notwithstanding the depletion of the reserve of gold in the Treasury far below the imaginary \$100,000,000 safety line, the passing of which, it is vehemently asserted, would surely lead to a frightful financial convulsion. Whether calm consideration has convinced the Secretary that his authority to sell bonds for gold is so doubtful that it would not be safe for him to attempt to exercise it, or whether he has been brought to see the folly of paying away millions of dollars in interest every year for a series of years upon bonds sold for gold which he could not keep one year, is immaterial. It is enough that he and the President both declare that bonds will not be sold, and that the only thing which the President specifically mentions for the consideration of Congress is "the merits of a financial policy which obliges us to purchase idle silver bullion with gold taken

from the reserve." This clearly indicates his wish for the repeal of the Sherman act, and, since it is not accompanied by any expression of desire for legislation authorizing the sale of bonds for gold, it shows his belief that the repeal will render such a sale unnecessary to the continued maintenance of gold payments.

Upon the other subjects affecting the financial affairs of the country to which I referred last week as demanding equally with the repeal of the Sherman act the attention of Congress and a definite expression of its purposes in regard to them, namely, the repeal of the tax on State bank circulation and the revision of the tariff, the President has as yet not declared himself. All that is known so far is that he intends to call Congress together by the middle of September or earlier, and to urge upon it the repeal of the Sherman act. Whether Congress will or will not repeal the act, and if it does repeal it, upon what terms it will do so and after how long a delay, remain unsettled. Before any other business can be undertaken the House of Representatives has to elect a Speaker, and the Speaker has to appoint the standing committees. This will consume time, and perhaps a good deal of time. Then it is uncertain whether the majority of the House favors repeal, or, if it does, whether it is strong enough to put down the resistance of the minority without making concessions which will very much impair the beneficial effect of the measure. Then, again, the action of the Senate cannot be predicted. All efforts thus far made to obtain in advance the views of enough members of either of the two Houses to forecast the result have failed to show a decisive majority for unconditional repeal, or even for a repeal with conditions. There may be a reversion to the old Bland-Allison act, and there may be a repeal of the prohibitory tax on State bank notes, and, for all we know to the contrary, there may be a bill passed for out-and-out free coinage.

Yet, notwithstanding this drawback, the mere announcement by the President that he intends to call Congress together, three months hence, and recommend it to repeal the Sherman act, has had a reassuring effect upon the public. It has quieted alarm and inspired cheerfulness, and, coming as it did after the first spasm of depression had spent its force, it has stimulated the usual reaction from despair to hope. Any great mental excitement speedily wears itself out. The inconstancy of lovers is notorious; violent anger quickly exhausts itself; the more intense any pleasure is the sooner it palls; and so, in business affairs, panics and extreme depressions are never of long duration. In the present case people are tired of expecting disasters, and are getting back to their usual state of mind. The President has given them something to think about and look forward to, and they forget to be frightened.

For anything like the speedy establishment on a stable basis of our financial system there does not seem to me to be much reason to hope. The delusion that an abundance of currency means an abundant supply of money to every one who wants it is still far too prevalent to permit of the putting upon paper issues of the restrictions which sound principle dictates. Our newspapers and periodi-

**MICHIGAN BARK AND LUMBER CO.**

18 and 19  
Widdicomb Building.

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

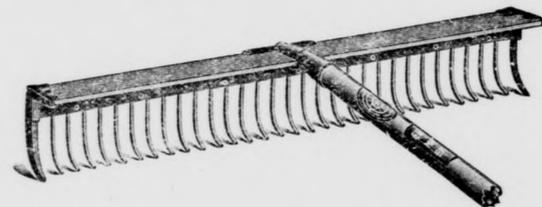
Correspondence  
Solicited.

**IT IS A COMMON SAYING**

THAT TO ALL THOSE WHO BUY A

**MARS TILTING OIL CAN,**

Cares will cease, pain will vanish and trouble flee away. These cans swing on a wrought iron standard and are easily managed, are cleanly, and avoid all lifting and the resultant danger of spilling oil. We carry the 5-gallon size made of galvanized iron.

**GIBBS & CANTON LAWN RAKES**

Do not tear the sod, clean the lawn thoroughly, and are so much better than iron or steel rakes for the purpose designed that they are not to be mentioned in the same breath. We carry a full line of Lawn Rakes. Will you write us for prices or send an order for any of the above articles.

**FOSTER-STEVENS**  
& CO.  
MONROE  
ST.

cals are full of articles complaining that there is not money enough in the country to meet the wants of trade. Senators, Representatives, and other public men continually make speeches inveighing against the fetters imposed upon industry by the scarcity of the circulating medium, while the staple argument of the free silver and bimetalist agitators consists of the assertion that all our business troubles proceed from the fall in prices produced by the diminishing supply of gold. Many of our otherwise sensible financiers assume that one of the essential requisites of a good currency is elasticity, by which they mean the capacity to expand and contract in volume according to circumstances, regardless of the fact that a currency once expanded is never voluntarily contracted, and that when in spite of the efforts made to maintain its volume it is contracted, the contraction produces disasters like that we are now experiencing. The same men who demand the repeal of the Sherman act because the notes issued under it have assisted to drive gold out of the country are willing to accept in its place legislation which would permit the issue of an unlimited amount of State bank notes, and thus displace gold to a far greater extent than the Sherman act does. The fundamental principles of finance, that an increase of the volume of currency reduces its value, and that currency of less value tends to drive out that of greater value, will have to be much more widely taught and accepted than they are at present before our legislators will act upon them. They must do what their constituents demand, and the demand is now, as it was during the prevalence of the greenback craze, for an abundant supply of circulating medium regardless of consequences.

Fortunately the country is rich enough and strong enough to endure without irreparable injury the severe but effectual process of learning wisdom by experience. In fact, our very success in resisting and overcoming the mischievous tendencies of bad financial and economical legislation delays our progress toward a true system. As a strong, healthy young man can for years defy the laws of health and the warnings of his physicians, and in his eating, drinking, and course of life can do with impunity many things which, according to precedent, ought to kill him, so we have been going on in financial matters disregarding the experience of other nations without as yet incurring the natural penalty of our sins. But this immunity cannot be expected to last forever. Sooner or later the laws of finance, like those of health, will vindicate themselves, and our people are intelligent enough, it may be presumed, to learn from results, at least, what they cannot be taught by warning and prophecy.

MATTHEW MARSHALL.

"Leaders" in Trade.

In the retail business nothing seems to have taken possession of the minds of merchants like the above word "leaders." Whether it be in the grocery, dry goods or boot and shoe business, each merchant thinks he must have a leader of some kind. Some merchants use cheap goods, some use a new article, some use remnants of different lines of goods, but each feels that he must be equal with his neighbor in this matter. Now if good judgment is used in selecting a leader

and in pushing it, it is indeed a benefit to the merchant; but in many cases it is no benefit to him at all, for he does not take the right article or does not use good judgment in pushing it. We know a merchant who thought he would be smart and put out a leader that would beat all of his neighbors. The story is as follows:

An agent for a soap manufacturing company was showing a very nice soap, put up in a package of three handsome cakes, and our man, who wanted a leader, bought five boxes, and when the soap came, placed an open box outside the door with a large card attached, with the price at just what it had cost. His two competitors over the way also bought five boxes each, but as the man who liked to have a leader put his soap out at cost, they very sensibly put theirs into the cellar, and patiently waited for their enterprising neighbor to thoroughly advise it before they offered theirs for sale.

This he did, for he soon sold out the five boxes, and when his customers asked for more of the soap, he was obliged to confess that he had sold it as a leader and that it ought to have sold for a much higher price than they had paid, and that he should not get any more of that soap. Imagine his surprise when, a few days later, the same soap appeared in the windows of his two competitors across the street at the price which he should have sold it for, and as many people had used the soap and recommended it to their friends, the two men who had held their soap soon had a lively trade on this one article and made their regular profit thereon.

We think it is not good policy to sell any article for cost or less. Each merchant should strive to hold his trade by honest, square dealing, and not by selling one article at cost and charging an extra profit on another to make it up. It is right to have a leader, to have many leaders which are well bought and which can be sold cheap and still leave a profit for the merchant; but never sell goods that are regular saleable goods at cost, or less, for the sake of having a leader. It can only end in doing harm to the merchant and in giving him the name of a swindler.

ROBERT W. ALLEN.

Finish the Trial Balance Early.

The first of the month brings a rush of work to every bookkeeper—books to be closed, statements to be sent, the trial balance to be taken off and innumerable other things, that seem to of themselves to select this particular moment in the bookkeeper's life as the time when they can both him the most. At this time, more than at any other, it is necessary to take advantage of every legitimate means to shorten the work.

The posting should always be kept up to date, and during the last day or two of the month any spare minutes that come may be utilized to post right up to the last entry. The statements should be started by the 20th of the preceding month, and be gone over again two or three days before the end of the month; while in the mean time the envelopes can be directed and stamped, care being taken to keep the piles of statements and envelopes in the same order, to avoid confusion and mistakes in mailing.

As soon as the last posting for the month is done the statements should be finished and mailed, and this will take but a short time. If statements are sent to every account the ledger will now be all added, ready for the trial balance, but if some accounts are omitted in sending statements, those accounts should be added before the last of the month, and after the statements are sent the items

posted after the account was first summed up should be added.

In taking off the trial balance it is quicker and safer to take off the total footing of each side of the account rather than subtract one side from the other and take the balance. By so doing the time necessary to make a large number of subtractions is saved, and it takes but little time to enter and add the extra figures in the trial balance—besides there is vastly more liability of making errors in a large number of subtractions than in the other way.

Still more time can be saved if the names of the accounts are left off the trial balance—simply putting the ledger folio of the first amount in each column at the head of the column, and using every line—this method saves the time spent in writing the names and in finding the names, to put the amount down on the same line—it condenses the balance, making fewer columns to add, as there are no blank lines that were saved for accounts that balance or for blank pages in the ledger. If it is necessary to find any amount the ledger folio of the first amount, which is put at the head of each column, will be sufficient base to work from, and any account can be found in the ledger inside of one minute. A trial balance with the names and folios of the accounts on it should be taken off whenever the books are balanced, but this can be done after the rush of the work is over, if the regular one is taken first.

All of the work should be done carefully and accurately, for in bookkeeping everything should be sacrificed to accuracy. Nowhere is the truth of the old saying that "Haste makes waste" more apparent than at the bookkeepers' desk, and if work is done hurriedly more time will be lost hunting for errors than it would take to do the work well in the first place. Remember, also, that more errors are made in taking off one trial balance in a hurry than are made on the books in several month's work.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 28, 1893.)

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



In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee Rys offers a route making the best time between Grand Rapids and Toledo.

Time Table in effect May 14, 1893.

VIA D., L. & N. R. Y.	
Lv. Grand Rapids at.....	7:10 a. m. and 1:25 p. m.
Ar. Toledo at.....	1:15 p. m. and 10:45 p. m.
VIA D., G. H. & M. R. Y.	
Lv. Grand Rapids at.....	6:50 a. m. and 3:25 p. m.
Ar. Toledo at.....	1:15 p. m. and 10:45 p. m.
Return connections equally as good.	
W. H. BENNETT, General Pass. Agent,	
Toledo, Ohio.	

DETROIT, LANSING & NORTHERN R. R.

JAN. 22, 1893

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

Lv. DETR. ....	7:45am	*1:30pm	6:05pm
Ar. G. R. ....	12:55pm	*5:25pm	10:30pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G. R. 7:20am	4:15pm	Ar. G. R. 11:50am	10:40pm
TO LOWELL VIA LOWELL & HASTINGS R. R.			
Lv. Grand Rapids.....	7:10am	1:25pm	5:40pm
Ar. from Lowell.....	12:55pm	5:25pm	.....

THROUGH CAR SERVICE.

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

Grand Rapids & Indiana.

Schedule in effect May 28, 1893.

TRAINS GOING NORTH.

For Traverse City and Saginaw	6:45 a m	7:20 a m
For Traverse City & Mackinaw	9:00 a m	1:10 p m
For Cadillac and Saginaw	2:20 p m	4:15 p m
For Potosky & Mackinaw	8:10 p m	10:30 p m
From Chicago and Kalamazoo	8:35 p m	.....

TRAINS GOING SOUTH.

For Cincinnati	6:30 a m	7:00 a m
For Kalamazoo and Chicago	11:50 a m	10:05 a m
For Fort Wayne and the East	11:50 a m	8:50 a m
For Cincinnati	5:15 p m	6:00 p m
For Kalamazoo & Chicago	10:40 p m	11:20 p m
From Saginaw	11:50 a m	.....
From Saginaw	10:40 p m	.....

Trains leaving south at 6:00 p m and 11:20 p m. runs daily; all other trains daily except Sunday.

SLEEPING & PARLOR CAR SERVICE.

7:20 a m train has Parlor Car to Traverse City.

1:10 p m train has parlor car Grand Rapids to Potosky and Mackinaw.

10:30 p m train—Sleeping car Grand Rapids to Potosky and Mackinaw.

SOUTH—7:00 a m train—Parlor chair car Grand Rapids to Cincinnati.

10:05 a m train—Wagner Parlor Car Grand Rapids to Chicago.

6:00 p m train—Wagner Sleeping Car Grand Rapids to Cincinnati.

11:20 p m train—Through Coach and Wagner Sleeping Car Grand Rapids to Chicago.

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

Lv Grand Rapids	10:05 a m	2:00 p m	11:20 p m
Ar Chicago	4:10 p m	9:10 p m	6:50 a m
3:10 p m train through Wagner Parlor Car.			
11:20 p m train daily, through Coach and Wagner Sleeping Car.			
Lv Chicago	7:55 a m	3:10 p m	10:10 p m
Ar Grand Rapids	2:20 p m	8:35 p m	6:45 a m
3:10 p m through Wagner Parlor Car. 10:10 p m train daily, through Coach and Wagner Sleeping Car.			

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave.	From Muskegon—Arrive
6:55 a m	10:00 a m
11:25 a m	4:40 p m
5:30 p m	9:05 p m

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

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

CHICAGO AND WEST MICHIGAN RY.

NOV. 30, 1892

GOING TO CHICAGO.

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

RETURNING FROM CHICAGO.

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

TO AND FROM BENTON HARBOR, AND ST JOSEPH

Lv. G. R. ....	8:50am	1:25pm	.....
Ar. G. R. ....	*6:10am	3:55pm	.....

TO AND FROM MUSKEGON.

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

TRAVERSE CITY MANISTEE & PETOSKEY.

Lv. G. R. ....	7:30am	5:35pm
Ar. Manistee.....	12:15pm	10:29pm
Ar. Traverse City.....	12:35pm	10:59pm
Ar. Charlevoix.....	2:55pm	.....
Ar. Petoskey.....	3:30pm	.....

THROUGH CAR SERVICE.

Wagner Parlor Cars Leave Grand Rapids 1:25 pm, leave Chicago 5:25 p m.

Wagner Sleepers—Leave Grand Rapids \*11:35 pm; leave Chicago \*11:15 p m.

Free Chair Car for Manistee 5:35 p m.

\*Every day. Other trains week days only.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Avs.

EASTWARD.

Trains Leave	+No. 14	+No. 16	+No. 18	+No. 82
G'd Rapids, Lv	6 45am	10 20am	3 25pm	11 00r m
Ionia.....Ar	7 40am	11 25am	4 27pm	12 42 m
St. Johns.....Ar	8 25am	12 17pm	5 20pm	2 00r m
Owosso.....Ar	9 00am	1 20pm	6 05pm	3 15am
E. Saginaw.....Ar	10 50am	3 45pm	8 00pm	6 40am
Bay City.....Ar	11 32am	4 35pm	8 37pm	7 15am
Flint.....Ar	10 05am	3 45pm	7 05pm	5 40am
Pl. Huron.....Ar	12 05pm	5 50pm	8 50pm	7 30am
Pontiac.....Ar	10 53am	3 05pm	8 25pm	5 37am
Detroit.....Ar	11 50am	4 05pm	9 25pm	7 00am

WESTWARD.

Trains Leave	*No. 81	+No. 11	+No. 13	+No. 15
G'd Rapids, Lv	7 00am	1 00pm	4 45pm	10 20pm
G'd Haven, Ar	8 25am	2 10pm	6 00pm	11 20pm
Milw'kee Str	.....	.....	6 20am	6 30am
Chicago Str	.....	.....	6 00am	.....

\*Daily. +Daily except Sunday

Trains arrive from the east, 6:35 a. m., 12:50 p. m., 4:45 p. m. and 10:00 a. m.

Trains arrive from the west, 6:40 a. m., 10:10 a. m., 3:15 p. m. and 9:45 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.

Westward—No. 81 Wagner Sleeper. No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car.

JAS. CAMPBELL, City Ticket Agent. 23 Monroe Street

## PEDDLERS ON THE RUN.

Their Operations Considerably Curtailed by the Council.

THE TRADESMAN is inclined to indulge in self-gratulation over the passage of the following resolution by the Common Council at its session on the 12th inst.:

*Resolved*, That His Honor the Mayor of the city of Grand Rapids be, and he is hereby requested to cause no more permits (so-called), or extensions of time of existing permits, to be hereafter issued to dealers in fruits and vegetables; and also, to grant no more licenses to that class of dealers for a less time than that fixed by the license schedule.

Ever since the passage of the license schedule, this journal has done its utmost to the end that practical results might follow from the Council's legislation. From its knowledge of the character of the people engaged in the fruit business, THE TRADESMAN was sure they would endeavor to evade the provisions of the license ordinance, and escape the payment of the license fee. And so it proved. At first they demurred at the amount of the fee, claiming that it was exorbitant. Then, as attempts were made to enforce payment, they grew frantic, and appealed to everybody who had any authority to help them out. They besieged the Mayor in his office, whining about their poverty, and bringing friends to testify to their pauperism, until life was made a burden to him, in their efforts to secure the privilege of selling without paying the license fee. In some instances they succeeded in convincing the Mayor of their inability to pay the fee and that the peddling business was their sole dependence for a livelihood. They were granted permits accordingly. The result was soon seen. Those who were willing and able to pay refused, because, they said, free permits were being granted to others in the same business. And so the city has received only \$20 from fruit peddlers' licenses when it ought to have received several hundred. This was neither a desirable nor profitable condition of affairs, and, without egotism, THE TRADESMAN claims the credit for removing the chief cause of the evil. In conversation with Mayor Stuart THE TRADESMAN asked His Honor how he would regard the passage by the Council of a resolution putting an end to the granting of free permits. The Mayor replied that he would most heartily favor the passage of such a resolution, as it would remove a prolific source of annoyance, and release him from a responsibility which was becoming more and more irksome every day. It was determined, upon the Mayor's expression of approval, that a resolution prohibiting the granting of any more permits should be introduced into the Council and, if possible, passed. The result of that determination is seen in the resolution which appears above, and which, for some time to come, at least, will stop the granting of permits.

THE TRADESMAN acknowledges the debt which the entire retail grocery trade of this city owes to Ald. O. A. Ball, head of the Ball-Barnhart-Putman Co. The fact that Ald. Ball introduced the resolution before the Council, accounts, in a large measure, for its passage, and shows the respect in which he is held by that body. This is but one of many instances of the consideration which the retail grocers have received from Mr.

Ball. Both in the Council and out of it, he has proved his willingness to advance, by every means in his power, the interests of the retail trade.

\* \* \*

THE TRADESMAN called on Mayor Stuart after the passage of the "no permit" resolution, and asked him what he thought of the situation. He replied that he was satisfied with the resolution, and that he should grant no more permits. At the same time, he wished to state that, in granting permits, he had but exercised a privilege which had been accorded to all his predecessors in office. As to most of those to whom permits had been granted, for years they had been allowed to sell without paying the license fee, being given permits every year for the full term. He (Mayor Stuart) had in no case given a permit for a year, but only for a short time. He thought that was a vast improvement over the system followed for so many years by his predecessors in office. He did not feel at liberty to say to these men that he would not give them a permit, but thought it best to allow them to sell without a license temporarily and at the same time give them to understand that a license must be taken out. As to the short term licenses, he believed he had the same right to issue a license for three months that he had to grant free permits; in fact, they were granted for the same reason and in the exercise of the same privilege. There was absolutely no reason to speak of a conflict of authority. The Council, in eliminating the short term clauses from the license schedule, had certainly laid down the general rule that no license should be issued for a shorter time than one year; but there was no rule without an exception, and he believed he was fully justified in issuing the two three months' licenses in question. There need be no further controversy on these points, however, as the resolution passed by the Council took the matter entirely out of his hands. He would endeavor to carry out its instructions, and in the future should refer all applicants for permits to the Council.

\* \* \*

There will be no more permits granted, that is certain; but, in the meantime, the fruit peddlers are not taking out licenses. As a consequence, several have been arrested, and the cases are now pending in the Police Court. The attorney for the defense, Jas. E. McBride, upon whose advice, in the first instance, the refusal to take out licenses was based, is confident that his clients cannot be convicted under the license ordinance. Because, in the first place, the fee is exorbitant, being out of all proportion to the profits of the business. In the second place, the amount of the fee makes it prohibitive and not regulative, and everybody knows that regulation and not prohibition is the purpose of license. "No, sir," said Mr. McBride, "you haven't a leg to stand on. There isn't a judge in the city who will convict under the circumstances. I know Judge Haggerty won't, because we have talked this matter over, and I know just how he feels about it. What if the case is appealed? It won't make any difference to us. Adsit and Grove both believe that a license fee for such a business should not exceed \$10. Why," exclaimed Mr. McBride, waxing eloquently indignant as he thought of the terrible wrong attempted to be committed upon his clients,

"don't you know that this whole business is nothing but a d—d anti-Semitic war, a dastardly attempt to drive the Russian Jews out of the country? That's what it is. It's un-American, sir. It's opposed to the constitution, sir. But it won't succeed; mark my words, sir"—pointing his index finger at THE TRADESMAN, who ought to have had the grace to quail before the stern demeanor of the champion of the dagos, "it won't succeed. It's an outrage that won't be tolerated in this country. It's just a scheme of the retail grocers," continued the attorney, flying off at a tangent, "who want the whole business to themselves. They are a lot of hogs, and I wouldn't buy even a banana from them for any consideration. I always buy from the peddlers. Why, some of them live in my houses and I don't want better tenants. Yes, sir,"—as THE TRADESMAN rose to go—"we'll beat you, and just remember that I told you so." THE TRADESMAN departed, wondering why Fame had played such a beggarly trick upon a man who cherished such lofty sentiments and was gifted with such masterly eloquence as to leave him in the obscurity which at present seems to enshroud him.

\* \* \*

The ordinance has been amended by the addition of two more sections which will increase very materially its effectiveness. They are as follows:

Sec. 8. No person or persons so licensed by the Mayor or Common Council of said city, shall sell, expose for sale, or offer for sale in any public market, or at any place within the limits of the city of Grand Rapids, any unclean, stale, rotten, fermented, nauseous or unwholesome vegetables, fruits, berries or other articles of food or provision by them sold under their license, or any unwholesome bread, cake or pastry, or any bread, cake or pastry manufactured in whole or in part from any unwholesome flour or meal.

Sec. 9. It shall be the duty of the health officer of said city to inspect all vegetables, fruits, berries, cakes, bread or pastry as shall be brought to him for inspection, or to which his attention shall have been called by any person or persons; and for the purpose of carrying out the provisions of this ordinance the said health officer shall have the power and it shall be his duty to enter in and upon the premises of any person or persons and detain any and all fruits, vegetables, berries, bread, cakes, or pastry and examine and see that the same are of good and wholesome quality.

It will be seen that the latter section provides for the inspection of fruits and vegetables. It was claimed that there was nothing to do under the ordinance, previous to the introduction of the amendments, but to issue the license, for which reason it was claimed that the fee, which was supposed to cover the cost of enforcement, was excessive. Though the amendment was not added for the purpose of providing a way to expend the money collected for fees, it will be acknowledged that, if the inspection clause is honestly and fully enforced, the fee will not only not be excessive, but will fall short of meeting the legitimate expense.

There was a general feeling among those who had any knowledge of the matter that the ordinance was defective in that it did not provide for the inspection of the fruits and vegetables offered for sale by peddlers. From the fact that their goods are constantly exposed to the heat and weather, it is impossible but that they must in a few hours deteriorate and become unfit for use. This will be more especially true in connection

with the softer fruits. Then, as a rule, an inferior quality of fruit is usually sold by this class of "traders." There is hardly anything more dangerous to health than the eating of diseased fruit and vegetables. These facts made inspection an imperative necessity. It was in response to this necessity that the amending clauses, providing for inspection, were added to the ordinance.

\* \* \*

In the meantime, those whose business it is are doing their utmost to enforce the ordinance. Assistant City Attorney Carroll is determined to punish violators, and is confident of securing convictions; the police force is active and vigilant, and it begins to look as if the end of the license muddle was not far off.

## BUY THE PENINSULAR Pants, Shirts, and Overalls

Once and You are our Customer  
for life.

### Stanton & Morey,

DETROIT, MICH.

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

Your Bank Account Solicited.

## Kent County Savings Bank, GRAND RAPIDS, MICH.

JNO. A. COVODE, Pres.  
HENRY IDEMA, Vice-Pres.  
J. A. S. VERDIER, Cashier.  
K. VAN HOP, Ass't C's'r.  
Transacts a General Banking Business.  
Interest Allowed on Time and Savings  
Deposits.

DIRECTORS:  
Jno. A. Covode, D. A. Blodgett, E. Crofton Fox,  
T. J. O'Brien, A. J. Bowne, Henry Idema,  
Jno. W. Blodgett, J. A. McKee, J. A. S. Verdier.

Deposits Exceed One Million Dollars.

## MICHIGAN Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN.

Established 1868.

## H. M. REYNOLDS & SON, WHOLESALE DEALERS IN

Building Papers,  
Carpet Linings,  
Asbestos Sheathing  
Asphalt Ready Roofing,  
Asphalt Roof Paints,  
Resin, Coal Tar,  
Roofing and Paving Pitch,  
Tarred Felt, Mineral Wool  
Elastic Roofing Cement,  
Car, Bridge and Roof Paints,  
and Oils.

## Practical Roofers

In Felt, Composition and Gravel,

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, Mich.

**PERKINS & HESS**  
DEALERS IN  
**Hides, Furs, Wool & Tallow,**

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

**VOIGT, HERPOLSHEIMER & CO.,**  
WHOLESALE

**Dry Goods, Carpets and Cloaks**

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

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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



SEE QUOTATIONS.

Muskegon Branch  
**UNITED STATES BAKING CO.,**  
Muskegon, Mich.

Originators of the Celebrated Cake, "MUSKEGON BRANCH."

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

Mail orders a specialty. HARRY FOX, Manager.

**Spring & Company,**

IMPORTERS AND WHOLESALE DEALERS IN

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

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

**Spring & Company.**

**-:BANANAS:-**

Large Bunches,  
Yellow Plump Fruit.

**PUTNAM CANDY CO.**

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



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

**THE YOST MFG. CO.,**  
TOLEDO, OHIO.

**F. J. DETTENTHALER,**  
WHOLESALE OYSTERS, FISH and GAME,

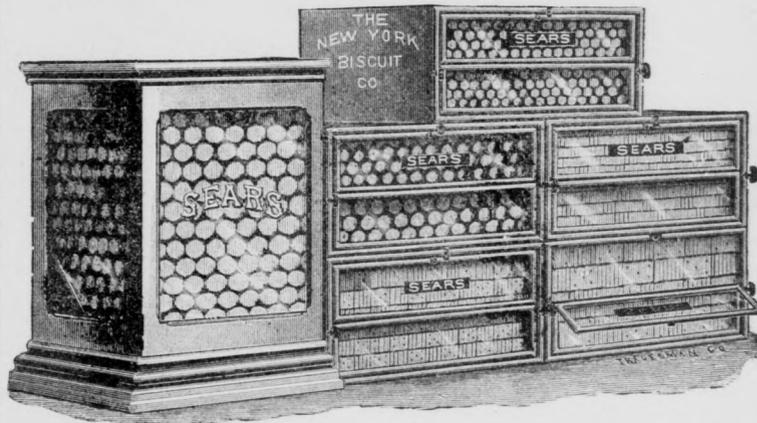
LIVE AND DRESSED POULTRY.

Consignments solicited. Chicago and Detroit market prices guaranteed.

117 Monroe St., Grand Rapids, Mich.

**Cracker Chests.**

**Glass Covers for Biscuits.**



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

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

**NEW NOVELTIES.**

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

**THE NEW YORK BISCUIT CO.,**

S. A. Sears, Mgr.

GRAND RAPIDS.

# H. LEONARD & SONS, 134 & 140 E. Fulton St., Grand Rapids, Michigan.

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 hand a good line of Seasonable Goods. It is Now the Season for Summer Goods, for which we are headquarters.



### STONE WATER FILTERS.

The water filters through a natural stone disc, which is easily kept clean. Every filter warranted to give perfect satisfaction.

List each.  
 No. 8..... \$1 50  
 No. 9..... 12 50  
 Class B subject to a discount.



## BEST CLOSE WOVEN HAMMOCKS.

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

No.	Per Doz.	No.	Per Doz.	No.	Per Doz.
No. 400 at.....	\$23 00	No. 800 at.....	\$44 00	No. 900 at.....	\$51 00
No. 401 at.....	27 00	No. 801 at.....	48 00	No. 901 at.....	54 00
No. 402 at.....	33 00	No. 802 at.....	55 00	No. 902 at.....	62 00

Class B subject to a discount.

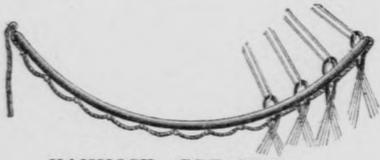


### NO. 3 IRON LAWN VASES.

We keep four sizes

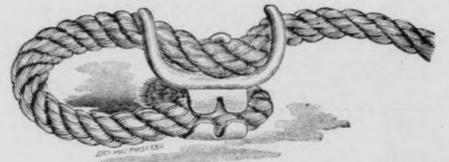
No.	Height	List each.
No. 1,	height 30 in.....	\$12 00
No. 3,	height 32 in.....	12 00
No. 4,	height 39 in.....	18 00
No. 9,	height 21 in.....	7 50

Class B subject to a discount.



### HAMMOCK SPREADERS.

List per doz.  
 Aurora (like cut)..... \$1 60  
 Peerless (with hooks)..... 1 60  
 Class B subject to a discount.



### HAMMOCK ROPES.

Per Doz.  
 Letter Rope (like cut)..... \$1 50  
 Anchor Rope..... 1 60  
 Class B subject to a discount.



### HAMMOCK HOOKS.

No. 98 Plate Hook with four screws..... \$1 40  
 No. 88 Screw Hook..... 1 30  
 No. 156 Hook, like cut..... 90  
 Class B subject to a discount.



## Every Boy Wants an Air Rifle

in the summer. How is your stock?

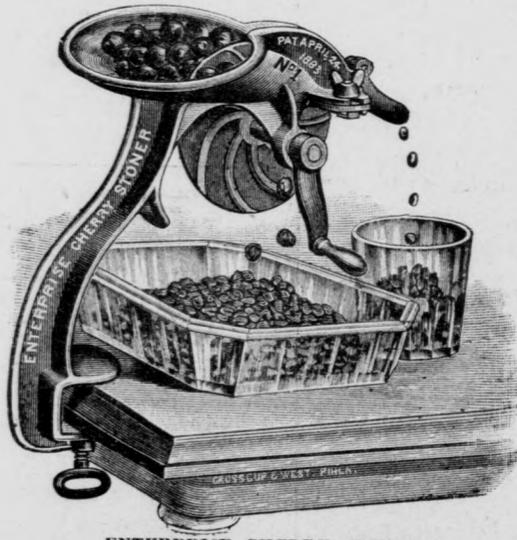
Model	Per Doz.
Markham Air Rifle.....	\$16 00
King Air Rifle.....	18 00
New Daisy Air Rifle (like cut).....	18 00
Columbia Air Rifle.....	21 00

These prices are subject to a good liberal discount, they come under Class B in our regular catalogue.



### FRUIT JARS, PACKED.

One dozen in a box.  
 NO BREAKAGE. SAVES PAPER.  
 NO STRAW. SAVES TIME.  
 NO DIRT. SAVES ROOM.  
 The Jars are made of the best Flint Crystal Glass. Write for quotation on Fruit Jars.



### ENTERPRISE CHERRY STONER.

The above cut illustrates our Enterprise Cherry Stoner which we particularly recommend to those desiring 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 improvement over others of this class.  
 Tinned finish, per dozen..... \$14 50  
 Same, japanned finished, per dozen..... 11 50  
 Class B subject to a discount.



### ESTHETIC WATER COOLERS.

Capacity	Assorted Colors	Charcoal Filled
2 gallon.....	\$2 90	6 gallon..... \$5 00
3 gallon.....	3 40	8 gallon..... 5 70
4 gallon.....	3 90	10 gallon..... 7 70

Class B subject to a discount.