

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 10.

GRAND RAPIDS, JUNE 28, 1893.

NO. 510

WE .: KEEP .: ALL .: SIZES RINDGE, KALMBACH & CO.,

—OF—

All Wool Bunting Flags.

Cotton Printed Bunting Flags.

Cotton (Yard Goods) Printed Bunting Flags.

FLAGS ON STICKS FROM NOS. 1 TO 12 AT LOW PRICES, AND PLAIN COLORS RED, WHITE AND BLUE, FOR DECORATION, IN 27 AND 36 INCH.

P. STEKETEE & SONS

SEEDS!

Everything in Seeds is kept by us—Clover, Timothy, Hungarian, Millet, Red Top, Blue Grass, Seed Corn, Rye, Barley, Peas, Beans, Etc.

If you have Beans to sell, send us samples, stating quantity, and we will try to trade with you.

We will sell Egg Cases and Egg Case Fillers. No. 1 Egg Case, complete (in lots of 10), 35c each. No. 1 Fillers, 10 sets in a No. 1 Case, \$1.25. No. 2 Fillers, 15 sets in a No. 1 Case, \$1.50.

W. T. LAMOREAUX CO., 128, 130 and 132 W. Bridge St., Grand Rapids, Mich.

SEEDS



MILLET, HUNGARIAN, BUCKWHEAT, SEED CORN, TURNIP SEED, RUTABAGA, MANGEL WURZEL, CARROT.

Write us when in want of anything in the line of Seeds. We carry the largest line, and are always prepared to fill orders on short notice.

ALFRED J. BROWN, Seedsman,
24 and 26 North Division Street, Grand Rapids, Mich.

FLAGS, FIREWORKS, FIRECRACKERS,

All the best makes at lowest prices. Send for catalogue and price list.

COMPLETE LINE OF 4TH OF JULY GOODS.
A. E. BROOKS & CO.,
46 Ottawa St., Grand Rapids, Mich.

Sugar is Advancing!

—THAT MEANS—

HIGHER PRICES FOR CONFECTIONERY.

Order in Round Lots Now.

PUTNAM CANDY CO.

Manufacturers and Wholesale

Dealers in

Boots, Shoes and Rubbers.

12, 14 and 16 Pearl Street.

Our Styles, Qualities and Prices are Right. Give us a trial.

We carry the best Tennis Shoes made.

Agents for the Boston Rubber Shoe Co.



MOSELEY BROS.,

JOBBERS OF

- SEEDS -

Clover, Timothy, Millet, Hungarian, Field Peas, Etc.

Green Vegetables, Oranges, Lemons, Bananas, and Fruits of all kinds

EGG CASE FILLERS, Ten sets No. 1, with Case, \$1.25.

26, 28, 30 and 32 Ottawa St., Grand Rapids, Mich.



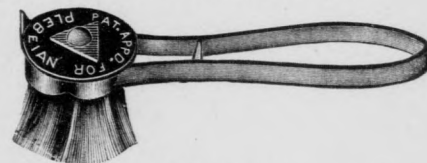
Grand Rapids Brush Co.,

Manufacturers of

BRUSHES

GRAND RAPIDS, MICH.

Our goods are sold by all Michigan Jobbing Houses.



CHAS. A. COYE,

Manufacturer of

AWNINGS AND TENTS

HORSE AND WAGON COVERS

Jobbers of Oiled Clothing and Cotton Ducks.

Send for Price List.

11 Pearl St., Grand Rapids, Mich.

TELFER SPICE COMPANY,

MANUFACTURERS OF

Spices and Baking Powder, and Jobbers of Teas, Coffees and Grocers' Sundries.

1 and 3 Pearl Street,

GRAND RAPIDS

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN.

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
PETOSKEY,

CADILLAC,
LUDINGTON.

HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

STOP AND CONSIDER

How you can obtain a Pack of A. DOUGHERTY'S
Celebrated World Renowned

PLAYING CARDS FREE!

If you want good, light, sweet Bread and Biscuits use

FERMENTUM THE ONLY RELIABLE COMPRESSED YEAST

SOLD BY ALL FIRST-CLASS GROCERS.

Save the Tin-Foil Wrappers and our White Diamond Labels, and when you have TWENTY-FIVE send them (or fifteen cents), to our agency and they will send you a full deck of "FERMENTUM" PLAYING CARDS.

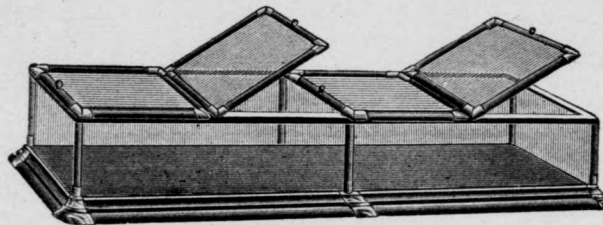
For Purity and Excellence FERMENTUM, the only reliable COMPRESSED YEAST is superseded by none. It is made from selected Corn, Rye and Malt. It does not contain any acids or chemicals to make it white, being sold in its natural state, the color of Rye. Try it, and you will always have good Bread. Follow directions. Ask for and insist upon having FERMENTUM, the only reliable COMPRESSED YEAST. Manufactured only by

THE RIVERDALE DISTILLERY,

THE OLDEST MANUFACTURERS IN THE WEST.

General Offices: 264 to 270 Kinzie St., Chicago Ill. Grand Rapids Agency: No. 106 Kent Street.

HEYMAN COMPANY,
Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

63 and 65 Canal St., Grand Rapids, Mich.

WRITE FOR PRICES.

AGENTS

FOR

BICYCLES



Can make money by buying some of the wheels we are offering at

Special Prices to clean up our stock—Many 1893 Model High and Medium Grade Wheels will be sold at less than Cost.

Agents wanted for the most complete line of Wheels in the State.

Repairing and changing wheels a specialty.

PERKINS & RICHMOND, 101 Ottawa Street.

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

Grand Rapids.



You only Chew the String when you read this advertisement. To Prove the Pudding, you must send for a sample order of Tradesman, Superior or Universal Coupon Books. If you have never used the Coupon Book System, and wish to investigate it, sample books and price list will be mailed free on application.

TRADESMAN COMPANY,

Grand Rapids, Mich.

MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, JUNE 28, 1893.

NO. 510

Harvey & Heystek,

THE LARGEST JOBBERS OF

Wall Paper

AND

Window Shades

IN THE STATE.

We Handle Goods Made by the National Wall Paper Co.

Our Prices are the Same as Manufacturers.

Send for Samples.

75 Monroe St.—Wholesale, 32, 34 and 36
Louis St., Grand Rapids, Mich.

COMMERCIAL CREDIT CO.

Successor to Cooper Commercial Agency and Union Credit Co.

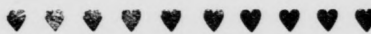
Commercial reports and current collections receive prompt and careful attention. Your patronage respectfully solicited.

Office, 65 Monroe St. Telephones 166 and 1030.
L. J. STEVENSON, C. A. CUMINGS,
C. E. BLOCK.

A. J. SHELLMAN, Scientific Optician, 65 Monroe St.



Eyes tested for spectacles free of cost with latest improved methods. Glasses in every style at moderate prices. Artificial human eyes of every color. Sign of big spectacles.



We are Fishing

FOR YOUR TRADE.

BLANK BOOKS Made to Order

AND KEPT IN STOCK.



Send for Samples of our new **Manifold City** Receipts, Telegrams and Tracers.

BARLOW BROTHERS
HAVE MOVED

To 5 and 7 Pearl St., Near the Bridge.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

Reference Books Issued quarterly. Collections attended to throughout United States and Canada

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdiecomb Bldg.

HENRY ROYCE, Supt.

THE Grand Rapids FIRE INS. CO.

PROMPT, CONSERVATIVE, SAFE.

T. STEWART WHITE, Pres't.

W. FRED MCBAIN, Sec'y.

BARLOW BRO'S BUILT BLANK BOOKS
WITH THE PHILA. PAT. FLAT OPENING BACK
SEND FOR PRICES GRAND RAPIDS, MICH.

CRAZY CATO'S LAWSUIT.

The court had but little to do on this long, drowsy summer afternoon, in a Mississippi town.

Outside, the heavy air seemed to have lulled all nature into the calm of a slumbering forgetfulness. The lazy cattle slept as they stood in sullen clusters beneath the overhanging oaks. The idle mules, hitched to every fence and tree in the courtyard, thankful that their masters were on the jury, and they were relieved from the hard week's work in the field, scarcely had energy to drive the swarming flies from off their scarry backs. Their masters lounged about in chatting groups or lay at full length on the sheltered grass, punctuating the serenity of the summer's evening with their contented snores. Above, a wheeling bird sailed in slothful indolence through the unflecked monotone of blue, and gazed with vacant eye on old Port Gibson as it appeared that sultry day in June, 1892.

Some miles to the west, too far for even a murmur of its busy life to ruffle these quiet shores, the mighty Mississippi rolls on in tranquil majesty, bearing its burdens of commerce and of sorrow southward to the sea.

Inside the courtroom the judge dozed on the bench, the lawyers dreamed at the bar, the jury nodded in their box. The half-awake sheriff alone disturbed their repose with an occasional deep-voiced "Order in court," which seemed more a sarcasm than a necessity. The genius of rest had blown her lotus breath over bench and bar, over court and council, for on this peculiar afternoon justice was indeed asleep. But the subtle enchantment fell away powerless from an aged negro, who sat next to the iron rail, and close as he could get to the drooping figure of the judge.

There he sat, bent with the weight of many years of servitude before the shackles broken from his almost unwilling limbs had laid the increasing cares of freedom more heavily upon him. Like some old time-worn horse, who being tenderly cared for in his strong and useful days, is turned to starve in a barren pasture when the frosts of winter come.

Resting his chin upon his knotted hickory stick, his eyes, small, round and with a watchful twinkle, took in every detail of the scene around him. Indeed, he seemed the only one in all that listless crowd who had any interest in the doubtful balance of rights and wrongs which was being sluggishly adjusted.

His droll little head, with its scanty crop of kinky gray wool, the bald place on top looking like an unfertile spot in the meadow, turned slowly from judge to jury, from sheriff to clerk, and from attorney to attorney, with an expression of alert expectancy that was in striking contrast with his surroundings. In a vacant chair beside him lay a number of maps and soiled legal papers, towards which his palsied hand wandered furtively now and then, as if to assure him-

self that his treasures were still within his reach.

A vagrant ray of sunshine traced its brilliant way through the dusty air, and seemed to rest with a peculiar kindliness upon his grizzled head, as if dear old Mother Nature, like a sympathetic woman, felt an increased tenderness for her troubled and afflicted child. For this poor ignorant child of nature was troubled and afflicted. A deeper glance into his restless eyes showed the light of reason burning with but a fading flicker at its almost deserted shrine, and that only a glimmer yet remained.

The court awakes with a guilty start; the machinery of the law moves on again; the twilight shadows chase the retreating sunshine over the western hills, and the sheriff announces "Court is adjourned till to-morrow morning, 9 o'clock."

Slowly, and with just the faintest expression of disappointment on his weather-wrinkled face, the old man gathered his maps, books and papers under his arm, and labored painfully out amongst the noisy crowd that trampled down the stone steps and into the yard.

"There," Uncle Cato explained, "my case warn't tried to-day, but its de fust case on the docket and sho try it early in de mornin'."

Then, perfectly happy and contented, he hobbled away towards the bayou and the tumble-down shanty that he called his home.

* * *

Nearly twenty-five years ago, "Old Uncle Cato," for he was old Cato Green even then, had been employed by the sheriff of the county to build a small house near the courtroom. For this work he was given a deed to about five acres of land near town that had been sold to the State for delinquent taxes. The ex-slave, now a landed proprietor, in all the pride of his new position, failed to take the proper steps to perfect his title, paid no taxes on the property, and in a few years the land was again sold, being bought by a Jewish merchant in the town. So the negro was put out of his little cabin, the labor of his own hands, and retired across the bayou to a sheltered nook on his old master's place, where, under the protection of an ancient moss-covered tree, he built a rickety shanty, which answered all of his simple needs.

Shortly afterwards Uncle Cato employed a young attorney to bring suit against the later owner, but for some reason this lawyer soon abandoned the case, and the rest of the darky's life was spent in a fruitless search for a lawyer who would take his case for him.

He had once been told that his was the next case on the docket, and on that he placed all the implicit faith of his feeble mind. To him there was ever need for hurry; each evening brought its disappointment, each morn its new-born hope. Never an hour in all that twenty years had missed him from his accustomed seat in court.

In his earnest quest for an advocate

the years flew by on silent wings until nearly a quarter of a century had been numbered with the past.

Change swiftly followed change; members of the county bar retired, died or moved to newer fields and strangers took their places. Each newcomer had in turn to look into Cato's lawsuit, and each in turn had abandoned it.

Then the news came one day that the judge had died, and another was appointed in his stead, so the old darky was radiant with the thought that 'de new jedge would gi' him jestic.' And with habitual humility he waited.

The time for holding court came, and with it the "new jedge," together with the usual retinue of lawyers, witnesses, jurors and idlers, court week always being something of a holiday, and the town full of country people. No one, however, noticed the old negro, stationed far in advance of the crowd that gathered to welcome the judge, and who scanned with eager eye every feature of this new Daniel come to sit in judgment on his case. And never did a blind muezzin call to prayers a more faithful suppliant than this simple African, who, with uncovered head and reverential awe, followed his prophet into the temple.

Early in the morning, long before any one else had come, Cato was already waiting in the little old-fashioned brick courthouse, with its quaint cupola and queer furnishings.

The busy scene below the windows had lost its usual charm for him this day. The court yard was divided into two separate pens, where traveling horse-traders drove their noisy bargains, buying, selling or swapping. In one of these pens a horse sold was supposed to be warranted as represented, and a certain degree of that honor usual among horse thieves was respected even here. But when a man rode his horse into that other inclosure and offered to sell or trade, it was an understood thing that nothing he said regarding the animal was to be relied on. Truth was here debarred, and whoever bought here was to buy strictly on his own judgment, and no questions were to be asked except the price.

At 9 o'clock the harsh, discordant bell rang the hour for meeting, and those of the crowd who had stopped outside to talk crops or swap horses came surging in. And a most strangely assorted crowd it was. The burly Irish railroad hand, the Italian peddler, the Chinese washee-washee man, the pure-blooded Choctaw Indian, the thick-lipped African and the sandy-haired native, all made such an incongruous assemblage as could only be seen on the first day of court week in one of the rural towns of Western Mississippi.

But foremost and busiest of all that throng was Cato, bustling around getting ready for a trial, for his case was "de berry nex' case on de docket, and be tried fust ting sho, jes as soon as cote meet."

The usual routine of organization done, the sheriff having duly cried, "Oyez,

yez, the honorable circuit court of Clai-borne county is now open according to law," the customary confusion, impaneling a jury, over, the judge commenced solemnly to call the cases for trial.

Cato was ready with his, but was pained and surprised that another case was called instead, so he edged his way humbly up to his honor and inquired if he had not made a mistake. Then he told the judge how he had waited for twenty years to get this case tried—twenty years this last gone cotton picking time—and now when it is the first case on the docket, wouldn't he try it, please.

The earnestness and pathos of the old Negro so impressed the judge, who was unacquainted with the story, that he examined the docket, and sure enough found that such a case had been passed by for many years, and was now without counsel to prosecute it. So, during the afternoon session, his honor took up the matter, appointed Lawyer Morton to represent Uncle Cato, and gave notice that he would try it the first thing the following morning.

Uncle Cato was now in a perfect turmoil of excitement, hurrying around looking up his witnesses, papers and deeds, laughing, talking and joking with his acquaintances.

About dusk that same evening he might have been seen lying down in a secluded fence corner, just off the dusty highway, showing his imaginary property to an old plantation friend, as black as himself.

The precious map was carefully spread on the grass before him, a brick on each corner, while his "deed papers" nestled close beside. At the edge of the map was his oracle, a dirty red book, faded pink, whose gaudy gold lettered title, "Every Man His Own Lawyer," was now almost undecipherable from age and wear. This book had been given him years and years ago by some one who was willing to humor his harmless fancy, and now no earthly inducement could take it from him.

"Look a heah, old nigger," he says, indicating a wavy line on the map, "You see dat crookety mark? Dat de bayou, runs right troo my lan; dars de house—dat ar cross mark; dars de tater patch; dars whar Lindy done buried, under dat big cottonwood tree what de littenin strike las fall. All dat's my lan. I done paid de lawyers in dis town forty seben dollars and six bits, sides de costs, and den dey all done lef me 'doubt gittin my lan. But de new jedge he say he gwine try dat case fust ting in de mornin', and I get my lan den sho. Heah dat, do you?" Then as Black Sam opens his eyes wider at the magnitude of the fee, and feels a much enlarged admiration for his opulent friend, old Cato pursues his monologue: "You see dis here book (the oracle in red); here's what it sez ebery man boun to had he lan what de map and title papers calls for, dars de berry place." And both their woolly heads are bent in rapt attention over the potent passage that neither can read. Yet each of these ebon frauds makes a bold show of imposing on the ignorance and credulity of the other, and each in secret respects the other more for being able to speak out and understand the hidden learning of the law.

Mumbling his satisfaction, Cato leaves Black Sam sitting on the fence and trudges on down the road to see the one

lone tenant on his place. This has been his monthly task for twenty years, calling on Crippled Joe, the fisherman, who lived in the cabin Cato had built. At each visit the ejected landlord would stop him at his fishing and warn him not to pay any more rent to Mr. Goldstein. Joe holds his pole at an angle of attention while Uncle Cato says: "Here I is, a workin' for my livin', asawin' wood and runnin' errands, and you is a livin' on my place and won't pay me no rent. Nebber min', I done kept count, and you got to pay all dat rent to-morrer when I gets my lan', sho." Then as he turns to go, "An', min' you, old nigger, you got to pay intrust, too, min' you, intrust." Crippled Joe nods a good-humored assent, lands an eel, and goes on fishing, while Cato disappears in the bushes.

When the earliest returning loafer walked up stairs into the court-room next morning there he found Old Cato, thoroughly alive to his importance as a landlord, "trying a case jes like white folks." Here, all alone in that deserted hall, he awaited the coming of his judges. By the time Judge Hardy came the room was filled with a laughing audience, eager for the fun of the trying of Crazy Cato's case to commence. When Lawyer Morton seated himself beside his client Cato could scarcely conceal his gratification at the goodly pile of law books he spread out on the table before him. The old dandy's meagre library, "Every Man His Own Lawyer," looked somewhat incomplete even to its owner's prejudiced eye beside the dazzling array that the man of learning had brought.

The judge ascended the bench, the jury took their places in the box, the sheriff called the witnesses—the trial was begun.

The plaintiff as a witness was not a success. All he could tell was "dat De sheriff gin me some papers bout dat lan in 1869; den I move on de place, me an Lindy—Lindy she dead now. Mr. Goldstein he came along and made we all get off, and we move across de bayou on ole marster's lan'." Even the cherished map was a failure, and where he got it from no one on earth knows.

Nor were the deeds any more satisfactory. Their owner could explain neither, but only said he was "sho' I live on dat land' bout fo' years." That was all his evidence.

Cato paid due attention to the reading of the long chain of conveyances under which Mr. Goldstein claimed the property, understood not a single word, looked wise and shook his head.

Then came a brief speech by each of the lawyers, and the jury retired to find a verdict.

It was not long before these twelve good men and true filed into court again, and, with a knowing wink at the bystanders, handed their verdict to the clerk: "We, the jury, find for the plaintiff, Uncle Cato, and direct that he be put in immediate possession of the land."

To them, and to the audience, it was a huge joke, but to the old negro life, death and sanity were all centered in those careless words.

Neither Uncle Cato nor the judge understood the low murmur which gathered strength in the distant corners, until it burst in a very roar of merriment from all parts of the room.

The sheriff restored order and the plaintiff turned with triumphant air to go.

Quick Sellers.

WHAT?

THE NEW FALL LINE

Manufactured by

SNEDICOR & HATHAWAY,

DETROIT, MICH.

All the Novelties in Lasts and Patterns.

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



KALAMAZOO PANT & OVERALL CO.

221 F. Main St., Kalamazoo, Mich.

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

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



I KEEP COOL
inside, outside, and all the way through,
by drinking
HIRES' Root Beer
This great Temperance drink;
is as healthful, as it is pleasant. Try it.



DODGE

Independence Wood Split Pulley

THE LIGHTEST!
THE STRONGEST!
THE BEST!

HESTER MACHINERY CO.,

45 So. Division St., GRAND RAPIDS

ANOTHER DROP!

Genuine Peninsular Fasteners, in lots of 10
Gt. Gross..... 70c
Genuine Peninsular Fasteners, single Gt.
Gross..... 75c
Heaton Fasteners same as above.

PRICE IN LOTS OF 100 GT. GROSS QUOTED
ON APPLICATION.

Elliott Wire 5 Cents Less Than
Peninsular Fasteners.

HIRTH, KRAUSE & CO.

T. H. NEVIN CO.'S

Swiss Villa Mixed Paints

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.

Hazeltine & Perkins Drug Co.,

STATE AGENTS

GRAND RAPIDS, MICH.

How to Keep a Store.

By Samuel H. Terry. A book of 400 pages
written from the experience and observation of
an old merchant. It treats of Selection of Busi-
ness. Location. Buying, Selling, Credit, Adver-
tising. Account Keeping, Partnerships, etc. Of
great interest to every one in trade. \$1.50.

THE TRADESMAN CO., Ag'ts.
Grand Rapids, Mich.

HEROLD-BERTSCH SHOE CO.,

WHOLESALE

BOOTS and SHOES,

5 and 7 Pearl St.,

GRAND RAPIDS, MICH.

All the leading styles in fine and medi-
um goods, made from the most select
stock.

Orders by mail given prompt attention.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.

GEO. W. GAY, Vice-President.

WM. H. ANDERSON, Cashier.

JNO. A. SEYMOUR, Ass't Cashier.

Capital, \$300,000.

DIRECTORS.

D. A. Blodgett. Geo. W. Gay. S. M. Lemon.
C. Bertsch. A. J. Bowne. G. K. Johnson.
Wm. H. Anderson. Wm. Sears. A. D. Rathbone
John Widdicombe. N. A. Fletcher.

The astonished judge stopped him and announced that he would set that verdict aside and enter judgment for the defendant, Goldstein. "What's dat, Marse Morton?" he asked anxiously. "The judge says the verdict was wrong and you must not have the land." "Oh, Marse Morton, he ain't a-gwine to do me dat way, is he?" "Yes, Cato, I am afraid he will. Now you must let the land alone, and I can't help you any more; the judge gives it to Mr. Goldstein."

Now, for the first time in all those long, weary years, the faith that had known no doubting wavered, trembled and fell, and in that fall was carried away the last remnant of Cato's shattered reason.

Even then there was never a spark of resentment in his great disappointment; the habits of slavery and of poverty had taught him to suffer and be still, to endure and make no complaint. Slowly he unrolled his priceless map, title deeds and useless library, picked up his familiar stick and turned to leave the room. Involuntarily the crowd that had come to jeer at "Crazy Cato" parted almost respectfully for him to pass out, to bury his weight of sorrow in the oblivion of his humble home by the banks of bayou Pierre.

The jesting tongue is silent, the railing lip is dumb, and scorn stands with uncovered head before him whom God had laid his chastening hand upon. And so it was through a hushed and noiseless throng that the simple negro made his way, as turning his back on this tribunal of human justice, he sought with uncertain step the solitude of his lowly cabin and the companionship of his own distorted thoughts.

The earliest forerunners of the coming night were just beginning to steal from their hiding places, like truant children when the school is done, as a tottering and pathetic figure moved amongst them. Half hesitatingly he went along the lonely streets and towards the little belt of woods that fringe the edge of bayou Pierre. The houses on each side grew fewer and fewer, the distances between them greater and greater, until the old man stood alone on the outskirts of the village and looked back upon it, the ragged specter of his departed hope.

With a few incoherent words he turned again and walked along the path that led through a neglected field where burrs grew rank and the morning glory bloomed in flowery triumph from the top of each crumbling stalk of last year's corn. But a few yards further on he came to the carefully fastened gate, that seemed to laugh at the many broken down panels of faltering fence, which offered an unobstructed entrance to each passerby. To the lord of this blasted inheritance, though, the gentle mockery of this was lost, for he patiently undid the ropes that bound the gate, passed in and secured it again with painstaking precision before he crossed the threshold of his primitive abode.

And yet he was not unwelcomed. Since his first appearance on the crest of a distant hill, a gaunt, long-eared, yellow hound, whose sunken sides told of many missing meals, had stood watching by the door. Any mere childish manifestation of affection was so beneath the dignity of this decrepit pair, that it was only a glance and the slightest

twitch of his tailless stump that bade his master welcome.

During the earlier hours of the night the watching stars could see a softly swaying form, sitting in front of the log hut, in one of those split hickory chairs that every plantation hand knows so well how to make.

Gently crooning to himself the cotton-picking songs of days gone by, he listened to the tremulous cry of the screech owl, which, sounding from a neighboring tree, served only to emphasize the death-like hush succeeding it, for darkness, linked with silence, had almost stilled the throbbing pulse of June.

Other forms were near him, but he saw them not; other voices sang, though his leaden ears unheard; other hands touched his, but he knew it not—for into those dull, unhearing ears the voice that stilled the Gallilean storms had spoken, "Peace, it is I."

And with that whisper, "Peace be still," his unshackled spirit set sail upon that shoreless sea of mystery from whence no echo e'er returns.

The Nazarene had come, his search was ended, his Advocate was found.

When day dawned, clear and cool, his neighbors found him, still sitting in the old creaking chair, his weary face wearing a smile of ineffable happiness, as if the parting soul had paused a moment in its flight to plant a loving kiss upon its old companion's lips. His body yet sat in the plain arm chair, a worn out garment, whose usefulness was done; the faithful hound still kept patient watch o'er the fallen maps. But the freed soul of Cato Green had appealed his case to that higher court, where there are no technical rules, no delays of justice and no perjured witnesses, and now, before the bar of God, his humble faith had won for him his heritage in that Eternal City that knows no end.

HARRIS DICKSON.

The Trials of a Commercial Traveler.

"Mine is a business which calls for an unlimited amount of imagination," said Burg Zeis, a Harvard graduate, who represents a large Boston silk and underclothing house. "As soon as April makes its appearance I start out on the road with my grips full of heavy winter clothing, and this I sell all through the dog days. Mopping the perspiration off my classic brow, I hold up to the gaze of my customers extra heavy garments and point out how perfectly they will protect his customers from the severe weather of the coming winter, for which we all long just then as a measure of relief from the semi-sunstroke and actual melting away. The heat keeps pace with my eloquence as to the dangers of cold, and when September arrives with the first indication that the sun has begun to get the worst of it in its annual prize fight with every living thing, I go out again with the lightest of fabrics and the gauziest of underwear. These I sell all winter, and as I knock the snow off my shoes and shake more of it off my overcoat, I dilate on the comfort of wearing net underclothing and stockings through which the mildest of breezes can penetrate. A traveling man's lot is a mixture of the sublime and the ridiculous, and I certainly get full measure of the latter. The only thing I regret about is that I can't reconcile my duty to my principles with the divine maxim about not taking thought for the morrow."

How to Cure the Poisoning by Ivy.

When you go into the country this summer don't "monkey" with all the pretty plants you may find along the wayside. Especially avoid a twining, beautiful, three-leaved plant you may find growing around the base of trees, stone walls, and old fences. An attractive plant, just the kind of glossy glitter to its bright green leaves as impels one to "just take a little of it home" with you. Don't do it, unless you are one of those few that may with impunity handle *Rhus tox.* That's the botanical name of the plant, that, familiarly known as poison ivy, has caused so much suffering to many.

The writer has suffered, and on many occasions has struggled for its cure by means of neighborly suggestions, by doctor's efforts, potions, lotions, harrowing days of dread and itch. Does it itch? Yes; you'll know when you've fooled with *Rhus tox.* by a strange itch. It's different from any other itch. You scratch it, and it seems as though you had conquered the irritation; it fooled you. You look for a cause, and find none. The skin is normal, no blemish shows, but it itches again. When you are warm and comfortably asleep, you will be awakened up scratching that same spot. You "could dig it out with your nails." You can't do it. That's *Rhus tox.* poisoning.

Soon a small, insignificant swelling lumps up where the itch is; then it begins to look watery underneath the skin, but it itches none the less, rather more. You scratch through the skin, the water underneath is released, and the nails and fingers carry the watery poison to fresh spots; possibly to the face, the ears, the body. The same tedious itching, scratching is multiplied. You are now a case for sympathy. Without means of cure, your existence is a realized sheol. I propose, now that you understand the cause and the symptoms, to tell you of the cure. It is simple, it is effective. Procure from the drug or other stores where they are sold a small bottle of little sugar pills, labeled "*Rhus tox.*" A "hair of the dog that bit you" will cure you. Take six of the little pills at one dose, four doses the first day—morning, noon, evening, and bed time. The next day the itching will be mollified a degree. The second and third day take three doses of six pills each dose. You will, by this time, be so free from irritation that you may carelessly take a few pills until nature heals up the sores. So soon as the healing begins, be very chary of taking many of the pills, as they will, in excess of requirement, produce an intolerable, though harmless, itching over the whole body.

The writer, poisoned on an average four to six times a year, finds this remedy a permanent check on the first appearance of poisoning symptoms.

Valuable Advice.

Every one should know by this time that it is dangerous to ask a doctor's or a lawyer's advice, even in the most casual and public manner, unless one expects to pay him for it. There is a well authenticated story of a man in New York who chanced to remark to a celebrated physician once:

"Doctor, have you any sure means of preventing seasickness?"

"Certainly," said the doctor.

"What is it?"

"Stay on shore," said the physician, and sent the man his bill.

Another gentleman, who was a valetudinarian, met a doctor of his acquaintance on the street one day.

"Doctor," said he, "I'm glad I met you. Do you know, I'm so weak that the least bit of walking on these pavements tires me all out. What do you think I'd better take?"

"A horse-car, I guess," said the doctor, crustily. And he, too, sent in a little memorandum of the amount due for this wise prescription.

Unlike the Dutch Process

No Alkalies

—OR—

Other Chemicals

are used in the preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure and soluble.

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

W. BAKER & CO., Dorchester, Mass.

Talking through his Hat
This refers to
The Man who says:
You can't afford to give
Premiums for cash TRADE!
To learn the other side of the STORY
Send for
The "TRADE WINNER"
To the
NATIONAL BOOK AND PICTURE CO.
167-169 FIFTH AVE. CHICAGO.

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.

F. H. WHITE,

Manufacturers' agent and jobber of

PAPER AND WOODENWARE,

125 Court St., Grand Rapids, Mich.

AMONG THE TRADE.

AROUND THE STATE.

Hart—W. H. Fuller succeeds Fuller & Fuller in the meat business.

Coldwater—F. P. Alwine has sold his grocery business to Cora Mixall.

Sturgis—J. D. Prideaux has sold his grocery stock to C. L. Thompson.

Ridgeway—Chas. Culbertson will retire from the stationery business July 1.

Hillsdale—Barrows & Howe succeed Barrows & Thompson in the grocery business.

Hancock—S. Juntilla & Co. succeed Juntilla & Wayrynen in the grocery business.

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

Ishpeming—Covio & Bourboniere, meat dealers, have dissolved, Jos. Covio continuing the business.

Saginaw—Jackson & Church will succeed J. L. Jackson July 3 in the foundry and machine business.

Northville—Carpenter & Johnson succeed Geo. E. Waterman & Co. in the hardware business.

Escanaba—Peter Jordan, dealer in general trade and cedar ties, has removed from Big River to this place.

Moline—A. Allen, of Wayland, has purchased the meat market of A. Modruff and embarked in the meat business here.

Miller—G. V. Snyder has sold his general stock to Wallace Taylor, who will continue the business at the same location.

Holloway—H. H. Osgood has sold his general stock to Ruthfuss & Brown, who will continue the business at the same location.

Traverse City—L. E. Swan has sold his grocery and meat business to Geo. H. Rainouard, formerly engaged in general trade at Bridgeton.

South Arm—J. R. Vance has removed his general stock from Afton to this place, occupying the new store building he erected for that purpose.

Nashville—Truman & Banks, general dealers, have leased the Aylesworth building and will occupy it about Aug. 1 with a line of clothing and men's furnishing goods.

Cadillac—C. H. LaBar has retired from the firm of LaBar & Cornwell, thus severing a partnership which has existed twenty-four years. The flouring mill and merchandising business will be continued by Jacob, Monroe J., Willis J. and Frank E. Cornwell under the firm name of J. Cornwell & Sons.

Alpena—The extension of the Alger road north into Presque Isle county is being pushed, about eight miles being already graded. The company is short of men, although offering \$26 a month and board. Labor has seldom been in better demand in this section of Michigan for mill and woods work, and wages are good. One feature, too, of interest to labor, is that the man who works for a lumber firm is not only sure of his pay, but the board furnished is first class.

MANUFACTURING MATTERS.

Reed City—Wenzel Bros. have just finished extensive improvements to their shingle mill, including a self-feeder, new trams, and new shingle sheds.

Saginaw—Rust Bros. & Co. have sold the entire cut of their sawmill for the season, about 16,000,000 feet. The price is not known, but it is fully up to the market.

West Bay City—The contracts for the Ross, Bradley & Co. buildings have been let, and the work of construction will now proceed without interruption. The firm has some large contracts and hopes to have the new plant in full operation in ninety days.

Bay City—Bousefield & Co. have had 100 cars constructed for carrying staves and headings which is run into their dry kiln. The firm is doing a very large business and hard times seem to have passed them by without the formality of an introduction.

Au Sable—The H. M. Loud & Son's Lumber Co., which purchased the Potts mill and railroad, shut down the mill last week, and it may remain idle the rest of the season. The Loud mill is running full force. This company has over 1,000 men in its employ, of which 200 are on the railroad.

Alpena—During May there was manufactured at the factory of George N. Fletcher & Sons 844,999 pounds of paper pulp, and the amount shipped during the same time was 438,956 pounds. There is an unlimited supply of timber suitable for manufacture into paper pulp in this section of the State.

Saginaw—Col. A. T. Bliss broke two camps near Coleman last week: until cooler weather, as he is receiving Canada logs and has a sufficient quantity coming in by rail to keep the mills in which he is concerned going. His planing mill at Carrollton is also running full force. He says the logs which came from Canada are opening nicely and are as good as Michigan stock that he sold a few weeks ago at \$21 log run.

Bay City—The work of erecting a new shingle mill on the site of J. R. Hall's mill which was burned several months ago, is being pushed. The building will be 100 feet long, 36 feet wide and three stories high. The machinery will consist of three new band saws of Mr. Hall's invention, drag saw, sapper, etc. The mill will have a capacity of 125,000 shingles a day. The boiler house will be 32x73 feet with a fourteen-foot alley between it and the main mill building. It is expected the mill will be ready to begin cutting shingles in about fifty days.

Saginaw—E. Germain has begun the rebuilding of his plant, a great portion of which was destroyed by the conflagration in this city on May 20. A most gratifying fact is that Mr. Germain will rebuild on a much more extensive scale than before, with many decided improvements. A number of comfortable homes for the heads of the various departments and other employees will also be erected. The plant covers thirty-eight acres. He has already started operations in his ripping mill, the planers and machinery being in position. He expects to have the new planing mill in operation in thirty days and the entire plant in motion in 90 days.

Married Men Preferred.

Grocer (to young man who has applied for a position): Are you a married man? Applicant: No, sir. I am not married.

Grocer: Then you will not do. I prefer to employ married men. They are not in such an all-fired hurry to knock off work in the evenings. They have got through courting.

Weekly Report from Secretary Mills.

GRAND RAPIDS, June 26—Certificates of membership have been issued to the following new members for the week ending June 24:

3236 F. A. Scutt, West Bay City.
3237 Wm. G. Tapert, Bay City.
3238 Fred L. Drury, Coldwater.
3239 W. E. Larkin, Bay City.
3240 Henry D. Boroff, Dayton, Ohio.
3241 Edwin D. Shader, Caro.
3242 Rich H. Sheldon, Port Huron.
3243 Morris E. Lynde, Defiance, Ohio.
3244 Morris R. Fuller, Toledo.
3245 Wm. H. Marvin, Utica, N. Y.
3246 M. C. Kelly, Flint.
3247 Chas. H. Laflamboy, McBride's.
3248 R. A. Heimburger, Detroit.
3249 Fred G. Hubbard, Detroit.
3250 Jas. A. Fisher, Marlette.
3251 Grant S. Rutherford, Alpena.
3252 Frank L. Roberts, Manton.
3253 F. W. Metzger, Granger.
3254 H. G. Obenauer, Bay City.
3255 A. L. Field, Lansing.
3256 Wm. J. Hubbard, Detroit.
3257 Sanford J. Lander, Jonesville.
3258 John R. Buehler, Detroit.
3259 Charles D. Hays, Milwaukee.
3260 W. H. Keefer, Chicago.
3261 Oliver M. Hill, Lansing.
3262 Geo. C. Bunnell, Grand Rapids.

Assessments Nos. 4 and 5 for 1893 have been mailed to every member, and a circular letter from President Jones has been enclosed, to which I desire to call your special attention.

Members will please bear in mind that all applications for membership must be accepted by the President, Chairman Board of Directors and Secretary before the certificate of membership can be issued, necessitating a delay of from ten to fifteen days.

Very truly yours,
L. M. MILLS, Sec'y.

The Grocery Market.

Sugar—The London market on raw sugars has declined $\frac{1}{8}$ c, owing to the anxiety of speculators to realize on their holdings. Refined sugars are unchanged and firm, with indications of a general marking up to come when the demand warrants. It is evident that dealers generally are determined to reduce stocks to actual requirements and the invisible supply is becoming rapidly reduced. There has been a marked improvement in the demands during the past week, and there are indications of a large consumption and consequently large demand during the balance of the season. The financial situation insures a steady distribution, as the continued scarcity of money prohibits anything bordering on speculation.

Oranges—The price is slowly moving upward, caused both by scarcity and the poor keeping quality of the fruit.

Lemons—What is true of oranges is true also of lemons, although not to the same extent. They are harder and will bear more. The tendency of the market is upward.

Bananas—Are the most unsatisfactory fruit on the market. The price is unsettled and the tendency appears to be upward.

They Tear Their Money.

A very primitive way of making change is customary in Bolivia, where there is a great deal of paper money of small denominations in circulation. When anybody is short of change he just tears a bill in two, or four, as the case may be, and makes his payment with the fragments. The banks have been in the habit of receiving these pieces of money at their fragmentary value, and a great deal of trouble has been occasioned by it. The Government has been taking steps to stop this mutilation of the currency, and has issued a notice to the banks and to the public that all such fragments of currency will be redeemed up to June 30, and that after that date they will no longer be a legal tender.

From Out of Town.

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

F. W. Pollock, Sand Lake.
Wm. A. Lovelace, Lilley.
O. P. DeWitt, St. Johns.
G. Hirschberg, Bailey.
A. S. Frey, Lakeview.
Spring & Company, Cedar Springs.

Kept in Practice.

According to the *Shoe and Leather Reporter*, a convict in a certain penitentiary, whose crime was dishonesty, is compelled to spend his days cutting out pieces of pasteboard to be put between the outer and inner soles of shoes, which will be sold as made of solid leather.

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.

WANTED—A GOOD PHYSICIAN AND SURGEON to locate at Manistee, Mich. Good opening. Enquire of J. Hanselman, Manistee. 744

FOR SALE—SECOND-HAND STORE ELEVATOR, cheap, or will exchange for horse, carriage or anything I can use. W. F. Taylor, Mt. Pleasant. 743

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 \$1.00 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. 63, 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 failing eyesight. For information inquire of Chas. Sharrott, corner Parsons and Edwards streets, Kalamazoo, Mich. 734

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

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

FOR SALE 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.

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.

M. Van Westenbrugge has opened a grocery store at 817 East Fulton street. The Lemon & Wheeler Company furnished the stock.

Peter Volkers has sold his grocery stock at the corner of Diamond and Grove streets to John Hudson, who formerly conducted a grocery store in the same locality several years ago.

Montgomery & Gauley, manufacturers of friction sets, have removed from the building formerly used as a steel wire nail factory to the former location of the Colby wagon factory, corner South Front and West Fulton streets.

The open meeting of the Grand Rapids Retail Grocers' Association, last Monday evening, was not as fully attended as was expected, owing to the oppressive heat, which prevented many from attending. The programme was carried out substantially as published, including brief addresses by President Elliott, Frank Jewell and Daniel Abbott.

Judge Haggerty informs THE TRADESMAN that the assertion of James E. McBride to the effect that he had talked with the attorney and that the attorney knew his opinion on the peddling cases now pending in Police Court, is false. All he had said had been said in open court, and was a matter of record which all might read. While he might have his own opinion, yet his opinion would have nothing to do with the verdict, which would be according to the law and the evidence. Even if he had talked the matter over with McBride, as that gentleman alleged, it would be a most flagrant breach of confidence for him (McBride) to repeat what had been said.

Gripsack Brigade.

W. K. Walker, traveling representative for Parke, Davis & Co., of Detroit, was in town over Sunday.

Milton Kerns and Albert J. Love put in the day on Black Lake last Thursday and caught sixty-eight black bass, ranging in weight from one to three pounds. Denizens at Macatawa Park claim that this is the finest catch of the season, but in all probability the actual number and the real weight of the catch will be doubled by the time Kern gets back to Pittsburg.

Milton Kerns was born at Murraysville, Pa., March 6, 1848, where he remained until 14 years of age, when he removed to Pittsburg, where he took a position as errand boy in a cigar store at a salary of \$3 per week. He subsequently entered the employ of a book store as clerk, and at the end of two years was promoted to the position of book-keeper, which he occupied five years. In 1871 he went on the road for the L. H. Smith Woodenware Co., covering the territory adjacent to Pittsburg. In 1884 he entered the employ of Dilworth Bros., cigar manufacturers, traveling in the vicinity of Pittsburg. He has enlarged his territory from year to year until he now covers fourteen states, visiting all the large cities from Maine to Missouri. Mr. Kerns was married Nov. 3, 1872, to Miss Maggie Charles, of Pittsburg, the union having been blessed with three daughters, ranging from 8 to 20 years, and a son of 17 years. The family reside in a handsome country home, with roomy grounds, located near

Bellevue, a beautiful suburb of Pittsburg. Mr. Kerns has achieved the success he has acquired on the road largely through geniality and genuine good nature. He belongs to no secret order whatever, having but one hobby—fishing—and scorns to resort to the tricks and schemes sometimes taken advantage of by salesmen to augment their sales. He is always a welcome visitor, because he never forgets that he is a gentleman and never presses his customers so strongly for business that they are not glad to see him on the next trip.

GOTHAM GOSSIP.

News from the Metropolis—Index of the Markets.

Special Correspondence.

NEW YORK, June 24.—We are up one day and down the next. For awhile everything seems to go on swimmingly, then comes such an announcement as that of the failure of the old coffee house of Henry Sheldon & Co., Thursday. For forty years their name has been synonymous with all that is safe and honorable in business, and it seems doubly hard on this account that Mr. Sheldon should now see everything swept away. It is a sad and disgraceful story told of the cause of the failure, precipitated by the dissipation of one of the sons of Mr. Sheldon. While the liabilities are over \$300,000, the assets are far from sufficient to cover them, and the business, Mr. S. says, will not be resumed. Where will the present trouble end? Every business house is practicing the most rigid economies, and we hear of the discharge of many salesmen and other employees. Slight relief is felt by the announcement that the Government will put about \$7,000,000 in circulation before it is really due, but will this check the tide of disaster altogether? There is an impression prevailing among many of our people that the President will have to call Congress together before the time stated in his recent announcement, and yet—will Congress be able to assuage our anxiety? Such times are necessary, maybe, to teach business men that it is important sometimes to use caution. If we always were on the flood tide of prosperity, we would grow reckless.

Ill fares the land to hast'ning ills a prey,
Where wealth accumulates and men decay.

The failure had no perceptible effect upon the coffee market which has lately shown a downward tendency. There has been no great decline, and why there should have been any at all is rather strange if we are to accept the statistical position of the article as worthy of consideration. But this doesn't always count.

Not very much can be said of the state of trade here just at present, as everybody is away who can go, and the rest of us are eating only enough to keep us going through the approaching hot months. The grocery market is doing as well as any other, and this is something. The jobbing trade is fair, and the retail business is holding its own. In nothing is there any great activity, although some lines of canned goods are reported as selling well. Buyers are waiting until later before they purchase much, and the demand is mostly for immediate wants. The hotels, however, are not crowded with out-of-town retailers.

The sugar market is steady for refined grades, the demand, however, being only moderate.

The demand for attractive grades of butter is active, and for State creamery 20@21c is paid. Western extras, 20½@21c; Western imitation creamery, 16½c; Western factory, firsts, 15@15½c.

Cheese is in light demand; receipts are large and State factory, full cream, choice, is quotable at 9@9¼c; fine, 8¾@9c.

Pork remains firm and with a fair inquiry prices are likely to be sustained, as the supply of hogs is not over abundant. Short clear, \$20.50@21.50; family, \$20.75@21.50; mess, \$19.50@20.

Molasses, New Orleans, good to prime, 30@34c; fancy, 37@38c.

In canned goods, that old stand-by, the tomato, is selling for \$1.30, when any can be found. Probably there has been no time since the canning industry became general that the market has been so bare of tomatoes as at present. The canning pack is held firmly and becomes more interesting daily, as reports of a probable short crop reach us. This is true of nothing else in the list and the packers of poor quality fruits will be left this year. Supplies are ample and higher prices cannot be expected. No. 3 Baltham more peaches are selling at \$1.40, to which figure they have declined from \$1.85 about two months ago. Corn, N. Y. State, is worth \$1, which is about the average figure for the past six months. Peas, Murray's standard, 90c@\$.15. Salmon, Columbia River, tall tins, \$1.40@1.55; Alaska, \$1.15@1.17½.

Dried fruits will be abundant this fall, and, undoubtedly, prices will rule very low. Crops are said to be bounteous in almost every country of the world, and raisins, prunes and currants are very low, and new crop California raisins are said to be offered at 5½c for sacks f. o. b. Five carloads of raisins have been sent from here to Chicago during the past week. California prunes are worth from 9@11c as to size.

Lemons have slightly reacted and are not as high as a week ago, selling from \$3 for common to \$5@\$.6 for large choice. Oranges range \$2.75@\$.3.25.

Potatoes are selling well, but are lower, fancy Southern rose bringing \$2.25@\$.2.75 per bbl.

Eggs are selling at excellent prices, some Michigan marks bringing readily 16 cents. Other Western, 15@15½ cents.

This country will undoubtedly be a large exporter of hay this fall. Your correspondent has just been shown a private letter from a large produce broker in Liverpool, stating that the three months' drought was already making itself felt in the export demand for hay, and other reports tell us that in some parts of England it is selling as high as \$40 per ton. This item is not, perhaps, strictly in the grocery line, but everybody is interested in having our agricultural exports large and profitable. The European farmer has a hard row to hoe, and this year he is particularly unfortunate.

Grocers' day at Chicago is bound to be a great success, and many excursions are being made up to give the "boys" a chance to see the sights of the White-Windy city. It is said to be exceedingly difficult to get good clerks or servant girls here now, as they have all gone to Chicago.

Much interest is felt in the development of the new American line of steamers. The new docks are being built, several \$2,000,000 steamers have been contracted for, and, altogether, the prospects are good for a revival of the carrying of American goods abroad in American ships.

JAY.

The Wool Market.

Very little wool is being either bought or sold, and all that saves the market from utter stagnation it is present needs of the manufacturers. With "free wool" staring it in the face, and "tight money" pressing upon dealers, the condition of the market can hardly be wondered at. Not since 1830 has the price been as low as at present. It is now practically on a free wool basis. Dealers have lost confidence in the market, and are not looking for any very great improvement. The timidity of buyers has been increased by the failure of several large manufacturing concerns which were supposed to be perfectly sound. Other failures are expected, which will still further increase the depression.

Will Correct the Error.

"Look here," said an excited man to a druggist; "you gave me morphine for quinine this morning!"

"Is that so?" replied the druggist. "Then you owe me 25 cents."

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

SMOKERS ONCE SMOKERS ALWAYS OF THE CELEBRATED

Ben-Hur,

The great 10c Cigar, and

Record Breaker,

The Great 5c Cigar.

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

GEO. MOEBS & CO.

MANUFACTURERS,

DETROIT.

CUSHMAN'S Menthol Inhaler
CURES
Catarrh,
Hay Fever,
Headache,
Neuralgia, Colds, Sore Throat.

The first inhalations stop sneezing, snuffling, coughing and headache. This relief is worth the price of an Inhaler. Continued use will complete the cure.

Prevents and cures SEA SICKNESS on cars or boat. The cool exhilarating sensation following its use is a luxury to travelers. Convenient to carry in the pocket; 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.

REEDER BROS. SHOE CO.,
WHOLESALE DEALERS IN

Boots and Shoes,
Felt Boots and Alaska Socks.
State Agents for



158 & 160 Fulton St., Grand Rapids.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

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, W. H. Porter.

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

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

REVIEW OF A YEAR'S WORK.

We are an organization of grocers, associated for financial and social benefits; for individual gain, mutual aid, and social and friendly intercourse.

From the days of our forefathers up to very recent times, people have gone into trade with the idea that they were able to take care of themselves; that there was none but themselves to be considered. They gave no thought to their brother tradesmen, except to study in what way they could get the best of him, and this very often by methods which would not be right, if we were guided by that Golden Rule which says, "Whatsoever ye would that others should do unto you, do ye even so unto them." This manner of conducting business is fast giving way to better methods. We find in the two years that this Union has been in existence that the feeling of opposition and injustice has largely given way to a much more friendly spirit. Our members meet in harmony and give a helping hand to one another in trade. We cannot do as well individually as we can collectively. Every branch of labor, trade, mechanics and manufacturers, is organized. The wholesale department of the grocery trade is organized in nearly every part of our country. They make uniform prices, regulate their credits, and protect the interests of their members. We need just such help in the retail trade and cannot do without it.

Mr. R. O. Wheeler, President of the Michigan Wholesale Grocers' Association, in his last address, said:

"The history of the progress of mercantile affairs in this country is instructive to men of the present times and suggestive of more intimate relations between members of the same occupation and looking to adjustment of difficulties and solution of business problems by combination of experience and the force of numbers.

"Competition has done its perfect work in the past, which is attested by the wrecks of business houses all over the country. Concentration—the massing of large capital to overcome competition—has been tried as a remedy, but has proved of no benefit; nor has it arrested the downward course or effected an adequate compensation for capital and effort. The business world has been obliged to look further for its solution. The old methods of individual effort are untenable in the changed conditions that confront the present and are sure to be evolved in the future.

"Preparation is now the watchword of large enterprises, the necessity for it being clearly shown in circumstances that have arisen within the very recent past, giving their sure monition to every thinking merchant and pointing clearly to closer relations than have ever before been practicable."

At the incipency of this Union a prediction was made. It was said that grocers' organizations in this city had never lived six months and that this one would be as short lived. We have made the prophecy a libel upon itself, for we have already outlived its limits by over a year and a half, and there is no reason, apparently, if we avoid errors similar to some that we have made in the past, profit by reason of our mistakes, do our work carefully and conscientiously for our own interests, why we should not continue to live and prosper for many years and make this organization so necessary to every member that we would consider it a great loss to be without its benefits. At the present time we might almost say that we are just beginning the work for which we were organized. Mistakes which have been made have occupied the time and attention of the

*Report read at the regular meeting of the Jackson Grocers' Union, June 15, 1893.

Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Arrow Brand	5
Argyle	6	" World Wide	6
Atlanta A.A.	6	" LL	4 1/2
Atlantic A.	6 1/2	Full Yard Wide	6 1/2
" B	5 1/2	Georgia A.	6 1/2
" C	5 1/2	Honest Width	6 1/2
" D	6	Hartford A.	5
" LL	5	Indian Head	5 1/2
Amory	6 1/2	King A.	6 1/2
Archery Bunting	4	King E.C.	5
Beaver Dam A.A.	5 1/2	Lawrence L.L.	5
Blackstone O. 32	5	Madras cheese cloth	6 1/2
Black Crow	6	Newmarket G.	5 1/2
Black Rock	6 1/2	" B	5
Boat, A.L.	6 1/2	" N	6 1/2
Capital A.	5 1/2	" DD	5 1/2
Cavanat V.	5 1/2	" X	6 1/2
Chapman cheese cl.	3 1/2	Nohe R.	5
Clifton C.R.	5 1/2	Our Level Best	6
Comet	6 1/2	Oxford R.	6
Dwight Star	6 1/2	Pequot	7
Clifton C.C.C.	6 1/2	Solar	6
		Top of the Heap	7
HALF BLEACHED COTTONS.		CANTON FLANNEL.	
A B C	8 1/2	Unbleached	Bleached
Amazon	8	Housewife A.	Housewife Q.
Amsburg	7	" B	" R
Art Cambric	10	" C	" S
Blackstone A.A.	7 1/2	" D	" T
Beats All	4 1/2	" E	" U
Boston	12	" F	" V
Cabot	7 1/2	" G	" W
Cabot, %	6 1/2	" H	" X
Charter Oak	5 1/2	" I	" Y
Conway W.	7 1/2	" K	" Z
Cleveland	6 1/2	" L	
Dwight Anchor	8 1/2	" M	
" shorts	8	" N	
Edwards	6	" O	
Empire	7	" P	
Farwell	7 1/2	" Q	
Fruit of the Loom	8 1/2	" R	
Fitchville	7	" S	
First Prize	7	" T	
Fruit of the Loom %	7 1/2	" U	
Fairmount	4 1/2	" V	
Full Value	6 1/2	" W	
		" X	
		" Y	
		" Z	
CARPET WARP.		DRESS GOODS.	
Peerless, white	18	Hamilton	8
colored	20	" Nameless	20
Integrity	18 1/2	" "	25
		" "	27 1/2
		" "	30
		" "	32 1/2
		" "	35
CORSETS.		PRINTS.	
Coraline	\$9.50	Allen turkey reds	6
Schilling's	9.00	" robes	6
Davis Waists	9.00	" pink & purple	6
Grand Rapids	4.50	" buffs	6
		" pink checks	6
		" staples	6
		" shirtings	6
		" American fancy	5 1/2
		" American indigo	6
		" Argentine shirtings	4 1/2
		" Anchor Shirts	4
		" Arnold	6
		" Arnold Merino	6
		" long cloth B. 10 1/2	6
		" " C. 8 1/2	6
		" century cloth 7	6
		" gold seal 10 1/2	6
		" green seal 10 1/2	6
		" yellow seal 10 1/2	6
		" merge 11 1/2	6
		" Turkey red 10 1/2	6
		" Ballou solid black	6
		" " colors	6
		" Bengal blue, green, red and orange	6
		" Berlin solids	5 1/2
		" oil blue	6
		" " green	6
		" " Foulards	5 1/2
		" " red %	7
		" " 3-4 XXX 12	10
		" Cochecho fancy	6
		" madders	6
		" XX twills	5 1/2
		" solids	5 1/2
		" Tickings	5
		" Amoskeag A.C.A.	12 1/2
		" Hamilton N.	7 1/2
		" " D.	8 1/2
		" " Awning	11
		" Farmer	8
		" First Prize	10 1/2
		" Lenox Mills	18
		" " C	16
		" " D	18
		" " E	18
		" " F	18
		" " G	18
		" " H	18
		" " I	18
		" " J	18
		" " K	18
		" " L	18
		" " M	18
		" " N	18
		" " O	18
		" " P	18
		" " Q	18
		" " R	18
		" " S	18
		" " T	18
		" " U	18
		" " V	18
		" " W	18
		" " X	18
		" " Y	18
		" " Z	18

DEMINS.

Amoskeag	12 1/2	Columbian brown	12
" 9 oz.	13 1/2	Everett, blue	12 1/2
" brown	13	" brown	12 1/2
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A.A.	15	" brown	7 1/2
" B.L.	9	Jaffrey	11 1/2
" CC	9	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz.	13 1/2
" blue 8 1/2		" No. 220	13
" d & twist 10 1/2		" No. 250	11 1/2
Columbian XXX br. 10		" No. 280	10 1/2
" XXX bl. 19			

GINGHAMS.

Amoskeag	6 1/2	Lancaster, staple	6 1/2
" Persian dress 8		" fancies	7
" Canton	8	" Normandie	8
" APC	10 1/2	Lancashire	6 1/2
" Teazle	10 1/2	Manchester	5 1/2
" Angola	10 1/2	Monogram	6 1/2
" Persian	8	Normandie	7 1/2
Arlington staple	6 1/2	Persian	8
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dres	7 1/2	Rosemont	6 1/2
" staples	6 1/2	Slatersville	6
Centennial	10 1/2	Somerset	7
Criterion	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toil du Nord	10 1/2
Cumberland	5	Wabash	7 1/2
Essex	4 1/2	" seersucker	7 1/2
Elfin	7 1/2	Warwick	7
Everett classics	8 1/2	Whittenden	8
Exposition	7 1/2	" heather dr.	7 1/2
Glenarie	6 1/2	" Indigo blue	9
Glenarven	6 1/2	Wamsutta staples	6 1/2
Glenwood	7 1/2	Westbrook	8
Hampton	6 1/2	" "	10
Johnson Shalou cl.	9 1/2	Windermeer	5 1/2
" Indigo blue	9 1/2	York	6 1/2
" zephyrs	16		

GRAIN BAGS.

Amoskeag	16 1/2	Valley City	15 1/2
Stark	19 1/2	Georgia	19 1/2
American	15 1/2	Pacific	

THREADS.

Clark's Mile End	45	Barbour's	56
Coats' J. & P.	45	Marshall's	81
Holyoke	22 1/2		

KNITTING COTTON.

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

CAMBRICS.

Slater	4 1/2	Edwards	4 1/2
White Star	4 1/2	Lockwood	4 1/2
Kid Glove	4 1/2	Wood's	4 1/2
Newmarket	4 1/2	Brunswick	4 1/2

RED FLANNEL.

Fireman	32 1/2	T W	22 1/2
Creedmore	27 1/2	F T	32 1/2
Talbot XXX	30	J R F, XXX	35
Nameless	27 1/2	Buckeye	32 1/2

MIXED FLANNEL.

Red & Blue, plaid	40	Grey S R W	17 1/2
Union R	22 1/2	Western W	18 1/2
Windsor	18 1/2	D R P	18 1/2
6 oz Western	20	Flushing XXX	23 1/2
Union B	22 1/2	Manitoba	23 1/2

DOVEL FLANNEL.

Nameless	8 @ 9 1/2	" 9 @ 10 1/2	12 1/2
	8 1/2 @ 10	" "	12 1/2

CANVASS AND PADDING.

Slate. Brown. Black.	Slate. Brown. Black.	Slate. Brown. Black.	Slate. Brown. Black.
9 1/2	9 1/2	10 1/2	10 1/2
10 1/2	10 1/2	11 1/2	11 1/2
11 1/2	11 1/2	12	12
12 1/2	12 1/2	20	20

DUCKS.

Severin 8 oz.	10 1/2	West Point 8 oz.	10 1/2
Mayland 8 oz.	10 1/2	" 10 oz.	12 1/2
Greenwood 7 1/2 oz.	9 1/2	Raven 10 oz.	13 1/2
Greenwood 8 oz.	11 1/2	Stark	13 1/2
Boston 8 oz.	10 1/2	Boston 10 oz.	12 1/2

WADDINGS.

White, doz.	25	Per bale, 40 doz.	83 50
Colored, doz.	20	Colored "	7 50

SILKESIAS.

Slater, Iron Cross	8	Pawtucket	10 1/2
" Red Cross	9	Dundie	9
" Best	10 1/2	Bedford	10 1/2
" Best AA	12 1/2	Valley City	10 1/2
" L	7 1/2	KK	10 1/2
" G	8 1/2		

SEWING SILK.

Corticelli, doz.	85	Corticelli knitting,	per 1/2 oz ball
twist, doz.	40	" "	30
50 yd, doz.	40		

HOOKS AND EYES—PER GROSS.

No 1 B'l'k & White	10	No 4 B'l'k & White	15
" 3	12	" 5	20
" 3	12	" 10	25

PINS.

No 2—20, M.C.	50	No 4—15 F 3 1/2	40
" 3—18, S.C.	45		

COTTON TAPE.

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

SAFETY PINS.

No 2	38	No 3	36
------	----	------	----

NEEDLES—PER M.

A. James	1.40	Steamboat	40
Crowley's	1.35	Gold Eyed	1.50
Marshall's	1.00	American	1.00

TABLE OIL CLOTH.

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

COTTON TWINES.

Cotton Sall Twine	28	Nashua	18
Crown	12	Rising Star 4 ply	17
Domestic	18 1/2	" 3 ply	17
Anchor	16	North Star	20
Bristol	13	Wool Standard 4 ply	17 1/2
Cherry Valley	15	Powhattan	18
I X L	18 1/2		

PLAID OSNABURGS.

Alabama	6 1/2	Mount Pleasant	6 1/2
Alamance	6 1/2	Oneida	5
Augusta	7 1/2	Prymont	5 1/2
Ar sapha	6	Randelman	6
Georgia	6 1/2	Riverside	5 1/2
Granite	5 1/2	Sibley A.	6 1/2
Haw River	5	Toledo	6 1/2
Haw J.	5		

CHAS. B. KELSEY, Pres. E. B. SEYMOUR, Sec'y
J. W. HANSEN, Supt.

THE GRAND RAPIDS BOOK BINDING CO.
MAKE ONLY THE BEST LANK BOOKS

"Chicago" Linen Hinge and Mullins Patent Flat Opening Books.
SPECIAL BOOK BINDING.
Telephone 1243. 89 Pearl street, Old Houseman Block, Grand Rapids, Mich.

"The Kent."

Directly Opposite Union D pot.

AMERICAN PLAN
RATES, \$2 PER DAY
STEAM HEAT AND ELECTRIC BELLS
FREE BAGGAGE TRANSFER FROM UNION DEPT.

Union to the detriment of the objects which we hoped to attain. This state of affairs is all right. We have learned many things through our mistakes and we can now profit by reason of them. I have heard it said that if it were not for the carelessness, thoughtlessness and mistakes that are made, there would be no use for one-half of the people of this world. We are all liable to errors; we must try to make as few as possible, make every step an advance, and we will succeed.

We have accomplished some things already which are a benefit to us. We have secured the friendly co-operation and good will of the wholesale trade. We have the promise of the regular wholesale trade that they will not retail their goods. We have a fixed hour for closing. We had an excursion and picnic which we will always remember with pleasure, and we have made a pleasant feeling throughout the retail grocery trade of the city by fixing a price on sugar and issuing cards making a uniform price for every dealer. This card rate gives great satisfaction; it furnishes a uniform price to all at the same time, and is being maintained, with few exceptions, throughout the city, and at some points outside. We have not attempted to make a profit on sugar, but have made a rate which just covers the cost and expense of handling. A brief explanation may be in order. The present price of sugar at wholesale is \$5.71 per 100 pounds. The cost of doing business is from 10 to 15 per cent., therefore, to find the cost of sugar, we must add this per cent. to the wholesaler's price in order to find a selling price. This per cent., added to the cost per 100 pounds on sugar, is just about our card rates. If we leave the expense of doing business off any article, we are surely losing that much. To go a little farther, in order to do business and keep going, we have to get some profit above our expenses, and if we do not add the expense of doing business, and to that, a per cent. for gain, then we must lose; and if we sell any article at just what it costs then we must double our profit on other goods to even up. Sugar is the most staple article sold and the receipts from this article represent a good portion of the day's business, so if sugar is sold at even a small loss, it is easy to be seen that it requires close figuring to make up the loss on sugar from the sale of other goods and make a profit for the grocer, beside.

While upon this subject, let us consider our interests in regard to the part that most interests every grocer—that is, making money. Manufacturers and wholesale dealers at the present time are getting better prices on their goods than ever before. The retailer's margins, taking one article or class of goods with another, are smaller than ever. Can we not collectively do something? Is it not possible for us to make fair prices on the goods we sell and maintain them? Is there anything gained by cutting prices? Do we make any friends by it? Do we increase our trade? I am young in the business, and am not a practical business man, but I have read and heard the experiences of many who have grown gray in the struggle for dollars over the grocer's counter, and the lessons that I learn all seem to say that fair, fixed prices, courtesy and honest methods are the winners in the race. "Competition is the life of trade" is a saying that originated a long time ago, and is a true one. Honest competition is good for the dealer and also for the customer. It is not necessary to cut prices or injure our neighbor to compete in business. Dishonesty and disreputable methods will not win, for the dealer who will be dishonest with his brother tradesman will be the same with his customers, and they will catch him at it in time. Experience shows me that people who get the benefit of cut prices do not have any more friendly feeling for the dealer on account of it; they only count it to their good luck and pass on to the next one who will offer a bargain on something else.

In connection with matters of trade interest, I speak the sentiment of many grocers when I say that I hope the day

is not far distant when manufacturers can make the standard of their goods of sufficient merit that they may dispense with the presents they have to give now to sell their goods. The grocer has to pay for the presents and the customer gets the benefits.

We believe that if they would cut off the presents and give the dealers the cost of them as profits, that we could and would advertise and sell more of the goods than are sold under present methods.

In conclusion, I wish to speak of things yet to be done and which may be accomplished if we work together to attain the object for which we are engaged in business. That is to make money. We can by united effort have the ordinances of the city amended so that no one but the farmer and gardener will be allowed to sell vegetables, produce or fruit in the city without paying a fee toward the expenses of the city, which has to be paid, to a great extent, by the grocer at present. The dagos who sell fruit and the hucksters who sell vegetables and produce through the city have no expenses to meet except the care of their horses. They own no property, pay no taxes, and do not bring in one cent to the city for the privilege of doing business in some cases equal to the business of some of our stores, while we who are trying to do a legitimate business have to pay our rent, water tax, insurance, pavement assessments, sidewalk assessments, etc. We can, by going about it rightly, get an ordinance similar to the one now in force in Grand Rapids, which assesses the dagos \$51 per year for the privilege of selling fruit, and the huckster who sells vegetables and produce must pay \$31 per year. We can find so many things to do that it would not be wise for me to mention them, for fear of infringing on the rights of the new Committee on Trade Interests which will soon be appointed.

I must mention one thing, however, that we can do—we can run a successful excursion and picnic, and we proved that when we found that everyone who went to Bawbeese Lake last summer was not only satisfied but highly pleased with every feature of the day; and we can, from the present outlook, do better this year than last, for even now people are anxious to know the day and place. Everyone who went with the grocers on Aug. 10, 1892, will be in line with all their friends in 1893, and, if we work as faithfully this year as we did last, we ought to put funds enough in the treasury of the Grocers' Union, so that every one who belongs will feel that he has a money interest and a personal interest that nothing else will bring.

W. H. PORTER,

Chairman Com. on Trade Interests.

If you wish to measure anything and have no rule or tape line at hand, but happen to have a silver quarter, half dollar or whole dollar, those convenient articles will fill the bill to your entire satisfaction. A United States dollar is one inch and a half in diameter, a half dollar is just one inch and an eighth, and a quarter dollar, just seven-eighths of an inch.

Many preachers spoil the bread of life with butter of their own make.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's.....	60	
Cook's.....	40	
Jennings', genuine.....	25	
Jennings', imitation.....	50	10
First Quality, S. B. Bronze.....	7 00	
" D. B. Bronze.....	12 00	
" S. B. S. Steel.....	8 00	
" D. B. Steel.....	13 50	
Railroad.....	14 00	
Garden.....	30 00	
AXES.....		
Boys.....	50	10
Carriage new list.....	75	10
Plow.....	40	10
Sleigh shoe.....	70	
BUCKETS.....		
Well, plain.....	3 50	
Well, swivel.....	4 00	
BUTTS, CAST.....		
Cast Loose Pin, figured.....	70	2
Wrought Narrow, bright fast joint.....	60	10

Wrought Loose Pin.....	60	10
Wrought Table.....	60	10
Wrought Inside Blind.....	60	10
Wrought Brass.....	70	10
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
CROW BARS.....		
Cast Steel.....	per lb	5
CAPS.....		
Ely's 1-10.....	per m	55
Hick's C. F.....	"	60
G. D.....	"	60
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' Tanged Firmer.....	40	
COMBS.....		
Curry, Lawrence's.....	40	
Hotchkiss.....	25	
CHALK.....		
White Crayons, per gross.....	120	12 1/2
COPPER.....		
Planished, 14 oz cut to size.....	per pound	28
" 14x52, 14x56, 14x60.....		26
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.....	04	
ELBOWS.....		
Com. 4 piece, 6 in.....	dos. net	75
Corrugated.....	dis.	40
Adjustable.....	dis.	40
EXPANSIVE BITS.....		
Clark's, small, \$18, large, \$26.....	dis.	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	dis.	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.....	50	
KNOBBS—New List.....		
Door, mineral, jap. trimmings.....	55	
Door, porcelain, jap. trimmings.....	55	
Door, porcelain, plated trimmings.....	55	
Door, porcelain, trimmings.....	55	
Door, porcelain, shutter porcelain.....	70	
Drawer and Shutter porcelain.....	70	
LOCKS—DOOR.....		
Russell & Irwin Mfg. Co.'s new list.....	55	
Mallory, Wheeler & Co.'s.....	55	
Brantford's.....	55	
Norwalk's.....	55	
MATTOKES.....		
Adze Eye.....	\$16.00, dis.	60
Hunt Eye.....	\$15.00, dis.	60
Hunt's.....	\$15.50, dis.	60
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.....	1 50	
Steel nails, base.....	1 75	1 80
Wire nails, base.....	Base	Base
60.....	10	
50.....	25	
40.....	25	
30.....	25	
20.....	45	
12.....	45	
10.....	50	
8.....	60	
7 & 6.....	75	
4.....	90	
3.....	1 20	
2.....	1 60	
1.....	1 60	
Fine 3.....	1 60	
Case 10.....	1 65	
" 8.....	75	
" 6.....	90	
Finish 10.....	75	
" 8.....	90	
" 6.....	1 10	
Clinch 10.....	1 10	
" 8.....	80	
" 6.....	90	
Barrell %.....	1 75	
PLANKS.....		
Ohio Tool Co.'s, fancy.....	dis.	240
Sciota Bench.....	250	
Sandusky Tool Co.'s, fancy.....	240	
Bench, first quality.....	240	
Stanley Rule and Level Co.'s wood.....	50	10
PANS.....		
Fry, Acme.....	dis.	60
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	20
"B" Wood's pat. planished, Nos. 25 to 27.....	9	20
Broken packs %c per pound extra.....		

HAMMERS.....		
Maydole & Co.'s.....	dis.	25
Kip's.....	dis.	25
Verkes & Plumb's.....	dis.	40
Mason's Solid Cast Steel.....	30c	list 60
Blacksmith's Solid Cast Steel Hand.....	30c	40
HINGES.....		
Gate, Clark's, 1, 2, 3.....	dis.	60
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
" " " 3/4.....	net	8 1/4
" " " 1.....	net	7 1/4
" " " 1 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	38 1/2
WIRE GOODS.....		
Bright.....	70	10
Screw Eyes.....	70	10
Hook's.....	70	10
Gate Hooks and Eyes.....	70	10
LEVELS.....		
Stanley Rule and Level Co.'s.....	dis.	70
ROPS.....		
Sisal, 1/4 inch and larger.....	9	
Manilla.....	13	
SQUARES.....		
Steel and Iron.....	75	
Try and Bevels.....	6	
Mitre.....	20	
SHEET IRON.....		
Com. Smooth.....		
Nos. 10 to 14.....	\$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 CORD.....		
Silver Lake, White A.....	list	50
" Drab A.....	"	55
" White B.....	"	50
" Drab B.....	"	55
" White C.....	"	35
Discount, 10.....		
SASH WEIGHTS.....		
Solid Eyes.....	per ton	\$25
SAWS.....		
" Hand.....	dis.	20
" Silver Steel Dia. X Cuts, per foot.....	70	
" Special Steel Dia. 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
Oneida Community, Newhouse's.....	35	
Oneida 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.....	63 1/2	
Coppered Spring Steel.....	50	
Barbed Fence, galvanized.....	2 80	
" painted.....	2 40	
HORSE NAILS.....		
Au Sable.....	dis.	40
Putnam.....	dis.	05
Northwestern.....	dis.	10
WRENCHES.....		
Baxter's Adjustable, nicked.....	30	
Coe's Genuine.....	50	
Coe's Patent Agricultural, wrought.....	75	
Coe's Patent, malleable.....	75	10
MISCELLANEOUS.....		
Bird Cages.....	50	
Pumps, Clatern.....	75	10
Screws, New List.....	70	10
Casters, Bed a d Plate.....	50	10
Dampers, American.....	40	
Forks, hoes, rakes and all steel goods.....	65	10
METALS.....		
PIG TIN.....		
Pig Large.....	25c	
Pig Bars.....	25c	
ZINC.....		
Duty: Sheet, 2 1/2c per pound.....		
600 pound casks.....	6 1/2	
Per pound.....	7	
SOLDER.....		
1/2 1/2.....	16	
Extra Wiping.....	15	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....		
ANTIMONY.....		
Cookson.....	per pound	13
Hallett's.....		
TIN—MELYN GRADE.....		
10x14 IC, Charcoal.....	7	
14x20 IC.....	9	
10x14 IC.....	9 25	
14x20 IC.....	9 25	
Each additional X on this grade, \$1.75.....		
TIN—ALLAWAY GRADE.....		
10x14 IC, Charcoal.....	\$ 6 75	
14x20 IC.....	6 75	
10x14 IC.....	8 25	
14x20 IC.....	9 25	
Each additional X on this grade \$1.50.....		
ROOFING PLATES.....		
14x20 IC, " Worcester.....	6 50	
14x20 IC, " ".....	8 50	
20x28 IC, " ".....	13 50	
14x20 IC, " Allaway Grade.....	6 00	
14x20 IC, " ".....	7 50	
20x28 IC, " ".....	12 50	
20x28 IC, " ".....	15 50	
BOILER SIZE TIN PLATE.....		
14x28 IC.....	\$14 00	
14x31 IC.....	15 00	
14x56 IC, for No. 8 Boilers.....	per pound	10 00
14x60 IC, " ".....	"	"

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

100 Louis St., Grand Rapids,

— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

Correspondents must give their full name and address, not necessarily for publication, but as a guarantee of good faith.

Subscribers may have the mailing address of their papers changed as often as desired. Sample copies sent free to any address.

Entered at Grand Rapids post office as second-class matter.

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

E. A. STOWE, Editor.

WEDNESDAY, JUNE 28, 1893.

FORAGE FAMINE IN EUROPE.

The serious drought which has prevailed for so long a time in Europe has done great damage to the crops over a very wide area, France and Germany being principally affected. While all the crops have suffered more or less, the most serious damage has been suffered by the forage crops. Food for stock is already very scarce, and as it is now impossible to expect crops this season, Europe will have to import very extensively foreign hay, oats and other forage.

To facilitate the supplying of the deficit in the home crops, the French Chamber of Deputies has agreed to the removal of the import duties on oats, hay and other forage until the end of the year. It is believed that the German Government will advocate the adoption of similar measures by the Reichstag as soon as that body assembles.

As usual in such cases, Europe will have to look to the United States to supply the deficit in her crops. Already some oats and hay have gone forward, and it is expected that from now on there will be a constantly increasing demand for American oats, corn and hay for European export. Vast as is our crop, there is but a comparatively small surplus left for export. The same may be said of oats. Higher prices, however, would undoubtedly bring out a fair amount of both corn and oats.

BAGGAGE CHECK NO EVIDENCE.

The New York Supreme Court has recently decided that a baggage check is not evidence that the holder had any baggage in the custody of any parties, nor does it establish any contract to deliver any baggage at any particular place. A check is only a token attached to an article of baggage by which it may be identified. If a person alleges that he committed a piece of baggage to a transportation company or other common carrier, to be delivered at a destination, and the baggage be lost or not so delivered, the claimant must prove all the facts. The check may assist in establishing the claims alleged, but it has no special sanctity or force.

Such, in substance, is reported to be the decision of the court mentioned. It

follows that a passenger has no evidences of any baggage committed to a carrier nor contract for its delivery. The ticket for passage only mentions the amount of baggage that the holder is permitted to carry on the contract for passage, but it does not specify or admit that any baggage is being carried. The only security which the passenger has in the premises is in the honesty and capability of the employes to whom the baggage is committed. Perhaps, if they were in the habit of losing baggage, the employing company, rather than be pestered about the matter, would turn off the delinquents. Considering the vast amount of baggage transported, but little is lost. Fewer trunks are mislaid than there are passengers killed and wounded by the common carriers.

INTERNATIONAL ARBITRATION.

A few days ago the British House of Commons adopted a resolution favoring the referring of all international disputes to arbitration. The motion was based upon a similar resolution offered in the last Congress at Washington authorizing the President to conclude arbitration treaties. The resolution introduced in the British Parliament was unanimously adopted after a speech by Mr. Gladstone affirming his belief in the reference of disputes to arbitration. The Behring Sea controversy, now in process of settlement by arbitration, was cited as a case in point.

It is unquestionably the tendency of the times to submit the greater number of international disputes, growing out of conflicting commercial interests, pecuniary indemnities and the like, to arbitrators, because common sense would revolt at the idea of going to war about such matters, but clearly there are limits beyond which arbitration cannot be expected to go. It is manifestly absurd to expect that all causes of international disagreement can be settled by arbitration, or that the world has reached a degree of development where war has become a thing of the past. The vast armies maintained by the powers of Europe belie such a theory, and it is a well-known fact that every recent case which has been submitted to arbitration has either been of a character too trifling to warrant hostilities or some one of the parties at interest was unprepared to maintain its position by force, and, consequently, accepted arbitration as the safest way out of a bad scrape.

It will be remembered that some years ago the Pan-American Congress, composed of delegates from all the American countries, adopted an international arbitration arrangement which has been a dead letter ever since, as there have been wars in abundance, and not the slightest disposition in any case to resort to arbitration.

What would the very gentleman, who, a few days ago voted for the arbitration resolution in the British House of Commons, say to a proposition to submit the dispute between Russia and Great Britain, in Asia, to arbitration? Clearly, the English Government could not for a moment assent to Russia's pretensions in Asia, nor would the Czar listen to any proposition calculated to place limitations upon the prosecution of the ambitious designs of Russia upon India and Constantinople.

Nevertheless, it is the manifest tendency of the times to avoid war as far as

possible and to submit all purely commercial and indemnity disputes to arbitration as the simplest method of arriving at a settlement. To that extent the agitation in favor of arbitration is steadily growing.

CONSIDERABLE space is devoted in this issue to the matter of the inspection of weights and measures, but no more than its importance demands. That the things ordinarily used for measuring and weighing purposes need to be carefully inspected and tested will be readily admitted, and that the provisions of the ordinance, under which inspection is done are just and right, is also admitted. Furthermore, THE TRADESMAN believes there ought to be a cheerful compliance with the requirements of the ordinance on the part of everyone interested. It is to the interest of dealers that it be enforced, and the only objection that can be raised with any show of reason is in connection with the fees charged—not because the fees are thought to be exorbitant, but because the sealer inspects so frequently as to make it a heavy tax upon the business; at least such is the complaint from several quarters. From others it is learned that no visits have been paid by the sealer for several years. If the officer has the right to inspect as often as he pleases, and charge the regular fee every time he does so, it is little short of legalized robbery. Of course, a test should be made as often as possible, but no charge made oftener than once a year. Then, if the work were done in a courteous and gentlemanly manner, not many objections would be heard. Lest there should be a misapprehension regarding the attitude of this journal towards this ordinance, THE TRADESMAN states that it is strongly in favor of the ordinance in question, and believes that its provisions are just and right, and should be cheerfully complied with. The fees are not excessive, when the work to be done is considered, and should be paid by all whose scales and weights and measures are properly and legally inspected. At the same time it honestly confesses that it has no faith in the ordinance as at present administered.

All indications point to the selection of Hon. E. N. Bates to the position of State Food and Dairy Commissioner. Mr. Bates has the almost solid endorsement of the wholesale and retail grocery trade of the State, the Michigan Dairymen's Association and nearly every newspaper and individual instrumental in creating sentiment in favor of the law, whereas all the other candidates for the position depend solely on political influence and political expediency. Of all offices within the gift of the executive, that of Food Commissioner should be the last one to be dragged into the mire of party politics, and unless Governor Rich prefers the favor of a few ring politicians to the hearty co-operation and endorsement of the commercial and dairy interests of the State, he will reflect credit on himself, his party and the commonwealth by naming Mr. Bates for the position.

It affords THE TRADESMAN much pleasure to be able to present a verbatim report of the Committee on Trade Interests of the Jackson Retail Grocers' Union in this week's issue. The report is timely and comprehensive and will be perused with interest by the friends of organization everywhere.

It will be noted that the man who assumes to give others business pointers has nine times out of ten never had any business of his own or failed to succeed in business while practicing his own precepts.

The Hardware Market.

The general volume of business keeps up and collections are very fair. Dealers generally manifest a desire to buy carefully, but in certain lines the demand is quite large.

Wire Nails—At the recent decline in price, wire nails are quite firm and, with the prospect of a general shut down by all mills during July, better prices are anticipated. We quote \$1.70@1.65 according to quantity and assortment.

Cut Nails—While but few are used in this territory, we find prices are held firm at \$1.50 rates, with same advance as on wire nails.

Barbed Wire—In most sections the demand has ceased, yet the manufacturers say they find it hard to keep up with orders. There is no change in price and we still quote \$2.30 for painted and \$2.70 for galvanized.

Screen Doors and Windows—In great demand but hard to get. Owing to the scarcity of wire cloth, manufacturers cannot furnish the doors. It is impossible at present to find an assortment anywhere. The common sizes, if anybody has them, are bringing \$8.50@9 per dozen.

Wire Cloth—The scarcity still exists and prices are up to 2½c in certain markets.

Wool Twine—Owing to the low price of wool, there seems to be but little demand for twine. Why this should be, it is hard to say, as we supposed sheep had to be sheared, whether wool was 5 or 50 cents a pound. We quote 6c a pound on full bales.

Glass—Although a number of factories have already closed down, the price as yet has not been affected, 80 and 5 being still quoted.

Annual Meeting of the State Pharmaceutical Association.

The eleventh annual meeting of the Michigan State Pharmaceutical Association was held at the Star Island House, St. Clair Flats, June 19, 20, 21 and 22. Owing to the fact that invitations were not sent to all members of the Association, the attendance was small, only about twenty-five druggists being present, none of whom were from Western Michigan. A business session was held Monday evening, also on Tuesday morning and afternoon, and in the evening a hop was held in the hotel parlors. Another business session was held Wednesday morning, when the meeting adjourned to St. Clair, where dinner was taken at the Oakland House. On returning to Star Island, a banquet was held at the Star Island House in the evening. Thursday morning a brief business session was held and the members returned to Detroit, where they were royally entertained by Parke, Davis & Co. and treated to a ride around Belle Isle. It was decided to refer the matter of the next meeting to the Executive Committee, President, Secretary and Treasurer. The election of officers resulted as follows:

President—A. B. Stevens, Ann Arbor.
Vice-President—A. F. Parker, Detroit.
Treasurer—W. Dupont, Detroit.
Secretary—S. A. Thompson, Detroit.

RESTORING CONFIDENCE.

The resolve of the New York banks to accept, if necessary, in the settlement of balances between themselves, Clearing House certificates based upon good collateral security as the equivalent of money, would be alarming if it did not also carry with it an assurance calculated to dispel alarm. It is a public declaration that the confidence of business men in one another throughout the country having become so impaired that they are giving less credit and demanding more cash in their transactions than they formerly did, and that there is, consequently, a call for more currency than the banks are able to furnish, the banks propose to fill the gap with their own united credit, and thus to prevent the universal liquidation which would result if the process of substituting cash for credit were carried to an extreme. The device has proved successful on more than one former occasion, the latest being that of the Baring collapse in 1890, and there is no reason why it should not succeed now. It amounts, indeed, to a suspension of cash payments as between the banks, but it insures to their customers a supply of credits which will serve their purpose equally as well as cash. The banks which henceforth may be debtors at the Clearing House by reason of drafts made upon them by their depositors will not be obliged to call in turn for payment from their debtors, but they will be allowed, practically, to transfer to their associate banks the obligations of those debtors, to be held and carried along until the emergency has passed.

The same spasm of stringency which has led the banks to take this course of action has also had the effect of reducing the prices of wheat and of exchange on Europe, and thus of stopping the export of gold. Indeed, if the rates of foreign exchange should fall only a trifle lower than they are now, and should remain there for a week or two, gold might even be shipped back to us, and as it is, the stoppage of its export caused by sending wheat in its place and by the scarcity of money here, with the resulting high rates of interest, demonstrate how, in financial affairs, evils tend to work their own cure. The paper currency created by the Sherman law helped to keep up the price of wheat and to drive gold out of the country. Now the currency being contracted by the loss of gold, and still more by the loss of public confidence, wheat has fallen, gold has ceased to be shipped, and confidence is returning.

The reassuring effect produced not only on the Stock Exchange, but in commercial circles generally, by the action of the banks and by the cessation of gold exports illustrates, too, how much more useful to the business community is general confidence than abundance of currency for which there is so much clamor. In fact, an inflated currency, by unduly stimulating speculation, is more detrimental to genuine prosperity than a too scanty supply of it. If, indeed, all transactions could be made for cash only, and if sellers never parted with their goods except upon payment of money down, a great volume of currency would not be harmful. But in this country, at least, men can not be kept within a strictly cash limit. No matter how much currency we have, credit will always be pressed into service to increase the quantity of transactions, and the more there is of currency the greater will be the increase. With a less volume of currency, on the contrary, the possible limit of inflation is sooner reached, and the revolution which inevitably follows it is less destructive and its consequences are more easily repaired. Obviously, too, since the giving of credit cannot be avoided, it is important that those only, as far as possible, should receive it who deserve it, and a more careful scrutiny into the character and qualifications of men asking for credit is likely to be made when an abuse of it leads to speedy embarrassment, than when the day of reckoning is indefinitely distant.

It is also to be remarked, that on the present occasion, as on those of a like character which have preceded it, the change of public feeling from general confidence to general distrust was started by a few conspicuous revelations of unsoundness in places where it had not been suspected. It is true that Secretary Foster's groundless alarm four months ago at the condition of the Treasury gold reserve, and the extraordinary measures he proposed for replenishing it, created uneasiness among bank officers everywhere, and led them to contract their loans, but this feeling would have soon worn off had not events like the bankruptcy of the Reading Railroad Company, the collapse of the National Cordage Company, the embarrassment of the Whisky Trust, and a number of little bank failures at the West, proved that there were more serious grounds for it than the mere dwindling of the Treasury gold reserve. People naturally begin to fear that weakness elsewhere was likely soon to be uncovered; and they took their precautions accordingly. Not knowing whom they might safely trust, they distrusted everybody, and thus the vast mass of credit transactions of which the business of the country mainly consists has gone on shrinking by the throwing out of one discredited debtor after another, until it has come down to a point where, if the process went further, nobody who had not enough cash, or at least enough securities and commodities promptly convertible into cash, to pay on demand all that he owed, would be safe. It is a case where the innocent have to suffer along with the guilty, and all the consolation they can get is that in time their innocence will be proved and their present losses made up to them.

The restoration of confidence, after the great and widespread loss of it from which the business community is suffering, will necessarily be slow. Great things are expected from the repeal of the Sherman act, which is predicted to take place as soon as Congress meets, which will be in September, or earlier if the wishes of Eastern citizens prevail, but the repeal is by no means certain to be enacted, and even if it is enacted its direct results are not likely to be those which are counted upon. Still, since fear and discouragement are mental emotions, they can be as efficaciously counteracted by imaginary as by real agencies. The belief that the Sherman act is the direct cause of the present financial troubles is so general that its expected repeal works by anticipation and is doing now all the good it possibly can do when it comes. More thoroughly and permanently efficacious will be the result of the sifting process now going



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

PYRAMID PILE CURE.

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

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

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

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

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

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

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

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

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

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

on and the establishment of credit upon a better knowledge of facts. When the conviction generally prevails, as it will prevail in time, that no more failures are impending and that all the weak concerns have gone out of business, leaving only those which can be safely trusted, credit will once more be freely given and affairs will resume their former course. It is in affording opportunity for the completion of this process quietly and calmly that the proposed Clearing House certificates will be most beneficial, and possibly, the bare knowledge that they are ready to be issued will have the same effect, without their actual employment.

Still, after confidence shall have been restored in the due course of events under the conditions now prevailing, something more will be needed to secure us against its renewed impairment. The agitation in favor of free silver coinage must be permanently suppressed or we shall be liable to a speedy repetition of just such a season of alarm and anxiety as that through which we are now passing. To repeal the Sherman bill is good so far as it goes, but if the repeal is obtained by concessions to the advocates of free silver coinage which will keep alive their hopes of prevailing at some future time, its effect will be short lived. So long as any doubt remains whether dollars paid out in gold will not be returned in silver the investment of home capital will be hampered, and that of foreign capital in our enterprises will be greatly restricted. The uncertainty prevailing on this point has already caused the withdrawal of much foreign capital previously invested here, and has prevented the investment of much more.

It is important, too, that the Sherman act be repealed, not only without a compromise favorable to free silver coinage, but also without the repeal of the tax on State bank circulation. The mischievousness of the Sherman act does not consist in the purchases of silver bullion which it compels, but in the creation, for the payment of that bullion, of paper money. The \$135,000,000 of Treasury notes already issued under the act, added to the \$346,000,000 of old greenbacks, the \$175,000,000 of National Bank notes, and the \$400,000,000 of silver certificates and silver dollars, have swelled our paper currency to a point at which, as we see, it is driving gold out of the country and is bringing us perilously near to a suspension of gold payments. Reducing, as has been proposed, the amount of their issue to the \$2,000,000 per month required by the Bland-Allison act would only delay without averting the catastrophe, while the repeal of the prohibitory tax on State bank notes would open the gates for an additional flood of currency, which, besides all the other evils to which it would expose the country, would precipitate the suspension and make it inevitable.

MATTHEW MARSHALL.

Equal to the Occasion.

Inquisitive people sometimes find satisfaction in catechising little boys about their names and affairs. This is how one of these curious bodies of Lockport recently fared:

"Hello, little boy! What is your name?"

"Same as dad's," said the boy.

"What's your dad's name?"

"Same as mine."

"I mean, what do they call you when they call you to breakfast?"

"They don't never call me to breakfast."

"Why don't they?"

"'Cause I allus git there fust."

Mistaken Ideas of Government.

Written for THE TRADESMAN.

The *Boot and Shoe Recorder*, of Boston, Mass., is evidently not in love with the idea of governmental control of industrial enterprises. In a recent article it denounces the champions of the "idea" of government ownership as "demagogues or demagogic cranks," and says: "It would be pertinent to ask these glib-tongued patriots what they understand by government? Evidently they have in mind some mysterious agency entirely apart from human individuals influenced by ordinary human motives." Without presuming to speak for the "cranks" the *Recorder* is informed that "government," in this country, is the people, and is in no sense an agency. As the people, however, cannot themselves do the Nation's business, they elect a number of men to do it for them. These men are directly responsible to the people who elect them. They are not agents, but employees, and must account to their employers at stated periods; and, if their work has not been satisfactory, they are replaced by others. Should the people of the United States decide to assume control of the coal mines, and railroads and other great industries, individuals would be elected or appointed to take charge and manage them in the interest of the people.

Perhaps the *Recorder* knows that for the past ten years coal has sold for \$6.50 per ton. At times, perhaps, the price has varied slightly from that figure, but that has been the prevailing price. This price, in addition to paying the wages of the miners and yard handlers, and also transportation charges, has given the mine owner, the shipper and the retail dealer a handsome profit. It is perfectly safe to assume that if the people had control of the mines, the price of coal would have been not much more than half what it has been, the only charges against it being for mining and transportation, the profits of the middlemen being eliminated. If, also, the railroads were a "government monopoly," it will readily be seen that transportation charges would be very largely decreased.

As to improvements in the service in connection with the industries so controlled by the government the *Recorder* asserts that there could be none, as there would be an absence of "the incentive of reward," or prospect of "direct personal gain to bring out the best results," and the postal service, which is entirely in the hands of the people, is brought forward as an instance, and the question asked what inducement there is for a postmaster or postal employe to study improved methods. If there had been no studying of improved methods, the postal service of the United States would not have been what it is to-day, admittedly the best in the world, an all but perfect system; and if such magnificent results have followed "governmental control" of the postal service, may we not fairly assume that equally good results would follow if the control of the great industries and enterprises, in which they have as vital an interest as they have in the postal service, were in the hands of the people? As to the contention that the people would have no redress "against the evils of government monopoly," it is simply puerile nonsense. The people themselves would control the monopoly and would see to it that the

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.

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)

Corner 34th, State and Dearborn Streets.

Either American or European plan, as preferred.

Beautiful Rooms, with Bath, Single, \$1 to \$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.

business was conducted in their interest. The means of redress of the evils which might develop are at hand, and would be used as they have been so often in the past. The *Recorder* is afraid to turn over the conduct of these industries to the politicians. The *Recorder* has forgotten that the "politicians" have charge of our affairs now, the administration of which costs annually a round billion. So far the people are not aware of any great degree of "degrading slavery" having overtaken them as a consequence of having entrusted the conduct of their affairs to the "politicians."

What the future has in store for this country in the way of social and political changes, the wisest cannot say. But when the people want a change and know what they want, no power in this country can long stand between them and the attainment of their desires.

DANIEL ABBOTT.

STATE FOOD COMMISSIONER.

Full Text of the Law Creating That Office.

One of the first subjects taken up and advocated by THE TRADESMAN, ten years ago, was the creation of a new office by the Legislature, to be known as State Food Commissioner, whose duty it would be to enforce the food laws already on the statute books. Dozens of columns in advocacy of such an innovation have appeared in this paper, and to the efforts of THE TRADESMAN is largely due the growth of public sentiment which has resulted in the enactment of the desired law. The following is a certified copy of the statute, obtained by THE TRADESMAN from the Secretary of State:

Section 1. The People of the State of Michigan enact, That within thirty days after this act shall take effect, the Governor, by and with the consent of the Senate, shall appoint a suitable person to be Dairy and Food Commissioner, which office is hereby created, and which Commissioner so appointed shall hold his office until January 1, 1895, and until his successor is appointed and qualified. At the next regular session of the Legislature, and every two years thereafter, the Governor, by and with the advice and consent of the Senate, shall appoint a Dairy and Food Commissioner, who shall hold his office for the term of two years from the first day of January in the year of his appointment, and until his successor is appointed and qualified.

Sec. 2. The Governor shall have power to remove such Commissioner at any time in his discretion; but the reasons for such removal shall be laid before the Senate at the next regular or special session of the Legislature thereafter, and in case of a vacancy in the office of Commissioner from any cause, the Governor may appoint another person to fill same.

Sec. 3. Before entering upon the duties of his office, the person so appointed shall make, subscribe, and file in the office of the Secretary of State, an oath of office in the form prescribed by section one of article eighteen of the constitution of this State, and shall enter into bonds with the people of the State of Michigan in the sum of \$10,000, with sureties to be approved by the Governor, conditioned for the faithful performance of his duties.

Sec. 4. Said Commissioner shall receive an annual salary of \$1,200, payable monthly, on the warrant of the Auditor General. His necessary cash outlay for the expenses incidental to the performance of the duties of his office shall be audited by the Board of State Auditors. The Board of State Auditors shall provide office room and the necessary furniture and fixtures, and the necessary stationery supplies, for the conduct of the business of the said Commissioner, on his application to said Board therefor. Said office shall be and remain in the city of Lansing.

Sec. 5. The Dairy and Food Commissioner shall submit for analysis any article of food or drink products which he may have reason to believe are adulter-

ated, impure, or unwholesome and unlawful products under existing laws, to the Professor of Chemistry at the Michigan Agricultural College, who is for the purpose of this bill to be called the State Analyst. The compensation of the State Analyst shall be on his bills for making examinations and analyses of articles placed in his hands by the Commissioner for the purpose of having their purity determined, and the charges for such services shall be no more than chemists and analysts are accustomed to charge for similar services. His bills for analyses made shall, when duly certified by the Commissioner, be presented to the Board of State Auditors for audit and allowance monthly; but said Board of State Auditors shall not allow bills of the State Analyst and clerical help in excess of \$1,000 in any one year.

Sec. 6. It shall be the duty of the Dairy and Food Commissioner to carefully enquire into the quality of the dairy and food drink products and the several articles which are necessary constituents of foods which are offered for sale in this State, and when he has reason to believe that any such articles, foods or products are adulterated, impure or unwholesome, he shall procure samples of the same and direct the State Analyst to make due and careful examination of the same and report his finding thereon. If it shall appear from such report that the article, food, food and drink product, or dairy product, is adulterated, impure or unwholesome, in contravention of the statutes relative thereto, it shall be the duty of the Commissioner to make complaint against the manufacturer or vender thereof, in the proper county, and furnish the prosecuting attorney with the evidence thereon to obtain a conviction for the offence charged.

Sec. 7. It shall be the duty of the prosecuting attorneys to prosecute to completion all suits brought by the Dairy and Food Commissioner under the several statutes relative to the adulteration of food, and the sale of impure and unwholesome food or food products.

Sec. 8. It shall be unlawful for the State Analyst, while he holds his office, to furnish any individual, firm or corporation, any certificate as to the purity or excellence of any article manufactured or sold by them to be used as food or in the preparation of food.

Sec. 9. The Commissioner shall make an annual report to the Governor which shall cover the doings of his office for the preceding calendar year, which shall show, among other things, the number of specimens of food articles analyzed, and the State Analyst's report on each one, the number of complaints entered against persons for violations of the laws relative to the adulteration of food, the number of convictions had, and the amount of fines imposed therefor, together with such recommendations relative to the statutes in force as his experience may justify. His report shall be printed by the Board of State Auditors as other State reports are printed; one thousand copies of each report shall be for distribution by the Commissioner and one thousand copies shall be delivered to the State Board of Agriculture to be by them distributed.

Approved June 2, 1893.

When.

When Mary Lease is President

How happy we shall be;

A home for every resident

Will grow on every tree;

When only Populists can hold

An office worth its weight in gold,

And all the rest are in the cold,

How happy we shall be.

When Government the railroads rent

How happy we shall be;

When money's loaned at two per cent.

How happy we shall be;

When men are jerked from ruin's brink

By added time to read and think,

And longer hours to smoke and drink,

How happy we shall be.

When the millennium breaks forth

How happy we shall be;

With a united South and North

How happy we shall be;

When wealth comes to us while we wait,

No mortgage swipes our real estate,

And Uncle Sammy pays the freight,

How happy we shall be!

Use Tradesman or Superior Coupons.

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
Grocery
Co.

REPRESENTATIVE RETAILERS.

J. Geo. Lehman, the West Bridge Street Grocer.

John George Lehman was born in Livingston county, N. Y., in 1856. The family came to Grand Rapids the year following his birth, but shortly after removed to Ionia, where they have ever since resided. Here George attended school until 1870, in which year his father died. Having decided on a mercantile career, the lad came to Grand Rapids and pursued the six months' course in the Grand Rapids Commercial College, which was at that time conducted by Prof. Swensberg. The next six months were passed in a meat market, when he entered the employ of Rasch Bros., grocers, remaining in that position seven years. In 1879, with a good business training, a determination to succeed, and \$300 cash capital, he made his first business venture, with Mr. A. Rasch as his partner, the firm being known as Rasch & Lehman. They were located at No. 40 West Bridge street. The partnership continued about five years, when it was dissolved, Mr. Lehman purchasing his partner's interest, continuing the business in the same location for nearly six year. It was during his partnership with Mr. Rasch, that Mr. Lehman first met the lady who afterwards became his wife, Miss Flora C. Miller, to whom he was married Jan. 24, 1882. In 1889 he built the three-story brick block at 44 and 46 West Bridge street, moving into the west half of the block, where he has since conducted business.

Integrity, economy and strict attention to business are, as everyone who knows

him will testify, the principles upon which Mr. Lehman's success is founded, and it needs no prophet to foretell what the future has in store for him.

The number of men who have been successful in establishing themselves in business on the West Side is very small, and it must be gratifying to Mr. Lehman to reflect that he is one of the number; but the qualities which have made him successful in his present location would have brought him success anywhere. Something over a year ago, Mr. Lehman purchased a beautiful residence on Mt. Vernon street, where he now resides, enjoying, as every business man ought, the comforts of a home entirely separated from business.

An Old Truth in New Form.

Truth and roses by any new names smell as sweetly. We met an old truth the other day in this new dress and think well of it, so we send it into the printer for wide distribution. It's a splendid tonic and stimulant. There are some stimulants from the pit, and many there be who use them; here is one from the dome with suggestive and exhilarating qualities. This is it: "If a man can write a better book, preach a better sermon, or make a better mouse-trap than his neighbor, though he builds his house in the woods, the world will make a beaten path to the door."

The children can tell us who it was who was taken from the plough and placed at the head of a great nation. Let no one, young or old, sit down moping under the impression that he cannot rise to some eminence more or less high. It is better to have wooed and lost than not to have wooed at all. The

loss stirs one into more effective doing. All losses do that when rightly handled. Reader, handle them rightly. I have something now, said the inventor, which will fetch the crowd to my studio or shop. See how they come. The cobbler who took John B. Gough by the hand and steadied him into a temperance meeting, did a night's work which is being felt all round the world. We all can do that much. How is it with you? Are you trying to be somebody? Are you steering or drifting?

GEO. R. SCOTT.

What the Trained Eye Sees.

A sleight-of-hand man once said that he owed much of his success to his persistent cultivation of the faculty of observing ordinary things. He cultivated this by watching people as he passed them on the street, by noting the details of difference. He said that he finally got so proficient that he could glance at a shop window on passing it and tell everything in it, even to details of construction of small articles, as the pattern of a chain in a jeweler's window, for instance.

In addition to its mental training, this observing of details has a more attractive side. It furnishes amusement and makes an ordinary going forth for business or pleasure a veritable trip to wonderland. If you will take the trouble to inquire into the matter you will be surprised how little people, even women, observe of what is going on about them. Women are always mentioned as alert and infallible observers. As a matter of fact, they observe very little outside of the details of other women's hats and gowns. And they do not observe these as much as they get credit for doing, as any dressmaker or milliner can tell.

You will notice this difference in observation in the conduct of people in the elevated trains. One man, sitting in a corner peering over his newspaper, will suddenly laugh. He has seen something

to amuse him in some person in the car or in some window the car has just passed. Now, others have been looking in the same direction as he, but have seen nothing to laugh at.

The truth is, they did not see what he saw. They were looking at it, but they were looking at it with eyes untrained for details. The small, incongruous elements which make up humor had escaped them. But if the laughing man had told what he saw the others would have laughed. It was not lack of a sense of humor, but simply lack of observation.

In any crowd that jostles along the sidewalks of Broadway there are a thousand and peculiarities of dress and manner, a score of incidents full of humor or of that gentle melancholy which refreshes like tears shed over a novel. The people who are fond of parading and seeing what is going on are conscious of this crowd in only a dim way. They do not think of separating it further into details than pretty or ugly, handsome or unattractive. And in that way they miss almost all the life and beauty and interest. They see, but at the same time they do not see. And they forget that all the fun and all the shadow that writers put into print for them to read are but faint reflections of the fun and shadow of the panorama of life which is around everybody.

The color of a bootblack's shirt, the cut of a working girl's gown, the ways in which women do their hair, the kind of eyebrows and eyes, expression of faces—all these things may be observed and noted in such a way that a score of other things unnoticed before will be opened to view. The more this minute and careful observation is cultivated the more entertaining and profitable, too, it becomes.

A Matter of Endurance.

"I can take 100 words a minute," said the stenographer.

"I often take more than that," remarked the other fellow in sorrowful accents, "but then I have to—I'm married."

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



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

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

TANGLEFOOT

SEALED

Sticky Fly Paper.

NEW STYLE.
IN NEW PACKING.

NEW PRICE.
WITH NEW HOLDERS.



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

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

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

Good Investments for Limited Capital.

Written for THE TRADESMAN.

An impression prevails in the minds of men who are not blessed with an unlimited amount of capital, that profitable investments can no longer be made. They listen to the farmer's tale of woe and conclude that farming no longer pays. From the mercantile ranks of industry comes the despairing cry of struggling, disappointed retailers who are being forced to the wall by a competition so oppressive as to make ample elbow room and liberal profits utterly unattainable, and the would-be investor turns away from the mercantile business. Manufacturing offers a more promising field; but aggregations of capital are reducing cost to a minimum by the use of powerful, labor-saving machinery, and the exercise of accumulated power in influencing the market price of both raw materials and the manufactured products, making it impossible to successfully operate with small capital. Neither can the owner of a limited capital use it to advantage by merging it in the aggregation unless, by so doing, he secures a remunerative position in the concern as manager, bookkeeper, secretary or traveling salesman. Otherwise, it would simply be equivalent to loaning his capital at a good rate of interest—something which a man of small means cannot afford to do. This dearth of opportunity to make profitable business investments with limited capital, is taken advantage of by the big concerns in securing road salesmen and office assistants. It has become quite fashionable for new aggregations to advertise for a manager, secretary or traveling representative who is willing to invest a small capital in the business. In this way the combinations block the way for the individual with limited capital, and the latter blocks the game for the individual who has no capital, by making use of his means in purchasing an opportunity to work at a good fat salary.

It is, no doubt, a fact that the chances to invest from \$1,000 to \$3,000 in light business callings, yielding good profits and requiring little or no manual labor, have become exceedingly scarce. Hard work went out of fashion a long time ago, and since that time the ingenuity of man has been fearfully strained in devising ways and means to get a living without working for it, or, in other words, to get something for nothing. Because the time has arrived when a man can't support his family by sitting on a counter, dangling his heels and waiting for imaginary customers who never come; or, by holding down an office chair in a dingy little room on the third floor, with a back alley view, until the landlord kindly comes to his relief and gives him notice to vacate the premises for the next man who is waiting to squander his limited capital in office rent; or, by standing on the street corners or posing in the hotel lobbies, watching for suckers and waiting for something to turn up—I say because men can no longer support their families in these light, easy, genteel avocations they howl and prate about the degeneracy of the times. They say an honest (God forgive them) man can no longer earn an honest living, and they wonder what the country is coming to. Now, Mr. Editor, I am going to show that no country on earth offers better chances for the profitable investment of limited capital than

this very Michigan of ours; and if I go beyond the confines of merchandising for them (which I shall do of necessity) I trust you will not deem it too far removed from business matters to merit publication in THE TRADESMAN.

The business I refer to is fruit culture. Don't elevate your proboscis, anxious reader; I know this means work, early, late, and all the time while the summer lasts; but, if faithfully performed, the reward is certain and liberal. Fruit lands are cheap and plentiful, and the market for fruit is unlimited. In this field of labor the reward is proportionate to the amount of energy put forth; nature, unlike man, responds faithfully to the demands of diligent effort. Here is a business not affected by competition either in volume or percentage of profit; a business which offers health, prosperity and happiness to all who engage in it and conform to its demands, which are: diligent study, close application, and untiring perseverance. There are thousands of acres of land in the famous fruit belt of Michigan, especially adapted to the growing of small fruits, lying near our lake ports just as the lumberman and subsequent fires left it, which can be bought for a song and cleared for another song. The time is coming, and it is not far distant, when these unbroken lands will be converted into fruit gardens dotted with happy and prosperous homes. A recent run up the shore as far as Shelby and a personal inspection of some of Oceana county's fine fruit gardens, and careful interviews had with the owners, was a revelation to me. I saw in that revelation not only what had been, and is being done, but I saw what might be done. I saw that the chances for profitable investments of small capital were, apparently, unlimited; and then I thought of the crowded cities and towns—of the thousands who are elbowing their way through the crowded avenues, searching for some vacant spot where they can invest a little capital in merchandising, knowing that the chances for success are nineteen adverse to one that is favorable. It would seem that we are rapidly drifting into a condition where a white shirt and a comfortable seat in the shade with prospective glimpses of starvation, is more preferable than a little manual labor with a reward of sure and certain prosperity.

I have already used up the space allotted me, and will, therefore, have to defer giving facts and figures in proof of the general statements thrown out in this article. As the subject of canning factories is being discussed in the columns of THE TRADESMAN I shall, probably, be permitted to have my say on that subject as it has a bearing on the question of how to make profitable investments of small capital. In a future article I will confine myself to facts and figures based on actual experience in both growing and canning fruits. E. A. OWEN.

The Drug Market.

There are no changes to note.

Opium, morphia and quinine are steady.

Paris green is very scarce. Some of the manufacturers are sold out and refuse orders, and an advance of 2 cents has already been made, with higher prices looked for.

Insect powder has advanced on account of scarcity of flowers.

Use Tradesman Coupon Books.

MILTON KERNS' El Puritano Cigar.



THE FINEST

10 Cent Cigar on Earth

TRADE SUPPLIED BY

BATEMAN & FOX,

Bay City.

B. J. REYNOLDS,

Grand Rapids.

R. OPPENHEIMER,

East Saginaw.

DETROIT TOBACCO CO.,

Detroit, Mich.



Do You Wish

AN

Engraving

OF

Your Store

Outside



OR

Inside?

WE CAN

Give You a

Good One

SUITABLE FOR ONE COLUMN

For \$6.00.

Tradesman Company,

GRAND RAPIDS, MICH.

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. Parkill, Owosso.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.

Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkill, 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.

Why I Don't Use Patent Medicines.

1. Because it seems unreasonable that a man who possesses no medical knowledge, or not enough of it to earn an honest living, should discover drugs of such virtue, or combinations of such power, that they cure where all others fail, and save lives "given up by all the doctors." Sometimes the discoverer is not even claimed to be at all acquainted with medicine, but a missionary or some other benevolent character whose only wish is to benefit humanity. Sometimes these wonderful secrets of healing are said to be learned from the negroes, Indians, savages, or anywhere or everywhere where the halo of mystery can be made to surround the preparation. Savages have not made brilliant discoveries in the arts or sciences; why should they have discovered so many and such wonderful cure-alls, and why should they die off so much faster than civilized people in spite of them?

FALSE PRETENSIONS.

2. Because the great majority of patent medicines have been analyzed and shown to contain only drugs that are well known, and do not possess any such properties as are attributed to them. To look at the wonderful promises in the advertisement and then at the results of the analysis would make the man in the moon laugh at the gullibility of the people of the earth. Take the much advertised sarsaparilla, for example. "Hare's Therapeutics," one of the latest and best books on the subject (used as a text book at Harvard), says: "Sarsaparilla seems utterly without effect in the hands of most physicians." H. C. Wood's "Therapeutics," another eminent authority, says: "The only sensible effects that follow even the largest draughts of the decoction (of sarsaparilla) are simply the results of gastric disturbance." For the consolation of some who have been so wonderfully benefited, and have so gratefully told of it, it may be added that "Some cases of syphilis which are of an obstinate character (and have possibly been to all doctors without relief, etc.) will yield to iodide of potassium and sarsaparilla where iodide alone fails."

SECRET POISONS.

3. Because while many of them are inert and powerless for good or evil, many are injurious and lead to the liquor or opium habits or cause death directly. Among the harmful ingredients may be mentioned opium in some form. The various soothing syrups with which the infants of the ignorant are so often drugged and killed, either by a single dose or indirectly by the resulting indigestion that carries them off, almost invariably contain opium in some form. Many patent cough mixtures contain so much opium that they lead to the opium habit in those using them long. Scotch Oats Essence was very widely advertised a while ago. After the publication of an analysis showing that it contained a large amount of morphine, it dropped out of notice. The headache powders and pills that are now so plentiful generally contain acetanilid and have caused many cases of poisoning. The list of dangerous patent medicines might be extended almost indefinitely. Most face preparations contain arsenic, and most stomach bitters contain whisky or other powerful drugs.

APPEAL TO CREDULITY.

4. Because they appeal to the ignorance and credulity of people, and try

by all means to deceive the unwary. Here we find the real secret of the success of patent medicines. They appeal to the mysterious. Like the quack doctor at the cattle-show, whose flashing (paste) diamonds, long hair floating over his shoulders, peculiar costume, and unparalleled braggadocio all mark him as a strange man, and hence gifted with strange powers, so the advertisements of the patent medicine, its marvelous discovery, its mysterious composition, its wonderful cures, its unheard-of success where all else fails, all go to show that this medicine is really mysterious and acts like a charm. Nothing would so destroy people's faith in patent medicines as to have the formula printed on the bottle. But so long as the quack doctor and the quack medicine can dazzle people by the glamour of mystery, so long will the ignorant and the credulous be duped.

FORGED TESTIMONIALS.

5. Because the testimonials of wonderful cures are mostly forgeries. No sane person would for a moment think of believing all the testimonials. Every one knows that the majority are "made up." Still there are a few genuine ones, and they amount to this: "I took the medicine; I am better. Therefore the medicine cured me." The ship was sinking; the captain swore, and they were saved. Therefore they were saved because the captain swore. The testimony of credulous people, and of some people who are educated and logical in some ways but ignorant in the thing whereof they testify, has been used to bolster up every falsehood and superstition in literature, science, art, politics, business and religion from the wonderful yarns of Homer's heroes to the last visit of the sea serpent. Witchcraft, mind cures, the miracles of Dr. Cullis, of the Mormon elders, and of hosts of other miracle workers can all produce thousands of devoted followers who will testify to anything from the cure of an unsightly wart to the last stages of organic heart disease. Those who have been injured or killed by the treatment are never heard from. These are not advertised. People read only the praises of the patent medicine, and a newspaper that derives large profits from patent medicine advertisement is not likely to devote much space gratis to showing the falsity of such advertisement or the injury caused by the nostrums. The credulous hear only one side, and are constantly taken in. If they have a cold, take some patent medicine and get well, they ascribe their cure to the nostrums, without thinking that their neighbors recovered as rapidly without using any medicine. This popular fallacy is waning.

H. H. BURNS, M. D.

Opposed to Medicine Selling Grocers.

RICHLAND, June 20—Michigan has enacted a law for the protection of her registered pharmacists, but every day brings to light the practice of pharmacy by retail grocers all through the State, selling laudanum, paris green, compounding prescriptions, retailing poisons without affixing the label prescribed by law, or giving the name of said poison with the proper antidote affixed thereon. They should read section 9 2287 C 7 How-ell's Statutes, and it would not be a bad idea for the State Board of Pharmacy to read the same section and then take some action in regard to the matter and try and protect the thousands of registered pharmacists who pay every year their registration fee of as many more dollars to sustain said law and see that they have their rights. This misdemeanor is punishable by a fine, and the Board of Pharmacy could make no better use of the money than to hire a good detective to look up such matters and prosecute all violations of the law.

Grocers selling drugs always cut prices and spoil the profits which the druggists pay a license to obtain, while they pay none. We don't object to anyone selling drugs if they want to, but let them do as any druggist does—register and pay the fee, or keep a registered clerk. I do not uphold the wholesale druggists who peddle out their patent medicines, drugs and sundries through the State to grocers and on any four corners whenever they can make a sale, simply for the name of

doing business. This matter the retail druggists should post themselves on, and buy their drugs of firms who sell to druggists only. Get together every druggist in the State, and when you find your wholesale druggist is selling the grocery houses in your town, make it a point to buy your drugs of someone else. For myself, I would not buy a dollar's worth of such a firm, knowing such to be a fact. Now, let's hear from other retail druggists, and we will all agree to read any articles that may be written in regard to this matter, whether by our brother retailers or wholesalers or by the Secretary, President or any member of the Michigan Pharmacy Board. Some groceryman might say this was written by some crank, who wants the earth and wants it fenced; but crank or no crank, fence or no fence, all we want is what we are paying for and what we have a law to protect us in.

Hoping to hear from others, I am

Yours respectfully,

B. R. MICH.

Definition of the Term "Bank Credits."

In shaping the character of the currency as well as the credit of a nation, no influence should be more pronounced for conservatism and the establishment of right principles than that of the banker; and those engaged in banking should be thoroughly informed in the principles of its business, the greatest of which is credit.

In the earliest ages, as well as in modern times, personal qualities have been regarded as wealth. Character, ability, skill and energy are as truly means for capital and trading as could be any material goods. For instance, character may be used as a power for purchasing goods, etc., by giving a promise redeemable in the future. This means of utilizing a good name, whether verbal or written, is what we denominate as credit. Thus character becomes wealth in an individual sense, and the aggregate character of the people constitutes the basis of the national credit.

Money is the great medium of universal exchange. This feature demonstrates its true character and property. Money is also the evidence of debts that arise between individuals, communities and nations, because it is the means by which such debts are exchangeable. Money, therefore, has all the properties of credit. It is simply a right to demand something of some one else. A promise or credit is nothing more. When a banker proceeds to grant a credit he is not always desirous to know that the settlement will be prompt, absolute and complete? If this is the accepted standard for good credit, how important then that money, which is the medium of credit (or debt) exchanges to be received by ignorant and intelligent alike, should be as near absolute and unchanging in value as human ken can make it. If it does not attain to this standard it is easy to see how the ignorant and unenlightened can be, as they always are, the sufferers from a bad or unstable circulating medium. The enlightened understand the inexorable laws of credit and are always on guard that they may convert their credits before the danger comes. An eminent writer has said: "Credit is anything which is of no direct use in itself but which is taken in exchange for something else, solely in the belief or confidence that we have the right to exchange it away again for something else we do require." Who can give a better definition of money than this? Who would accept money but for the belief that it could be readily exchanged for what is wanted? Money will not feed or clothe us except by exchange. We thus demonstrate the relations of money and credit. All persons accept the fact that personal credits should not be circulated if unreliable and worthless. Why do they not look upon their circulating medium in like manner and have due regard always for its great underlying principles as to safety and stability?

The varieties of credit in our country are very great. In speaking of credits we usually think of such things as notes, checks, bills of exchange, merchandise bills or accounts, etc. The bank note is a bill of credit. In fact, any order to do or

pay something is a credit. An order to your merchant or coal dealer is a present. If you buy a ticket to the concert you purchase a right to see the performance. It is a credit. The steamer or the railroad ticket is but a credit—a right to be transported to a certain specified place. In like manner the tickets of the ice-man, the milkman and the breadman, etc., are all bills of credit. Thus you can realize the homogeneous character of money and credit—one being of a general character, while the other is specific and particular. These examples show the application of credit in the common affairs of business. Banks receive their chief compensation from the charges made—called discount—for carrying these particular credits for their patrons. As such credits mature from time to time they are converted into the medium of general credit.

Credit, therefore, in its application to banking, means nothing more nor less than the expectation of money within a reasonable limit of time. It should be the one aim and abiding hope of every good banker to realize this expectation. Assuming this to be true, then let us remember the adage that "Money well lent is half collected."

CRED T. WALKER.

Averaging Damages Unlawful.

The Supreme Court of California has lately decided that it is unlawful for a jury to arrive at the amount of damages to be assessed in a civil suit by taking an average of their various estimates. Some time ago a young lady of San Francisco was passing along the street, and a chisel, falling from a scaffold where a carpenter was at work, inflicted a painful wound upon her. She sued for damages, and the jury found it hard to agree as to the amount which she should receive. Everyone had a different idea on the subject, though they were all of the opinion that she ought to have something. They finally decided to make an average of the sums which they were inclined to award her, and hand in the average as their verdict. They told the court how they had arrived at their decision, whereupon an appeal was taken, and the Supreme Court decided that the verdict was reached "by chance," and could not stand. Where the element of chance enters into an average is not very plain to an outside observer, but perhaps the California solons know.

The Proposition Seemed Reasonable.

A lad of 15 applied for the position of office boy in a downtown house.

"Can you read and write and spell, and are you honest?" asked the employer.

"Yes, sir."

"How old are you?"

"Fifteen."

"We pay such a boy \$2 a week and he finds himself."

"All right, I'll take the job on one condition."

"What's that?"

"I'll take care of the reading, writing and spelling, but you've got to look out for the honesty till I get a raise of wages."

Some souls there are like the cactus blossom, surrounded by a pricking mass of ugliness, themselves a marvel of sweetness.

Use Tradesman Coupon Books.

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

PRICE TO THE TRADE:

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

On receipt of dealer's printed address we will forward, free of charge, a tablet of 9x12 white wrapping paper, cut from 40-pound book, bearing dealer's card neatly printed thereon.

Order PECKHAM'S CROUP REMEDY of your jobber, and send your label to Peckham Remedy Co., Freeport, Mich.

Wholesale Price Current.

Advanced—Insect Powder.

Declined—

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolcum German.	65 75	Aloes	60
Boricum	20 30	Arnica	60
Carbolicum	27 38	Asafetida	60
Citricum	50 52	Atrope Belladonna.	60
Hydrochlor.	30 5	Benzoin	60
Nitricum	10 12	" Co.	60
Oxalicum	10 12	Sanguinaria	60
Phosphoricum dil.	30 21	Barosma	60
Salicylicum	1 30 21	Cantharides	60
Sulphuricum	1 30 21	Capsicum	60
Tannicum	1 40 21	Cassa damon	60
Tartaricum	30 23	Caster	60
AMMONIA.		Catechu	60
Aqua, 16 deg.	3 4 5	Cinchona	60
20 deg.	5 4 7	" Co.	60
Carbonas	13 14	Columba	60
Chloridum	13 14	Conium	60
ANILINE.		Cubeba	60
Black	2 00 2 25	Digitalis	60
Brown	80 21 00	Ergot	60
Red	45 50	Gentian	60
Yellow	2 50 3 00	" Co.	60
BACCAR.		Gualca	60
Cubeae (po 40)	3 40	Zingiber	60
Juniperus	80 20	Hyocyanus	60
Xanthoxylum	25 30	Iodine	60
BALSAMUM.		" Colorless	60
Copaiba	45 50	Ferri Chloridum	60
Peru	21 95	Kino	60
Terabin, Canada	50 60	Lobelia	60
Tolutan	35 50	Myrrh	60
CORTEX.		Nux Vomica	60
Abies, Canadian	18	Opil	60
Cassiae	11	" Camphorated	60
Cinchona Flava	18	" Deodor	2 00
Euonymus atropurp.	30	Aurant Cortex	60
Myrica Cerifera, po	20	Quassia	60
Prunus Virgin.	12	Rhatany	60
Quillaja, grd.	10	Rhel	60
Sassafras	12	Cassia Acutifol	60
Ulmus Po (Ground 15)	15	" Co.	60
EXTRACTUM.		Serpentaria	60
Glycyrrhiza Glabra	24 25	Stromentaria	60
" po.	33 35	Tolutan	60
Haematox, 15 lb. box	18	Valerian	60
" 1/2 lb.	13 14	Veratrum Veride	60
" 1/4 lb.	14 15		
" 1/8 lb.	16 17		
FERRU			
Carbonate Precip.	15		
Citrate and Quinia	23		
Citrate Soluble	20		
Ferrocyanidum Sol.	20		
Solut Chloride	15		
Sulphate, com'l.	9 2		
" pure	7		
FLORA.			
Arnica	18 20		
Anthemiss	20 35		
Matricaria	50 65		
FOLIA.			
Barosma	18 50		
Cassia Acutifol, Tin	25 28		
nively	35 50		
" Alx.	35 50		
Salvia officinalis, 1/2	15 25		
and 1/4	8 10		
Ura Ural	8 10		
GUMMI.			
Acacia, 1st picked	75		
2d	45		
3d	30		
" sifted sorts	25		
" po	60 80		
Aloe, Barb. (po 60)	60		
" Cape, (po 20)	12		
Socotri, (po 60)	50		
Catechu, 1s, (1/4, 1/2, 3/4)	1		
Ammoniac	55 60		
Assafetida, (po 35)	30 35		
Benzoinum	50 55		
Camphora	55 58		
Euphorbium po	35 40		
Galbanum	20 25		
Gamboge, po	70 75		
Gualacum, (po 35)	20		
Kino, (po 1 10)	21 15		
Mastic	80		
Myrrh, (po 45)	40		
Opil (po 4 30)	2 00 23 00		
Shellac	35 42		
" bleached	33 35		
Tragacanth	40 41 00		
HERBA—In ounce packages.			
Abutilum	25		
Eupatorium	20		
Lobelia	25		
Majorum	25		
Mentha Piperita	25		
" Vir.	25		
Rue	20		
Tanacetum, V.	22		
Thymus, V.	25		
MAGNESIA.			
Calcined, Pat.	55 60		
Carbonate, Pat.	20 22		
Carbonate, E. & M.	20 25		
Carbonate, Jennings	35 36		
OLEUM.			
Absinthium	3 50 24 00		
Amygdalae, Dulc.	45 75		
Amygdalae, Amarae	8 00 25 25		
Anisi	1 70 21 80		
Aurant Cortex	2 30 22 40		
Bergamit	3 25 23 50		
Cajuputi	60 65		
Carophylli	35 40		
Cedar	35 40		
Chenopodii	21 60		
Cinnamomi	90 21 00		
Citronella	45		
Conium Mac.	35 65		
Copaiba	80 90		

Morphia, 2 P. & W.	2 20 22 45	Seidlitz Mixture	20	Lindseed, boiled	54	57
S. N. Y. Q. &	2 10 22 35	Sinapis	18	Neat's Foot, winter	80	85
C. Co.	2 10 22 35	" oil	30	strained	80	85
Moschus Canton	2 40	Snuff, Maccaboy, De	30	Spirits Turpentine	35	40
Myristica, No 1	65 70	Voes	35			
Nux Vomica, (po 20)	2 10	Snuff, Scotch, De. Voes	35	PAINTS.	bbl.	lb.
Os. Sepia	20 22	Soda Boras, (po 11)	10 11	Red Venetian	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	2 00	Soda et Potass Tart.	27 30	Ochre, yellow Mars	1 1/2	2 1/2
Picls Liq, N. C., 1/2 gal	2 00	Soda Carb.	1 1/2 2	" Ber.	1 1/2	2 1/2
doz	2 00	Soda, Bi-Carb.	5	Putty, commercial	2 1/2	2 1/2
Picls Liq, quarts	2 1 00	Soda, Ash	3 1/2 4	" strictly pure	2 1/2	2 1/2
" pints	2 1 00	Soda Sulphas.	5 1/2	Vermilion Prime Amer-	1 1/2	1 1/2
Pil Hydrarg, (po 80)	2 50	Spts. Ether Co	5 1/2	Ican	1 1/2	1 1/2
Piper Nigra, (po 25)	2 1	" Myrcia Dom.	5 1/2	Vermilion, English	65 70	
Piper Alba, (po 55)	2 3	" Myrcia Imp.	3 00	Green, Peninsular	70 75	
Pix Burgun	7	" Vini Rect. bbl.	2 19 22 29	Lead, red	6 1/2	6 1/2
Plumbi Acet	14 15	Less 5c gal, cash ten days.	2 19 22 29	" white	6 1/2	6 1/2
Pulvis Ipecac et opil.	10 21	Strychnia Crystal	1 40 1 45	Whiting, white Span	2 1/2	2 1/2
Pyrethrum, boxes H	10 21	Sulphur, Subl.	2 1/2 3	Whiting, Gliders	2 1/2	2 1/2
" P. D. Co., doz	1 25	" Roll	2 1/2 2 1/2	White, Paris American	1 0	1 0
Pyrethrum, pv	20 30	Tamarinde	8 10	Whiting, Paris Eng.	1 40	1 40
Quassia	8 10	Terebenth Venice	25 30	Pioneer Prepared Paints	30 1 4	30 1 4
Quinia, S. P. & W.	25 30	Theobromae	45 45	Swiss Villa Prepared	1 00 21 20	1 00 21 20
" S. German	20 30	Vanilla	9 00 21 00	Paints	1 00 21 20	1 00 21 20
" G.	15	Zinci Sulph.	7 2 8	VARNISHES.		
				No. 1 Turp Coach	1 10 21 20	1 10 21 20
				Extra Turp.	1 10 21 20	1 10 21 20
				Coach Body	2 75 23 00	2 75 23 00
				No. 1 Turp Furr	1 00 21 10	1 00 21 10
				Eutra Turk Damar	1 55 21 60	1 55 21 60
				Japan Dryer, No. 1	70 27 5	70 27 5
				Turp.		

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day we receive them. Send a trial order

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

The 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.

<div><div>AXLE GREASE.</div><div>doz gross</div><div>Aurora..... 55 6 00</div><div>Castor Oil..... 75 9 00</div><div>Diamond..... 50 5 50</div><div>Frazer's..... 80 9 00</div><div>Mica..... 75 8 00</div><div>Paragon..... 55 6 00</div></div> <div><div>BAKING POWDER.</div><div>Acme.</div><div>1/2 lb. cans, 3 doz..... 45</div><div>1 lb. " 2 "..... 1 00</div><div>Bulk..... 1 00</div><div>Arctic.</div><div>1/2 lb cans 6 doz case..... 55</div><div>1 lb " 4 doz "..... 1 10</div><div>1 lb " 2 doz "..... 2 00</div><div>5 lb " 1 doz "..... 9 00</div><div>Fosfon.</div><div>5 oz. cans, 4 doz. in case..... 80</div><div>16 " 2 " "..... 2 00</div><div>Red Star, 1/2 lb cans..... 40</div><div>1 lb " 1 "..... 75</div><div>1 lb " 1 "..... 1 40</div><div>Telfer's, 1/2 lb. cans, doz..... 1 40</div><div>1 lb. " 1 "..... 85</div><div>1 lb. " 1 "..... 1 50</div><div>Our Leader, 1/2 lb cans..... 75</div><div>1 lb cans..... 1 50</div><div>Dr. Price's.</div><div>Dime cans..... 95</div><div>4-oz " 1 40</div><div>6-oz " 2 00</div><div>8-oz " 2 60</div><div>12-oz " 3 30</div><div>16-oz " 4 00</div><div>20-oz " 4 50</div><div>25-oz " 5 00</div><div>5-lb " 22 75</div><div>10-lb " 41 80</div></div> <div><div>BATH BRICK.</div><div>2 dozen in case.</div><div>English..... 90</div><div>Bristol..... 80</div><div>Domestic..... 70</div></div> <div><div>BLUING.</div><div>Gross</div><div>Arctic, 4 oz ovals..... 3 60</div><div>8 oz..... 7 00</div><div>pints, round..... 9 00</div><div>No. 2, sifting box..... 2 75</div><div>No. 3..... 4 00</div><div>No. 5..... 8 00</div><div>1 oz ball..... 4 50</div><div>Mexican Liquid, 4 oz..... 3 60</div><div>8 oz..... 6 80</div></div> <div><div>BROOMS.</div><div>No. 2 Hurl..... 1 75</div><div>No. 1..... 2 00</div><div>No. 2 Carpet..... 2 25</div><div>No. 1..... 2 50</div><div>Parlor Gem..... 2 75</div><div>Common Whisk..... 90</div><div>Fancy..... 1 15</div><div>Warehouse..... 3 25</div></div> <div><div>BRUSHES.</div><div>Stove, No. 1..... 1 25</div><div>10..... 1 50</div><div>15..... 1 75</div><div>Rice Root Scrub, 2 row..... 1 85</div><div>Rice Root Scrub, 3 row..... 1 25</div><div>P. Ametto, goose..... 1 50</div></div> <div><div>BUTTER PLATES.</div><div>Oval-250 in crate.</div><div>No. 1..... 60</div><div>No. 2..... 70</div><div>No. 3..... 80</div><div>No. 5..... 1 00</div></div> <div><div>CANDLES.</div><div>Hotel, 40 lb. boxes..... 10</div><div>Star, 40 "..... 9</div><div>Paraffine..... 10</div><div>Wickling..... 24</div></div> <div><div>CANNED GOODS.</div><div>Fish.</div><div>Clams.</div><div>Little Neck, 1 lb..... 1 20</div><div>2 lb..... 1 90</div><div>Clam Chowder.</div><div>Standard, 8 lb..... 2 25</div><div>Cove Oysters..... 1 00</div><div>Standard, 2 lb..... 1 85</div><div>Lobsters.</div><div>Star, 1 lb..... 2 50</div><div>2 lb..... 3 50</div><div>Picnic, 1 lb..... 2 00</div><div>2 lb..... 2 90</div><div>Mackerel.</div><div>Standard, 1 lb..... 1 25</div><div>2 lb..... 2 10</div><div>Mustard, 2 lb..... 2 25</div><div>Tomato Sauce, 2 lb..... 2 25</div><div>Soused, 2 lb..... 2 25</div><div>Salmon.</div><div>Columbia River, flat..... 1 90</div><div>tall..... 1 75</div><div>Alaska, Red..... 1 45</div><div>pink..... 1 25</div><div>Kinney's, flat..... 1 95</div><div>Sardines.</div><div>American 1/4..... 2 5</div><div>1/2..... 6 1/2</div><div>Imported 1/4..... 10 1/2</div><div>1/2..... 15 1/2</div><div>Mustard 1/4..... 2 8</div><div>Boneless..... 21</div><div>Trout.</div><div>Brook, 3 lb..... 2 50</div></div> <div><div>Fruits.</div><div>Apples.</div><div>3 lb. standard..... 55</div><div>York State, gallons..... 3 00</div><div>Hamburg.....</div><div>Apricots.</div><div>Live oak..... 1 75</div><div>Santa Cruz..... 1 75</div><div>Lusk's..... 1 75</div><div>Overland..... 1 75</div><div>Blackberries.</div><div>B. & W..... 95</div><div>Cherries.</div><div>Red..... 1 10</div><div>Pitted Hamburg..... 1 20</div><div>White..... 1 50</div><div>Erie..... 1 30</div><div>Damsons, Egg Plums and Green Gages..... 1 10</div><div>Erle..... 1 70</div><div>California..... 1 70</div><div>Gooseberries.</div><div>Common..... 1 25</div><div>Peaches.</div><div>Pie..... 1 25</div><div>Maxwell..... 1 65</div><div>Shepard's..... 2 20</div><div>California..... 1 65</div><div>Monitor..... 1 65</div><div>Oxford.....</div><div>Pears.</div><div>Domestic..... 1 20</div><div>Riverside..... 2 10</div><div>Pineapples.</div><div>Common..... 1 00</div><div>Johnson's sliced..... 2 50</div><div>grated..... 2 75</div><div>Booth's sliced..... 2 50</div><div>grated..... 2 75</div><div>Quinces.</div><div>Common..... 1 10</div><div>Raspberries.</div><div>Red..... 1 30</div><div>Black Hamburg..... 1 50</div><div>Erle, black..... 1 30</div><div>Strawberries.</div><div>Lawrence..... 1 25</div><div>Hamburg..... 1 25</div><div>Erle..... 1 25</div><div>Terrapin..... 1 10</div><div>Whortleberries.</div><div>Blueberries..... 1 00</div><div>Meats.</div><div>Corned beef Libby's..... 1 90</div><div>Roast beef Armour's..... 1 75</div><div>Potted ham, 1/2 lb..... 1 30</div><div>1 lb..... 80</div><div>tongue, 1/2 lb..... 1 35</div><div>chicken, 1 lb..... 95</div><div>Vegetables.</div><div>Beans..... 1 25</div><div>Hamburg stringless..... 1 25</div><div>French style..... 2 25</div><div>Limas..... 1 35</div><div>Lima, green..... 1 40</div><div>soaked..... 75</div><div>Lewis Boston Baked..... 1 35</div><div>Bay State Baked..... 1 35</div><div>World's Fair Baked..... 1 35</div><div>Picnic Baked..... 1 00</div><div>Corn.</div><div>Hamburg..... 1 40</div><div>Livingston Eden..... 1 30</div><div>Purity..... 1 50</div><div>Honey Dew..... 75</div><div>Morning Glory..... 75</div><div>Soaked..... 75</div><div>Peas.</div><div>Hamburg marrowfat..... 1 35</div><div>early June..... 1 50</div><div>Champion Eng..... 1 50</div><div>petit pois..... 1 75</div><div>fancy sifted..... 1 90</div><div>Soaked..... 75</div><div>Harris standard..... 75</div><div>VanCamp's marrowfat..... 1 10</div><div>early June..... 1 30</div><div>Archer's Early Blossom..... 1 35</div><div>French..... 2 15</div><div>Mushrooms.</div><div>French..... 1 70</div><div>Pumpkin..... 95</div><div>Erle..... 95</div><div>Hubbard..... 1 25</div><div>Squash..... 1 25</div><div>Succotash..... 1 40</div><div>Hamburg..... 85</div><div>Soaked..... 1 50</div><div>Honey Dew..... 1 50</div><div>Erle..... 1 35</div><div>Tomatoes.</div><div>Hancock..... 23</div><div>Excelsior..... 23</div><div>Eclipse..... 43</div><div>Hamburg..... 23</div><div>Gallon..... 3 75</div></div> <div><div>CHOCOLATE.</div><div>Baker's.</div><div>German Sweet..... 23</div><div>Premium..... 23</div><div>Breakfast Cocoa..... 43</div></div> <div><div>CHEESE.</div><div>Amboy..... 10</div><div>Acme..... 10</div><div>Lenawee..... 10</div><div>Riverside..... 10</div></div>	<div><div>Gold Medal..... 9 3/4</div><div>Skim..... 7 2 9</div><div>Brick..... 11</div><div>Edam..... 1 00</div><div>Leiden..... 23</div><div>Limburger..... 210</div><div>Pineapple..... 235</div><div>Roquefort..... 235</div><div>Sap Sago..... 222</div><div>Schweitzer, imported..... 224</div><div>domestic..... 214</div></div> <div><div>CATSUP.</div><div>Blue Label Brand.</div><div>Half pint, 25 bottles..... 2 75</div><div>Pint..... 4 50</div><div>Quart 1 doz bottles..... 3 50</div><div>Triumph Brand.</div><div>Half pint, per doz..... 1 35</div><div>Pint, 25 bottles..... 4 50</div><div>Quart, per doz..... 3 75</div></div> <div><div>CLOTHES PINS.</div><div>5 gross boxes..... 40</div></div> <div><div>COCOA SHELLS.</div><div>35 lb bags..... 23</div><div>Less quantity..... 23</div><div>Pound packages..... 6 1/2</div></div> <div><div>COFFEE.</div><div>Green.</div><div>Rio.</div><div>Fair..... 17</div><div>Good..... 18</div><div>Prime..... 20</div><div>Golden..... 20</div><div>Peaberry..... 22</div><div>Santos..... 18</div><div>Fair..... 18</div><div>Good..... 21</div><div>Prime..... 21</div><div>Peaberry..... 22</div><div>Mexican and Guatamala.</div><div>Fair..... 21</div><div>Good..... 22</div><div>Fancy..... 24</div><div>Prime..... 24</div><div>Milled..... 24</div><div>Java..... 25</div><div>Interior..... 25</div><div>Private Growth..... 27</div><div>Mandehling..... 28</div><div>Mocha..... 25</div><div>Arabian..... 28</div></div> <div><div>Roasted.</div><div>To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage.</div></div> <div><div>Package.</div><div>McLaughlin's XXXX..... 23 30</div><div>Bunola..... 15</div><div>Lion, 60 or 100 lb. case..... 75</div></div> <div><div>Extract.</div><div>Valley City 1/4 gross..... 75</div><div>Felix..... 1 15</div><div>Hummel's, foil, gross..... 1 50</div><div>tin..... 2 50</div></div> <div><div>CHICORY.</div><div>Bulk..... 5</div><div>Red..... 7</div></div> <div><div>CLOTHES LINES.</div><div>Cotton, 40 ft..... per doz. 1 25</div><div>50 ft..... 1 40</div><div>60 ft..... 1 60</div><div>70 ft..... 1 75</div><div>80 ft..... 1 90</div><div>90 ft..... 2 10</div><div>72 ft..... 1 00</div><div>Jute 60 ft..... 1 00</div><div>72 ft..... 1 00</div></div> <div><div>CONDENSED MILK.</div><div>4 doz. in case.</div><div>Eagle..... 7 40</div><div>Crown..... 6 25</div><div>Genuine Swiss..... 7 70</div><div>American Swiss..... 6 70</div></div> <div><div>COUPON BOOKS.</div><div>Tradesman.</div><div>\$1, per hundred..... 2 00</div><div>2, " "..... 2 50</div><div>3, " "..... 3 00</div><div>5, " "..... 3 00</div><div>10, " "..... 4 00</div><div>20, " "..... 5 00</div><div>Superior.</div><div>\$1, per hundred..... 2 50</div><div>2, " "..... 3 00</div><div>3, " "..... 3 50</div><div>5, " "..... 4 00</div><div>10, " "..... 5 00</div><div>20, " "..... 6 00</div></div> <div><div>TRADESMAN'S</div><div>CREDIT COUPON</div><div>5</div><div>TRADESMAN'S</div><div>CREDIT COUPON</div><div>1</div><div>TRADESMAN'S</div><div>CREDIT COUPON</div><div>ONE CENT</div><div>COUPON</div><div>UNIVERSAL</div></div>	<div><div>\$1, per hundred..... \$3 00</div><div>2, " "..... 3 50</div><div>3, " "..... 4 00</div><div>5, " "..... 5 00</div><div>10, " "..... 6 00</div><div>20, " "..... 7 00</div><div>Above prices on coupon books are subject to the following quantity discounts:</div><div>200 or over..... 5 per cent.</div><div>500 "..... 10</div><div>1000 "..... 20</div></div> <div><div>COUPON PASS BOOKS.</div><div>(Can be made to represent any denomination from \$10 down.)</div><div>20 books..... \$1 00</div><div>50 "..... 2 00</div><div>100 "..... 3 00</div><div>250 "..... 6 25</div><div>500 "..... 10 00</div><div>1000 "..... 17 50</div></div> <div><div>CREDIT CHECKS.</div><div>500, any one denom'n..... \$3 00</div><div>1000, " "..... 5 00</div><div>2000, " "..... 8 00</div><div>Steel punch..... 75</div></div> <div><div>CRACKERS.</div><div>Butter.</div><div>Seymour XXX..... 6</div><div>Seymour XXX, cartoon..... 6 1/2</div><div>Family XXX..... 6</div><div>Family XXX, cartoon..... 6 1/2</div><div>Salted XXX..... 6</div><div>Salted XXX, cartoon..... 6 1/2</div><div>Kenosha..... 7 1/2</div><div>Boston..... 8</div><div>Butter biscuit..... 6 1/2</div><div>Soda.</div><div>Soda, XXX..... 6</div><div>Soda, City..... 7 1/2</div><div>Soda, Duchess..... 8 1/2</div><div>Crystal Wafer..... 10</div><div>Long Island Wafers..... 11</div><div>Oyster.</div><div>S. Oyster XXX..... 6</div><div>City Oyster, XXX..... 6</div><div>Farina Oyster..... 6</div></div> <div><div>CREAM TARTAR.</div><div>Strictly pure..... 30</div><div>Telfer's Absolute..... 30</div><div>Grocers..... 15</div></div> <div><div>DRIED FRUITS.</div><div>Domestic.</div><div>Apples.</div><div>Sundried, sliced in bbls..... 7 1/2</div><div>quartered..... 7 1/2</div><div>Evaporated, 50 lb. boxes..... 11</div><div>California, 50 lb. boxes..... 16 1/2</div><div>Evaporated in boxes..... 17</div><div>Blackberries.</div><div>In boxes..... 8</div><div>Nectarines..... 8</div><div>70 lb. bags..... 15</div><div>25 lb. boxes..... 15 1/2</div><div>Peaches.</div><div>Peeled in boxes..... 16</div><div>Cal. evap..... 14</div><div>in bags..... 13 1/2</div><div>Pears.</div><div>California in bags..... 15</div><div>Pitted Cherries..... 15</div><div>Barrels..... 25</div><div>50 lb. boxes..... 22</div><div>25 lb. "..... 24</div><div>Prunelles.</div><div>30 lb. boxes..... 22</div><div>Raspberries..... 22</div><div>In barrels..... 22</div><div>50 lb. boxes..... 23</div><div>25 lb. "..... 24</div><div>Raisins.</div><div>Loose Muscatels in Boxes..... 1 60</div><div>2 crown..... 1 80</div><div>Loose Muscatels in Bags..... 5 1/2</div><div>2 crown..... 6 1/2</div><div>Foreign.</div><div>Currants..... 4</div><div>Patras, in barrels..... 4 1/2</div><div>in 1/4 bbls..... 4 1/2</div><div>in less quantity..... 4 1/2</div><div>Peel.</div><div>Citron, Leghorn, 25 lb. boxes..... 20</div><div>Lemon..... 25</div><div>Orange..... 11</div><div>Raisins.</div><div>Ondura, 25 lb. boxes..... 8</div><div>Sultana, 20 " "..... 8 1/2</div><div>Valencia, 30 " "..... 7</div><div>Prunes.</div><div>California, 100-120..... 10</div><div>90x100 25 lb. bxs..... 11 1/2</div><div>80x90 "..... 12 1/2</div><div>70x80 "..... 13 1/2</div><div>60x70 "..... 14</div><div>Turkey..... 7 1/2</div><div>Silver..... 14</div><div>Sultana..... 9</div><div>French, 60-70..... 13</div><div>70-80..... 12</div><div>80-90..... 11</div><div>90-100..... 10</div></div> <div><div>ENVELOPES.</div><div>XX rag, white.</div><div>No. 1, 6 1/2..... \$1 75</div><div>No. 2, 6 1/2..... 1 60</div></div>	<div><div>No. 1, 6..... 1 65</div><div>No. 2, 6..... 1 50</div><div>XX wood, white.</div><div>No. 1, 6 1/2..... 1 35</div><div>No. 2, 6 1/2..... 1 25</div><div>Manilla, white.</div><div>6 1/2..... 1 00</div><div>6..... 95</div><div>Coin.</div><div>Mill No. 4..... 1 00</div></div> <div><div>FARINACEOUS GOODS.</div><div>Farina.</div><div>100 lb. kegs..... 3 1/2</div><div>Hominy.</div><div>Barrels..... 3 00</div><div>Grits..... 3 50</div><div>Lima Beans.</div><div>Dried..... 4 1/2</div><div>Maccaroni and Vermicelli.</div><div>Domestic, 12 lb. box..... 55</div><div>Imported..... 10 1/2</div><div>Oatmeal.</div><div>Barrels 200..... 4 50</div><div>Half barrels 100..... 2 40</div><div>Pearl Barley.</div><div>Peas.</div><div>Green, bu..... 2 00</div><div>Split per lb..... 3 1/2</div><div>Rolled Oats.</div><div>Barrels 180..... 4 50</div><div>Half bbls 90..... 2 40</div><div>Sago.</div><div>German..... 4 1/2</div><div>East India..... 5</div><div>Wheat.</div><div>Cracked..... 5</div></div> <div><div>FISH--Salt.</div><div>Bloaters.</div><div>Yarmouth..... 1 40</div><div>Cod.</div><div>Pollock..... 3 1/2</div><div>Whole, Grand Bank..... 5 1/2</div><div>Boneless, bricks..... 7 1/2</div><div>Boneless, strips..... 7 1/2</div><div>Halibut.</div><div>Smoked..... 10 1/2</div><div>Herring.</div><div>Holland, white hoops keg..... 65</div><div>" " bbl..... 10 00</div><div>" " "..... 7 50</div><div>Norwegian..... 12 00</div><div>Round, 1/4 bbl/100 lbs..... 2 85</div><div>" 1/2 " 40 "..... 1 45</div><div>Scaled..... 19</div><div>Mackerel.</div><div>No. 1, 100 lbs..... 12 00</div><div>No. 1, 40 lbs..... 5 05</div><div>No. 1, 10 lbs..... 1 35</div><div>Family, 90 lbs..... 8 25</div><div>" 10 lbs..... 95</div><div>Sardines.</div><div>Russian, kegs..... 65</div><div>Trout.</div><div>No. 1, 1/4 bbls, 100 lbs..... 6 75</div><div>No. 1, 1/2 bbl, 40 lbs..... 3 00</div><div>No. 1, kits, 10 lbs..... 85</div><div>No. 1, 8 lb kits..... 70</div><div>Whitefish.</div><div>Family.</div><div>1/2 bbls, 100 lbs..... \$7 50</div><div>" 40 " "..... 3 25</div><div>10 lb. kits..... 90</div><div>8 lb. "..... 75</div></div> <div><div>FLAVORING EXTRACTS.</div><div>Souders'.</div><div>Oval Bottle, with corkscrew.</div><div>Best in the world for the money.</div><div>Regular.</div><div>Grade.</div><div>Lemon.</div><div>2 oz..... \$1 75</div><div>4 oz..... 1 50</div><div>Regular.</div><div>Vanilla.</div><div>2 oz..... \$1 20</div><div>4 oz..... 1 40</div><div>XX Grade.</div><div>Lemon.</div><div>2 oz..... \$1 50</div><div>4 oz..... 3 00</div><div>XX Grade.</div><div>Vanilla.</div><div>2 oz..... \$1 75</div><div>4 oz..... 3 50</div><div>Jennings' D C.</div><div>Lemon, Vanilla.</div><div>2 oz folding box..... 75</div><div>4 oz "..... 1 40</div><div>6 oz "..... 2 00</div><div>3 oz taper..... 1 35</div><div>4 oz taper..... 1 50</div></div>	<div><div>GUNPOWDER.</div><div>Rifle-Dupont's.</div><div>Kegs..... 3 50</div><div>Half kegs..... 2 00</div><div>Quarter kegs..... 1 15</div><div>1 lb cans..... 30</div><div>1/2 lb cans..... 18</div><div>Chocho Bore-Dupont's.</div><div>Kegs..... 4 50</div><div>Half kegs..... 2 50</div><div>Quarter kegs..... 1 40</div><div>1 lb cans..... 34</div><div>Eagle Duck-Dupont's.</div><div>Kegs..... 11 00</div><div>Half kegs..... 5 75</div><div>Quarter kegs..... 3 00</div><div>1 lb cans..... 60</div></div> <div><div>HERBS.</div><div>Sage..... 15</div><div>Hops..... 15</div></div> <div><div>INDIGO.</div><div>Madras, 5 lb. boxes..... 55</div><div>S. F., 2, 3 and 5 lb. boxes..... 50</div></div> <div><div>JELLY.</div><div>17 lb. palls..... 55</div><div>30 "..... 85</div></div> <div><div>LICORICE.</div><div>Pure..... 80</div><div>Calabria..... 25</div><div>Sicily..... 12</div></div> <div><div>LYE.</div><div>Condensed, 2 doz..... 1 25</div><div>" 4 doz..... 2 25</div></div> <div><div>MATCHES.</div><div>No. 9 sulphur..... 1 65</div><div>Anchor parlor..... 1 70</div><div>No. 2 home..... 1 10</div><div>Export parlor..... 4 00</div></div> <div><div>MINCE MEAT.</div><div>3 or 6 doz. in case per doz..... 95</div></div> <div><div>MEASURES.</div><div>Tin, per dozen.</div><div>1 gallon..... \$1 75</div><div>Half gallon..... 70</div><div>Quart..... 45</div><div>Pint..... 40</div><div>Half pint..... 45</div><div>Wooden, for vinegar, per doz.</div><div>1 gallon..... 7 00</div><div>Half gallon..... 4 75</div><div>Quart..... 3 75</div><div>Pint..... 2 25</div></div> <div><div>MOLASSES.</div><div>Blackstrap..... 14</div><div>Sugar house..... 16</div><div>Cuba Baking..... 16</div><div>Ordinary..... 20</div><div>Porto Rico..... 20</div><div>Prime..... 30</div><div>Fancy..... 30</div><div>New Orleans.</div><div>Fair..... 18</div><div>Good..... 22</div><div>Extra good..... 27</div><div>Choice..... 32</div><div>Fancy..... 40</div><div>One-half barrels, 3c extra.</div></div> <div><div>PICKLES.</div><div>Medium.</div><div>Barrels, 1,200 count..... 25 00</div><div>Half bbls, 600 count..... 23 00</div><div>Small.</div><div>Barrels, 2,400 count..... 6 00</div><div>Half bbls, 1,200 count..... 3 50</div></div> <div><div>PIPES.</div><div>Clay, No. 216..... 1 75</div><div>" T. D. full count..... 75</div><div>Cob, No. 3..... 1 25</div></div> <div><div>POTASH.</div><div>48 cans in case.</div><div>Babbitt's..... 4 00</div><div>Penna Salt Co.'s..... 3 25</div></div> <div><div>RICE.</div><div>Domestic.</div><div>Carolina head..... 5</div><div>" No. 1..... 4 1/4</div><div>" No. 2..... 4</div><div>Broken..... 3</div><div>Imported.</div><div>Japan, No. 1..... 5 1/2</div><div>" No. 2..... 5 1/2</div><div>Java..... 5</div><div>Patna..... 5</div></div>
--	--	--	--	---

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

SPICES.	
Whole Sifted.	
Allspice.	10
Cassia, China in mats.	7
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboy.	32
" 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.	18
" Batavia and Saigon.	25
" Saigon.	35
Cloves, Amboy.	35
" Zanzibar.	18
Ginger, African.	16
" Cochiti.	20
" Jamaica.	22
Mace Batavia.	70
Mustard, Eng. and Trieste.	75
" Trieste.	75
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	30
Sage.	30

"Absolute" in Packages.	
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

SAL SODA.	
Kegs.	1 1/4
Granulated, boxes.	1 1/4

SEEDS.	
Anise.	12 1/2
Canary, Smyrna.	6
Caraway.	10
Cardamom, Malabar.	10
Hemp, Russian.	4 1/2
Mixed Bird.	5 1/2
Mustard, white.	10
Poppy.	9
Rape.	6
Cuttle bone.	80

STARCH.	
Corn.	
20-lb boxes.	6
40-lb "	5 1/2
Gloss.	
1-lb packages.	5 1/2
3-lb "	5 1/2
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
50 5-lb. "	2 00
25 10-lb. "	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.	75
56 lb. dairy in linen sacks.	75
Solar Rock.	27
56 lb. sacks.	27
Common Fine.	
Saginaw.	70
Manistee.	70

SALERATUS.	
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 40
Good Cheer, 60 1 lb.	3 90
White Borax, 100 1/2 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, wrp d.	84 00
" plain.	2 94
N. K. Fairbanks & Co.'s Brands.	
Santa Claus.	4 75
Brown, 60 bars.	2 85
" 80 bars.	3 50
Lautz Bros. & Co.'s Brands.	
Acme.	4 00
Cotton Oil.	6 00
Marselles.	3 95
Maffer.	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.	
Sapoto, 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 35 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 35 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.	

Cut Leaf.	56 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.	5 05
No. 10.	4 92
No. 11.	4 86
No. 12.	4 86
No. 13.	4 63
No. 14.	4 36

SYRUPS.	
Corn.	
Fair.	21
Good.	25
Choice.	30

Pure Cane.	
Fair.	19
Good.	25
Choice.	30

SWEET GOODS.	
Ginger Snaps.	8
Sugar Creams.	8
Frosted Creams.	9
Graham Crackers.	8 1/2
Oatmeal Crackers.	8 1/2

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.	17
Good.	20
Choice.	24
Choicest.	32
Dust.	10

SUN CURED.	
Fair.	17
Good.	20
Choice.	24
Choicest.	32
Dust.	10

BASKET FIRED.	
Fair.	18
Choice.	25
Choicest.	35
Extra choice, wire leaf.	40

GUNPOWDER.	
Common to fair.	25
Extra fine to finest.	50
Choicest fancy.	75
OO LONG.	
Common to fair.	23
IMPERIAL.	
Common to fair.	23
Superior to fine.	30
YOUNG HYSON.	
Common to fair.	18
Superior to fine.	30
ENGLISH BREAKFAST.	
Fair.	18
Choice.	24
Best.	40

TOBACCOS.	
Fine Cut.	
Pails unless otherwise noted	
Bazoo.	63 00
Can Can.	62 75
Nellie Bly.	27 24
Uncle Ben.	21 22
Hiawatha.	00
Sweet Cuba.	34
McGinty.	27
5 bbls.	25
Dandy Jim.	25
Torpedo.	24
" in drums.	
Yum Yum.	28
1892.	23
" drums.	22

Plug.	
Sorg's Brands.	
Spearhead.	41
Joker.	29
Nobby Twist.	41
Scott's Brands.	
Kylo.	26
Hiawatha.	38
Valley City.	34
Finzer's Brands.	
Old Honesty.	40
Jolly Tar.	32

Smoking.	
Catlin's Brands.	
Kiln dried.	17
Golden Shower.	19
Huntress.	26
Meerschbaum.	29

American Eagle Co.'s Brands.	
Myrtle Navy.	40
Stork.	30 32
German.	15
Frog.	33
Java, 1/8 foil.	32

Banner Tobacco Co.'s Brands.	
Banner.	16
Banner Cavendish.	38
Gold Cut.	28

Scott's Brands.	
Warpath.	15
Honey Dew.	30
Gold Bow.	36

F. F. Adams Tobacco Co.'s Brands.	
Peerless.	25
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
Plow Boy.	30 32
Corn Cake.	16

OILS.	
The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
Ecene.	8 1/4
Water White, old test.	7 1/4
W. W. Headlight, 150°.	7
Water White Mich.	6 1/4
Naphtha.	6 3/4
Stove Gasoline.	7 1/4
Cylinder.	27
Engine.	13
Black, 15 cold test.	8 1/4

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 2 5
Kips, green.	3 4 5
" cured.	4 5 5
Calfskins, green.	4 5 5
" cured.	5 6 6
Deaconskins.	10 2 30
No. 2 hides 1/2 off.	

PELTS.	
Shearlings.	10 2 20
Lambs.	15 2 30

WOOL.	
Washed.	12 2 8
Unwashed.	8 2 15

MISCELLANEOUS.	
Tallow.	3 2 3 1/2
Grease butter.	1 2 2
Switches.	1 1/2 2 50
Glue.	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 55
FLOUR.	
Straight, in sacks.	3 60
" barrels.	3 85
Patent " sacks.	4 60
" barrels.	4 80
Graham " sacks.	1 70
Rye.	1 90
MILLSTUFFS.	
Car lots.	Less
Bran.	\$14 00
Screenings.	13 00
Middlings.	15 00
Mixed Feed.	18 00
Coarse meal.	17 50
CORN.	
Car lots.	44
Less than car lots.	47
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 2 7 1/2
" hind quarters.	7 1/2 8 1/2
" fore "	4 1/2 5 1/2
" loins, No. 3.	10 2 11
" ribs.	8 2 9
" rounds.	7 2 7 1/2
Bologna.	6 2 6 1/2
Pork loins.	10 1/2

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

FISH and OYSTERS.	
F. J. Dettenthaler quotes as follows:	
FRESH FISH.	
Whitefish.	2 8
Trout.	2 8
Halibut.	2 15
Clascoe or Herring.	2 5
Bluefish.	2 16
Fresh lobster, per lb.	20
Cod.	11
No. 1 Pickerel.	2 8
Pike.	2 8
Smoked White.	2 9
Red Snappers.	12
Columbia River Salmon.	20
Mackerel.	25

OYSTERS-CANS.	
Fairhaven Counts.	2 40
F. J. D. Selects.	2 33

SHELL GOODS.	
Oysters, per 100.	1 50 2 1 75
Clams.	1 00 2 1 25

PROVISIONS.	
The Grand Rapids Packing and Provision Co. quotes as follows:	
PORK IN BARRELS.	
Mess.	21 00
Short cut.	21 00
Extra clear pig, short cut.	23 00
Extra clear, heavy.	28
Clear, fat back.	21 50
Boston clear, short cut.	22 00
Clear back, short cut.	22 00
Standard clear, short cut, best.	22 50

SAUSAGE-Fresh and Smoked.	
Pork Sausage.	9
Ham Sausage.	9
Tongue Sausage.	9
Frankfort Sausage.	8 1/4
Bologna, straight.	6
Bologna, thick.	6
Head Cheese.	7

PROVISIONS.

The Grand Rapids Packing and notes as follows:

BORK IN BARRELS

WEIGHTS AND MEASURES.

Farical Character of Their Official Inspection.

It has been quite generally understood by the grocers of this city that those sections of the city charter upon the authority of which the Common Council passed the weights and measures inspection ordinance had been repealed, and that, consequently, the ordinance was no longer in force. THE TRADESMAN has been at considerable trouble to investigate the matter, and finds that no change has been made in the city charter in that regard, and that the ordinance is still in force. The power of the Common Council to provide for inspection as defined in the ordinance, and for the appointment of an inspector to carry out the provisions of the ordinance is undoubted, as the following sections of the city charter will show:

58. To appoint one or more inspectors, measurers, weighers and gaugers of articles to be measured, inspected, weighed and gauged; to prescribe and regulate their powers and duties, fees and compensation.

59. To direct and regulate the inspecting and measuring of wood, lumber, shingles, timber, posts, stones, heading and all building material; the inspecting, measuring and weighing of coke and all kinds of coal; the inspecting and weighing of hay; the inspecting of vegetables, meats, fish and all other food or provisions to be sold at wholesale or retail; the inspecting and weighing of flour, meal, pork, beef, and all other food or provisions, and salt to be sold in half barrels, barrels, casks, hogsheads, boxes or other packages.

60. To regulate the weights and measures to be used in said city, and to compel every merchant, retailer, trader, or dealer in merchandise, groceries, provisions, or property of every description which is sold by measure or weight, to use weights and measures to be sealed by the city sealer, and to be subject to his inspection and alteration so as to be made conformable to the standard of weights and measures established by the general laws of this State.

By authority of these sections of the city charter the Council passed the following ordinance:

Section 1. The sealer of weights and measures of the city of Grand Rapids shall have the exclusive power to perform all the duties pertaining to his office, and shall try and prove all scales, beams, weights and measures used in said city, for the purpose of buying and selling; and such as shall be found conformable to the standards kept in his office he shall stamp with the word "approved," or the letter "M," and the year in which such inspection is made; and such as are found not to be conformable to the standard in his office, he shall mark with the word "condemned."

Sec. 2. The sealer of weights and measures shall be provided by the city of Grand Rapids with a book, to be kept in his office, in which he shall register, in alphabetical order, the name of each person whose weights, measures, scales, beams or other instruments he has inspected; the number and size of the same and what number of each was approved and condemned, with the time of inspection; and such book shall at all reasonable times be open to the inspection and examination of the public.

Sec. 3. It shall be the duty of the said sealer of weights and measures at least once in each year, and as much oftener as he may deem it necessary, to inspect all wood boxes, racks or measures used by wood dealers in said city from which is sold or offered for sale, or delivered, sawed, or sawed and split wood by the cord, half cord or less quantities; and all such boxes, racks or measures found conformable to the standard (which standard shall not be less than one hundred and fifty cubic feet for a cord, and not less than seventy-five cubic feet for half a cord) the standard for wood racks

to be 8 feet by 4 feet to be kept in his office, he shall stamp with the word "approved," and the year in which such inspection is made, and all such boxes, racks or measures, found not conformable to the standard in his office, he shall stamp with the word "condemned," and the year in which such inspection is made.

Sec. 4. No person shall neglect or refuse to exhibit any weights, measures, scales, beams or other instruments used by him or her in weighing or measuring, or any box, rack or measure, from which is sold or offered for sale, or delivered any sawed, or sawed and split wood in any quantity, to the sealer of weights and measures when demanded by him, or his authorized assistants, for the purpose of having the same inspected.

Sec. 5. No person shall use for buying or selling, any weights, measures, scales, beams, or other instruments, or for buying, selling or delivering, sawed, or sawed and split wood in any quantity, any box, rack or measure, unless the same has been inspected and stamped "approved" by the sealer of weights and measures, or by said sealer of weights and measures stamped with the letter "M." And all boxes, racks or measures, from which sawed, or sawed and split wood is sold, offered for sale or delivered, shall be bound by an iron band running around the upper edge of said boxes or measures.

Sec. 6. No person shall sell or deliver any coal, hay or straw (except straw sold in bundles) within the limits of the city of Grand Rapids, unless there shall be delivered to the person in charge of the wagon, or conveyance used in delivering such coal, hay or straw (except straw sold in bundles), a certificate written in ink, duly signed by the person selling the same, and showing the weight of the coal, hay or straw purported to be delivered, the weight of the wagon or conveyance used in such delivery, the total weight of coal, hay or straw and conveyance, the date of weighing the same and the name of the purchaser.

Sec. 7. No person in charge of the wagon or conveyance used in delivering coal, hay or straw, to whom the certificate mentioned in section 6, has been delivered, shall neglect or refuse upon demand to exhibit such certificate to the sealer of weights and measures of said city, or to his assistant, or to any person designated by him, or to the purchaser of the coal, hay or straw being delivered; and when said officer, or the persons so designated, or such purchaser shall demand that the weight shown by such certificate be verified, it shall be the duty of the person delivering such coal, hay or straw, to convey the same forthwith to some public scale of the city, or to any private scale in the city where the owner thereof shall consent to such use, and to permit the verifying of the weight shown, and shall, after the delivery of such coal, hay or straw, return forthwith with the wagon or conveyance used to the same scale and verify the weight of such wagon or conveyance.

Sec. 8. It shall be the duty of said sealer of weights and measures to inspect or cause to be thoroughly inspected and tested the weight of coal, hay or straw sold or delivered as aforesaid within the limits of the city of Grand Rapids, and to take the necessary proceedings and make the necessary complaints to enforce the provisions of this ordinance.

Sec. 9. The fees to be charged and collected for the services of the said sealer of weights and measures, which said fees shall belong to said city, and when collected by said sealer of weights and measures, shall be paid into the treasury of said city, shall be as follows: For inspecting and sealing scales of from three to ten tons capacity, each one dollar. For inspecting and sealing dormant scales, each fifty cents. For inspecting and sealing movable platform scales, each thirty-five cents. For inspecting and sealing beams weighing one thousand pounds and upwards, each thirty-five cents. For inspecting and sealing counter scales, each twenty cents. For inspecting and sealing wood racks, each twenty-five cents. For inspecting and



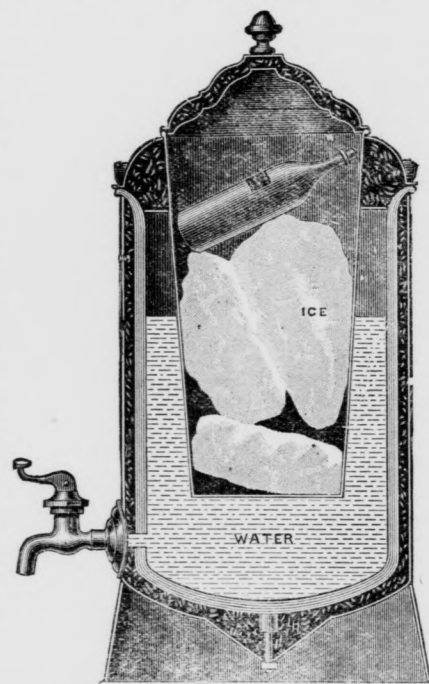
A JUSTICE in a Great Measure Constitutes the Real Good Man, so Should it be our invariable Practice Never to deviate from the Minutest Principles Thereof.

Actuated by the feeling, we take our pen in hand to tell you how justly deserving of all the praise bestowed upon them are the

JEWETT WATER COOLERS.

Justly made of wrought iron body and base, corrugated galvanized iron reservoir, plated self-closing faucets.

Too much stress cannot be laid upon the fact that at all seasons of the year and particularly just now a Water Cooler is as necessary to your comfort, happiness and health as a house to live in or food to eat. The price of these Coolers is within the reach of all, and none can have an excuse for not having cold pure water every day this summer.



FOSTER-STEVENS & CO.
MONROE ST.

MICHIGAN BARK AND LUMBER CO.



18 and 19
Widdicomb Building.

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

Correspondence
Solicited.

sealing every patent balance, steelyard or other instrument for weighing, other than the above enumerated, each twenty cents. And with each scale sealed by him he shall inspect and seal one set of weights, without any additional charge or compensation. For inspecting and sealing any dry measure, each two cents. For inspecting and sealing any board or cloth measure, each two cents.

Sec. 10. No person or persons shall obstruct, or in any manner impede or wilfully delay the said sealer of weights and measures in the execution of his duties under this ordinance, either by refusing him or delaying his entrance or admission into any of the places above mentioned; and no person or persons shall refuse or omit to stop any wagon or carriage as aforesaid whereby the due execution of this ordinance or any part of it, shall be impeded or obstructed; and any person or persons who shall sell, or attempt to sell, deliver, or attempt to deliver, any coal, hay or straw of less weight than that purported to be delivered or sold by the certificate mentioned in section 6 of this ordinance, shall be deemed guilty of a violation of this ordinance.

Sec. 11. Nothing in this ordinance shall be construed to prohibit the said sealer of weights and measures, when thereunto duly authorized by the Common Council of said city, from employing or deputizing one or more assistants in the performance of the duties in this ordinance enumerated; and said assistants shall receive such compensation for their services as the said Common Council may prescribe.

Sec. 12. Any person or persons who shall violate any of the provisions or requirements of this ordinance, on conviction thereof, shall be punished by a fine of not less than one dollar nor more than fifty dollars, together with costs of prosecution, and in default of the payment of such fine and costs, the defendant may be sentenced to be imprisoned, at hard labor, in the common jail of the county of Kent, or in any penitentiary jail or workhouse of said city, until the payment of such fine and costs, for a period of not less than five nor more than ninety days.

The desirability and necessity of such an ordinance will be readily admitted by all reputable dealers. Certain features may be objectionable, but, on the whole, the ordinance is a good one, and its provisions should be cheerfully complied with. It is taken for granted that an honest dealer desires to give his customers honest measure, but, as it is impossible to have at hand a complete set of standard weights and measures, it is necessary that some one should be appointed who knows the standard and is in a position to say when scales and weights and measures are in proper condition.

While this and much more can be said in favor of the ordinance, it is very certain that its administration is far from being all that it ought to be. Scales have been inspected, sealed, and a demand made for fees, where there was no buying and selling in the meaning of the ordinance. The sealer has, on finding scales out of order, himself attempted to remedy the defect, charged for it, and made complaint if the charge was not paid; he has no power, under the ordinance, to do more than ascertain the condition of the scales, stamp them according to his finding, and collect his fees. He is exceeding his authority if he goes further than this, and will only make trouble for himself and bring the ordinance into disrepute. Then, again, some of the places where scales and measures are used have not been visited by the inspector in two years, and a few for even a longer time. This is "inspection that does not inspect," and is a farce. One of two things should be done—either

abolish the office entirely, or have the inspection performed efficiently and in accordance with the terms of the law. If the present inspector cannot do the work as it ought to be done, some one else should be appointed to the office who can do it. The amount of work accomplished is not to be determined altogether by the fees collected, nor by the extent of territory covered. A visit on the part of any one interested to some of the groceries and other places where scales and measures are used will show not only how the work of inspection is being done, but how antagonism to the ordinance has been engendered, resulting in a feeling of hostility to the officer entrusted with its enforcement.

* * *

On Thursday last Gaskill & Goss, grocers at 198 East Bridge street, were served with a summons to appear in the Police Court and answer to a charge of using a measure after it had been condemned by the sealer. It appears that the sealer entered the store and asked Mr. Gaskill if he wanted his scales tested. Mr. Gaskill replied that he did not think he did. Mr. Bush then asked if he might look through the store. Being answered that he might, he entered the store, remained some time, and on coming out made a demand for fees. He was asked for his bill, but said he would put the matter in the hands of the City Attorney. On entering the store he (the sealer) noticed a tin measure lying in a box of beans. After examining it, he marked it "condemned," saying it was an illegal measure. He then went away, but returned in a few days, and seeing the measure in the same place, entered a complaint against the firm for using a measure which had been condemned. The case was called Friday in the Police Court, but was adjourned until Monday.

* * *

Summonses have also been served on Wm. Van der Maas, Emil Rebentisch, Morris Dykema, Thos. E. Wykes, and others, for refusing to pay the sealer's fees. Mr. Dykema informed THE TRADESMAN that his reason for refusing was because the scales were not properly inspected. Mr. Dykema was, at that time, located on West Bridge street. He was burned out about seven months ago, and has since then called in the sealer and had his scales tested, paying the fee when the bill was presented. Others say they have not refused to pay the fees, but simply wanted to know what they were paying for and how often they were expected to pay. In no case, so far as can be learned, was any objection made either to the inspection or to the fees. But the manner in which the sealer does his work is objected to; at the best, the work is superficially performed, but when it is done to an accompaniment of abusive language, it need hardly be a matter of surprise if objections are occasionally heard. If the present incumbent of the office is to discharge his duties as he has in the past, the result is certain.

* * *

A similar attempt to the present splurge was made to enforce the payment of the inspection fees about a dozen years ago. A. B. Wykes, the Monroe street meat dealer, and W. T. Lamoreaux, who was then engaged in the seed business on Canal street, both refused to pay the fees charged by Locksmith Parker,

who was then the city sealer. Both gentlemen were sued, and, failing to appear, judgment was rendered against them. Both appealed to the Circuit Court and there the matter ended, the city never filing notice of an appearance.

Beware of Alleged "Wholesale Agents."
From the Michigan Farmer.

There is a class of people working the farmers in Michigan who deserve some attention from the press. These are the traveling cloth and grocery sellers who make a pretense of wholesaling their wares and saving the farmers the profit of the middleman. This is a very catching expression, and has caught hundreds of farmers throughout the country of late years. We have before us a business card of one of these concerns, claiming to be large importers and manufacturers of the goods they sell, stating that nothing is sold by retail in their store, and only by the salesman outside. We can hardly think that any of our readers are so simple as to believe for an instant that there is such an institution in Detroit. That a firm might refuse to do business because the order was not taken in by "our outside salesman," is something unique in its way. The best way is to give these fakirs a wide berth. If the matter is investigated it will be found that supplies to fill these orders are drawn from the wholesale houses in this city, and that the quality of the goods furnished is such as will leave the seller a large profit on the transaction. It is safe to say that your nearest grocer or dry goods merchant will be glad at all times to furnish you with a better class of goods at as low rates as these traveling frauds. The wholesale merchants of this city have not yet put men on the road to solicit orders from the farmers.

There are some people in the church who would hurt the devils cause a great deal if they were to leave it.

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 40 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. ALQUIST, 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.

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

RETURNING FROM DETROIT.
Lv. DET. 7:45am *1:30pm 6:05pm
Ar. G. R. 12:55pm *5:25pm 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.

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

Grand Rapids & Indiana.

Schedule in effect May 28, 1893.

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

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

SLEEPING & PARLOR CAR SERVICE.

NORTH
7:30 a.m. train has Parlor Car to Traverse City.
1:10 p.m. train has parlor car Grand Rapids to Petoskey and Mackinaw.
10:30 p.m. train—Sleeping car Grand Rapids to Petoskey 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. 11:30 p.m.
Ar. Chicago 4:10 p.m. 9:10 p.m. 6:50 a.m.
10:05 a.m. train through Wagner Parlor Car.
11:30 p.m. train daily, through Coach and Wagner Sleeping Car.
Lv. Chicago 7:05 a.m. 3:10 p.m. 10:10 p.m.
Ar. Grand Rapids 2:30 p.m. 6:45 a.m. 4:45 a.m.
3:10 p.m. train 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. 10:30 a.m. 6:45 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 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 R.Y.

NOV. 20, 1892

GOING TO CHICAGO.

Lv. G.R. 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. G.R. RAPIDS 3:55pm 10:45pm *7:05am
TO AND FROM BENTON HARBOR AND ST. JOSEPH
Lv. G. R. 8:50am 1:25pm *11:35pm
Ar. G. R. 6:10am 3:55pm 10:45pm

TO AND FROM MUSKEGON.

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

TRAVERSE CITY MANISTEE & PETOSKEY.

Lv. G. R. 7:30am 7:30am 5:35pm
Ar. Manistee 12:15pm 10:25pm
Ar. Traverse City 12:35pm 10:50pm
Ar. Charlevoix 2:55pm
Ar. Petoskey 3:30pm
Ar. from Petoskey, etc., 10:00 p.m.; from Traverse City 11:50 a.m., 10:00 p.m.

THROUGH CAR SERVICE.

Wagner Parlor Cars Leave Grand Rapids 1:25 p.m. Leave Chicago 5:25 p.m.
Wagner Sleepers—Leave Grand Rapids *11:35 p.m.; 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 Ave.

EASTWARD.

Trains Leave	+No. 14	+No. 16	+No. 18	+No. 82
G'd Rapids, Lv	6 45am	10 20am	3 25pm	11 00pm
onia, Ar	7 40am	11 25am	4 27pm	12 42 m
St. Johns, Ar	8 55am	12 17pm	5 30pm	2 00am
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
Pt. Huron, Ar	12 05pm	5 50pm	8 50pm	7 30am
Pontiac, Ar	10 53am	3 05pm	8 25pm	5 37am
Detroit, Ar	11 50am	4 05pm	9 25pm	7 00am

WESTWARD.

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

*Daily. *Daily except Sunday
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 4:45 p.m. and 10:00 a.m.
Trains arrive from the west, 6:40 a.m., 10:10 a.m., 3:15 p.m. and 9:45 p.m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper. Westward—No. 81 Wagner Sleeper. No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

COLLECTION OF DEBTS IN FRANCE.

The first step which it is necessary for a creditor in France to take before he can use legal means to collect a debt due him is to obtain a judgment against the debtor. This judgment, provided the amount due does not exceed \$40, is rendered by the local justice of the peace, who, upon the payment of a small fee on the part of the creditor, dispatches through the mail a printed notice addressed to the presumably embarrassed party. The notice directs the delinquent to appear upon a certain day and at a given hour before the magistrate in question, there either to arrange for a settlement of the account or to show cause why he should not pay the whole or part of it. If a compromise can be made, well and good; if not, the defendant is a second time summoned to appear. Should he then flatly refuse payment, or if he protests his inability to liquidate or fails to put in an appearance, judgment is rendered against him. The cost of the judgment, together with that of the summons, is defrayed by the plaintiff, and a copy of the former is sent to the debtor. He has then three months' grace, during which period he may appeal before a civil court the judgment already handed down. Failing to do this, or admitting, for argument's sake, that the case goes to trial and that the judgment of the lower tribunal is sustained, the plaintiff puts the entire matter in the hands of a *huissier*, or recognized debt collector. This officer of justice, if he can be called such, is indirectly an appointee of the State, though he receives no compensation from its exchequer. Like notaries, advocates and counselors, he is an independent individual, locating his office where he chooses and depending for a livelihood upon his fees. His functions partake of those of both the bailiff and the process server; but his methods, as well as his prerogatives, resemble neither the one nor the other.

It was Philippe le Bel, King of France who, in November, 1302, caused to be appointed to office a certain number of men—one hundred and fifty in all—who were authorized by royal decree to collect unpaid revenue, seize chattels, and imprison those who attempted to evade taxation. Some were provided with horses, while others performed their duties on foot. The authority with which these agents of the law were clothed, however, led them in a great many instances to overstep their privileges. Innumerable complaints were made by the people to the King, and he was finally forced to diminish the number of this arbitrary band of tax collectors, whose ranks had already been seriously depleted by the community itself.

Henry II, who took the utmost precaution that the Kingdom should not be defrauded of the imposts levied upon its subjects, gave additional encouragement to the maintenance of this body. The only modifications made under his reign, nevertheless, were that a *huissier* should at least be able to read and write, and that in despoiling a debtor of his property he should leave in the latter's possession a duplicate inventory of the same.

To-day a *huissier* is authorized to practice his calling by a special permit issued by the minister of justice, to whom application must first be made through a local magistrate. He must have attained the age of 25 years, have served in the

army, have studied law two years under the direction of a notary, advocate, or other *huissier*, and must also furnish certificates of recommendation attesting his good character.

The *huissier*, upon request of the creditor, makes an abstract statement of the conditions of the debt. This resume, written on paper stamped and watermarked by the Government—as, in fact, are all legal acts passed in France—is known as a "signification," and is handed in person to the debtor. The fee for preparing and serving the same varies according to the length of the instrument and not according to the importance of the debt. Its average cost may be placed at \$2.50. The signification is nothing more or less than a full statement of the case and a request for immediate payment.

Should the debtor disregard or ignore this document, an "assignment" is served upon him, which is, in turn, a mere repetition of the other. Again, if, after the receipt of this notice, the debtor fails within a period of eight days to settle the amount due, a third notice to the effect that his furniture and belongings will be seized is placed in his hands by the *huissier*.

The expense entailed in the preparation of these notices, their cost being from \$2 to \$3 each, is defrayed by the creditor. If at any moment the debtor agrees to liquidate in full, he is not only required by law to discharge his original obligation, but to add to it the costs of the judgment and fees of the *huissier*. If his furniture is sold in order to satisfy the debt, enough must be placed at the disposal of the auctioneer to cover both the original debt and the costs of the abortive collection. In this way the creditor is practically insured against loss, while the debtor only augments by procrastination the amount of his indebtedness.

On the other hand, presuming the court to have decided the case against the creditor, the plaintiff and not the debtor is obliged to pay the costs. Not only that, but he must pay as well the legal fees of the opposing counsel, as his adversary would be forced to do should he lose the suit.

Not the least important of the *huissier's* functions in France is the collection of moneys due for unpaid rent. In this instance no judgment is required. The landlord has simply to ask for and to receive the authorization of a referee or the president of the civil tribunal in order to employ legal means for the recovery of arrears. If payment is not forthcoming within a certain specified time, a provisory seizure is made of the tenant's effects; and if at the end of one month, and after numerous threats, settlement is not made, judgment is given and furniture or other property is attached.

Whether or not this system of debt collecting is a better or a worse one than that which exists in the United States is a matter of opinion.

The *huissier* is in the Republic of France an individual to be feared by all whose finances are run on the same scale as were those of Mr. Wilkins Micawber. But his prerogatives, happily for the debtors, are in some degree limited. Unlike certain agents of the law, his work—his attachments, seizures, threats, evictions and process serving—must be performed between the rising

and the setting of the sun. This gives him about sixteen hours of activity in midsummer and eight at Christmastide.

HORACE G. KNOWLES.

PRODUCE MARKET.

Asparagus—About out of market.
Beans—Handlers pay \$1.75 for country-picked and hold at \$2. City hand-picked are quoted at 10¢@25¢ above these figures.
Beets—35¢@40¢ per doz.
Butter—Dealers now pay 12½¢@14¢ for choice dairy, holding at 14¢@16¢. Creamery is in fair demand at 19¢.
Cabbage—Cairo and Louisiana stock is about exhausted. Kentucky stock is in moderate demand at \$2.75 per crate. Home grown is beginning to come in and will be in sufficient supply to meet the requirements of the market in the course of a week or ten days.
Carrots—20¢ per doz.
Cherries—Red command \$2 per bu.
Cucumbers—30¢ per doz.
Eggs—A little stronger and higher, dealers paying 13½¢ and holding at 14½¢.
Green Beans—\$1.25 per bu.; wax, \$2 per bu.
Green Onions—8¢@12¢ per doz, bunches.
Green Peas—50¢ per bu.
Honey—White clover commands 15¢ per lb. dark buckwheat brings 12½¢.
Lettuce—30¢ per bu.
Onions—Mississippi stock commands \$1.25 per bu., while Bermuda stock is in limited demand at \$2.50. Egyptian stock from Tennessee commands \$1.75 per bu.
Pieplant—1¢ per lb.
Pineapples—\$1.25¢@1.50 per doz., according to size and quality.
Plums—Tennessee Wild Goose command \$2 per 24 qt. case.
Potatoes—Old stock has dropped to 50¢ per bu., and will probably disappear from the market before the end of another week. New stock has declined to \$1 per bu., and will probably go still lower in the course of a few days.
Radishes—6¢@8¢ per doz. bunches.
Raspberries—Ohio Blackcap commands \$4.50 per stand of 32 qts.
Squash—4¢ per lb.
Strawberries—The market is well supplied, the price ranging from 30¢, according to quality and condition of market. The crop is large, but is not quite so fine in quality, taken as a whole, as was expected, a considerable portion of the berries being small in size.
Tomatoes—\$1.50 per 4 basket crate.
Turnips—Mississippi stock, 25¢ per dozen bunches.
Watermelons—The Georgia crop is beginning to arrive, commanding 25¢@30¢ apiece. It is reported that the crop is exceptionally fine this season.

What Is Lawful and What Is Unlawful.

It is commonly believed nowadays that it is a criminal offense to mail a debtor a dunning message on a postal card. This is not the law, there being no offense if the message is not couched in disrespectful language. Judge Thayer defines the difference between mailable and unmailable cards by citing the following cases which have come before his court:

MAILABLE.
Please call and settle account, which is long past due, and for which our collector has called several times, and oblige.

UNMAILABLE.
You owe me \$1.80. We have cabled several times for same. If not paid at once we shall place with our law agency for collection.

Purely Personal.

A. K. Wheeler, of the Lemon & Wheeler Company, is spending the week at the White City.

John M. Moore, manager of Spring & Company's dry goods store at Cedar Springs, was in town Monday.

M. J. Clark and Frank Jewell left Saturday for Tacoma, Wash., with a view to purchasing a large tract of cedar timber land in that vicinity.

Chicago Enterprise.

Frequent instances, says the *Railway Review*, of what can be done on occasion have been recorded concerning Chicago, many of which entitle the city to pre-eminence, but one of the most remarkable exhibitions of energy was

brought to completion early in the present month, when the largest grain elevator in the world, having a storage capacity of 3,680,000 bushels, was commenced on April 1 and finished and commenced business on May 3, a period of thirty-three days; having within one week from that time more than 1,000,000 bushels of wheat in store. More than 8,000,000 feet of lumber were used in the construction of the building, which is of the ordinary crib style. The elevator is equipped throughout with electric lights and is completely furnished with all styles of modern machinery. From 600 to 900 men were continuously employed night and day in its construction. If any one knows of a quicker job, we should like to have it reported.

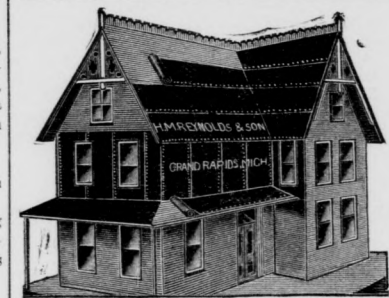
Your Bank Account Solicited.

Kent County Savings Bank,
GRAND RAPIDS, MICH.

Jno. A. COVODE, Pres.
HENRY IDEMA, Vice-Pres.
J. A. S. VERDIER, Cashier.
K. VAN HOF, Asst. 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.ASPHALT
FIRE-PROOF ROOFING

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

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

FIRE-PROOF ROOF PAINT,

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

H. M. REYNOLDS & SON,
Practical Roofers,
Cor. Louis and Campan Sts., Grand Rapids, Mich.

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.

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.

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.

F. J. DETTENTHALER,

WHOLESALE OYSTERS, FISH and GAME,

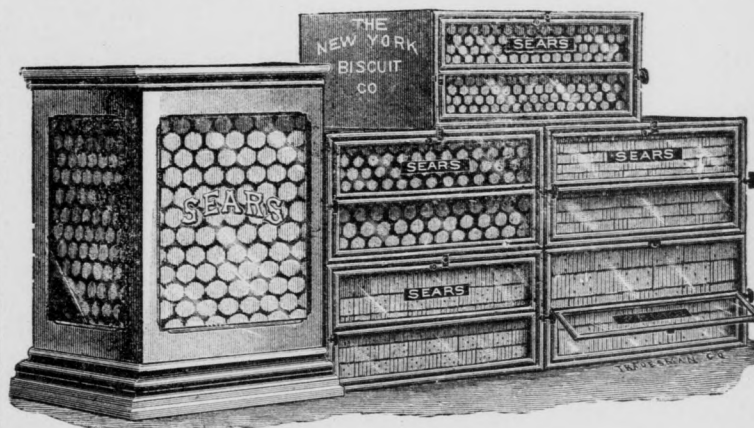
LIVE AND DRESSED POULTRY.

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.

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.

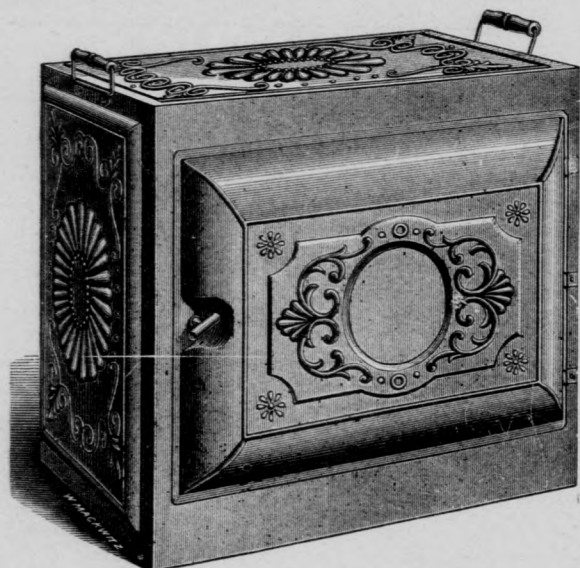
THE YOST MFG. CO.,

TOLEDO, OHIO.

DON'T TALK YOUR CUSTOMER TO DEATH

In trying to sell him a poor make of Stove, but keep the

GRAND RAPIDS GIANT JUNIORS.



Gasoline and Oil Stove Ovens.

We have two styles of ovens especially designed for this stove. Full lined double Russia iron ovens with end or side doors, list, each, \$4.00.

Class E subject to a discount.

Full Flued in Russia Iron or Tin.

Russia Iron, double.....	\$4 00
Tin, double.....	3 00
Russia Iron, single.....	3 00
Tin, single.....	2 50

Write for special discount on this line of Ovens.

They need no loud talking or arguing by the hour to sell them. The Improved GRAND RAPIDS JUNIOR STOVE has no competition, for it is the best Junior Stove on the market, in regard to quality and price it has no equal.

The Generators are much larger and heavier than on any other Junior Stove, it has the improved needle point valve, large square jet Oven Burner and illuminating device.

EVERY STOVE

GUAR-
ANTEED TO
WORK
SATISFAC-
TORILY.

Write for discount.



HIGH JUNIORS.

List each.

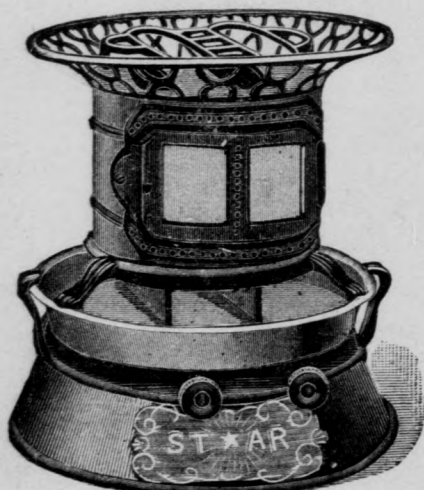
No. 34 Stove, like cut.....	\$14 50
No. 36 Stove, like cut without illuminating device.....	13 01
No. 31 Stove, with two burners on top, and step.....	12 50
No. 33 Stove, same as 31 without illuminating device.....	11 00

Class K subject to a discount.
If you are a dealer, and we haven't an agency in your town, don't wait, but write us and secure the agency for the best selling stove on the market.

LOW JUNIORS.

List each.

No. 43 Stove, 3 burners with illuminating device.....	\$8 50
No. 45 Stove, 3 burners, without ".....	7 00
No. 46 Stove, 2 burners, with ".....	6 50
No. 48 Stove, 2 burners, without ".....	5 00



No. 3 Star Oil Stoves.

This Stove has been greatly reduced since the issuing of our spring catalogue.

No. 3 Single, 2-3/4 in. wicks.....	List each. \$1 80
No. 4 Single, 2-4 in. wicks.....	2 50
No. 6 Single, 3-4 in. wicks.....	3 20
No. 3 Double, 4-3/4 in. wicks.....	3 81
No. 4 Double, 4-4 in. wicks.....	5 20

Class B subject to our regular discount.

FLY TRAPS.



BALLOON FLY TRAP.



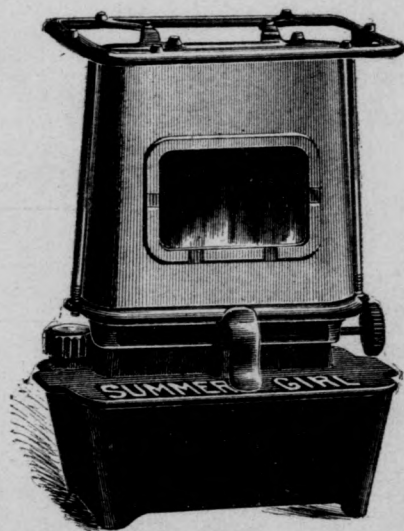
HARPER FLY TRAP.

Buy your fly traps now and get the first sale. Don't let your competitor get ahead of you.

Balloon Fly Traps.....	Per doz. \$2 70
Harper Fly Traps.....	3 34

Class B subject to a discount.

H. LEONARD & SONS,
Grand Rapids, Mich.



No. 1 Summer Girl Oil Stove.

This is the best all iron reservoir stove made.

No. 1 Summer Girl.....	Per doz. \$12 40
No. 2 Summer Girl.....	24 75

Class B subject to a discount.

Write for prices of ovens to fit this style of stove.