

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

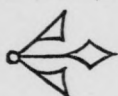
\$1 Per Year.

VOL. 10.

GRAND RAPIDS, JULY 12, 1893.

NO. 512

SEEDS



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

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CREAMS. CARAMELS. CHOCOLATES.



SPECIALLY FINE LINE FOR RESORT TRADE.

Orders given us for Oranges, Lemons and Bananas will receive careful attention.

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Sugar is Advancing!

—THAT MEANS—

HIGHER PRICES FOR CONFECTIONERY.

Order in Round Lots Now.

PUTNAM CANDY CO.

WE .. KEEP .. ALL .. SIZES

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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.

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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.



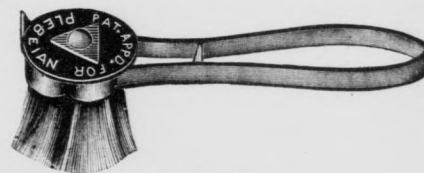
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Manufacturers of

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Our goods are sold by all Michigan Jobbing Houses.



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AWNINGS AND TENTS

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MANUFACTURERS OF

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

We carry the best Tennis Shoes
made.

Agents for the Boston Rubber
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- 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.

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DEALERS IN

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GRAND RAPIDS,
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HIGHEST PRICE PAID FOR

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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.

LEMON & WHEELER COMPANY,

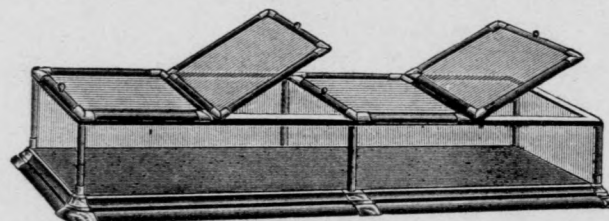
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Wholesale Grocers

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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.

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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, JULY 12, 1893.

NO. 512

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.

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HAVE MOVED

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

ESTABLISHED 1841.

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

The Bradstreet Mercantile Agency.

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

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



KALAMAZOO PANT & OVERALL CO.

221 E. Main St., Kalamazoo, Mich.

Chicago Office: 305 Central Union Block.
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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.

MR. BROWN'S SECOND MARRIAGE.

His parishioners watched the Rev. Mr. Brown with peculiar interest as he left the graveyard, leading his two little girls by the hand. They wondered, knowing how much she had been to him, how he would endure the terrible blow of his wife's death. His face was like marble as the coffin was lowered into the grave; there was no outward sign of anguish, but no one doubted for a moment that he suffered keenly. He had been rather a mystery to his congregation always; but they knew him to be capable of deep feeling, in spite of his cold, impassive manner. A noisy, demonstrative show of grief would have been impossible to him. He was a man of great tranquility of mind, and with little energy of disposition. He took all that Providence sent him very dutifully, without any effort to change or amend it, no matter how objectionable it might be; and he possessed in perfection the art of "putting up with" whatsoever befell him. He was not a favorite with his flock; but he was by no means unpopular. The poor loved him, for his hand was always ready to go to his pocket at a tale of distress, limited as were his means, and his reproofs were always of the mildest sort. The rich, though they had little to say for him, had nothing to say against him. They invited him frequently to their houses, entertained him handsomely, and bore very complacently with his habit of falling into a brown study at the dinner table. As for the younger portion of his flock, his good looks, his rich chestnut hair and dreamy dark eyes had early impressed them profoundly, and they sang his praises without stint.

It was a source of regret to many of the young ladies—and a few of the older ones—that Mr. Brown was a married man. Many years before he had come to the church at Barstow, he had wedded a gentle, sweet-tempered girl, who fairly worshipped him, and who proved herself a good wife and devoted mother. Their wedded life had flowed on as calmly as a meadow brook, undisturbed by any petty domestic jars or troubles. It had never occurred to Mr. Brown that it might not go on so forever. He did not notice his wife's failing health, and as she was one of the kind who never complain, he was utterly unprepared for her death. It stupefied him; he could not understand it. It seemed to him incredible, impossible, and he felt bewildered and half-puzzled even when he heard the sobs falling on the coffin.

He went back to his lonely home with his two little girls, and shut himself up in his study, where he lay down on the well-worn lounge, a dull pain in his head. It seemed to him that his lost Laura must know how much he needed her. He could not realize that she was gone. He lay there, half expecting to see her enter and to feel her tender touch on his brow, soothing away the pain as she had often done when he was brain weary. But hour after hour went by, and no one came near him, and he heard only the voices of his children as they

talked loudly to the cook in the kitchen.

The next day he went out as usual, pursuing his accustomed round of duties as tranquilly and patiently as ever. His parishioners were loud in their expressions of admiration to each other as they saw how well he bore his great sorrow, and they were very kind to him, especially in the matter of advice. His "distressing situation" was the subject of debate in almost every house in Barstow. It was talked over at the meetings of the sewing circle, the reading club, and the Indian Relief Association, and it was unanimously agreed that the best thing the poor widower could do was to employ a governess, who would also act as housekeeper and general manager.

But it was not an easy matter to find the right kind of a woman for the place, though there were many applicants for it. It was decided that only a middle-aged, respectable, quiet woman, who would be incapable of scheming to fill the late Mrs. Brown's place, and who would be competent to take charge of the little girls would do, and such a one was hard to find.

It was Miss Anastasia Bowen who at length found just the right person, and as Mr. Brown was willing to do just what Miss Bowen thought best, that lady took the responsibility of installing Miss Susan Piper in the parsonage without further delay.

Miss Piper was neither old nor young; she had no pretensions whatever to good looks, and she was so exceedingly shy that if the minister spoke to her on even the most trivial topic she blushed as red as a peony. But these, said Miss Anastasia, were such trifling drawbacks as almost to be looked upon in the light of advantages under the circumstances.

Miss Piper was, as Mr. Brown soon saw, a very good woman, exceedingly conscientious and painstaking. She did her best for the two little girls—healthy, happy, pretty little creatures of 9 and 11 years—who learned the simple lessons she gave them from pure love for her, not because they feared her displeasure.

Probably there was no lady in Barstow who took a deeper interest in the household affairs of the bereaved widower than Miss Anastasia Bowen. She was, in spite of the fact that youth had long since left her, of a sentimental turn of mind, and the pale, high-bred face and gentle manners of Mr. Brown had inspired her with an intense admiration for him, which, after the death of his wife, ripened into an undisguised attachment which was patent to every one but the object of it. Not a chance did the spinster lose of seeing her idol, and scarcely a day passed that she did not run into the parsonage on one excuse or another.

But the minister, absorbed in his books and the memory of his dead Laura, was utterly and sublimely unconscious of the passion he had inspired. The idea of a second marriage had never entered his mind. He never even asked himself whether he liked Miss Bowen or not, but so constantly did she press her advice

respecting every subject upon him that he grew to depend upon her in a great measure, and often consulted her upon different household and church matters, never touching, however, in any manner whatever upon the subject of matrimony.

The fact that she was making no headway in spite of her tireless efforts, in spite of the attentions she lavished upon the two little girls, at last dawned upon Miss Anastasia, and she set herself to work to discover the reason. She came to the conclusion, after a careful review of the ground, that Mr. Brown was too comfortable by far. Miss Piper attended most assiduously to his creature comforts, and the society of his children prevented any feeling of great loneliness.

"He wouldn't hold out a month if he was left utterly alone," meditated the ambitious lady. "If he had no one to see after him or to talk to, he'd be apt to think of me. There's no one else he'd turn to. He's one of the kind to take what comes nearest and is most convenient."

In which last conclusion Miss Anastasia was quite right, as my story will prove.

She decided that no time was to be lost, and that it was best to begin operations at once. So, after carefully mapping out a course of action, she repaired to the parsonage and asked boldly to see Mr. Brown privately.

Miss Piper, meek and humble as usual, exhibited no surprise at the request, but made haste to show the visitor at once into the minister's study, where he sat reading at his desk.

The intention of "having a talk" on some important subject was written plainly on her hard, lean face, and Mr. Brown laid down his book at once and prepared to listen to whatever she had come to say.

"I hope I'm not disturbing you, Mr. Brown," began Miss Anastasia, with a little nervous cough, as she took a seat. She felt quite agitated, and an unwonted color brightened her sallow cheek. Her mission was so important, so much hung upon its success, that it was not strange she was not quite as calm as usual.

"No, oh no," answered Mr. Brown with a faint sigh, as he glanced at his beloved book. "I am always glad to have you come. I hope there is nothing wrong?" anxiously.

"The truth is, Mr. Brown, I've come to see you about the girls. They are not managed as well as I could wish. Miss Piper is a good woman, but she can't have the authority a—mother would have, you know, and she lets them do about as they please, and they are growing up rude and wild."

Mr. Brown looked startled. It did not occur to him to question Miss Anastasia's statements. He took them in good faith always, being simple enough to believe her to have his interests at heart.

"Why, you were the one who recommended Miss Piper to me," he said at length, "and I have been well satisfied with her."

"She does the best she knows how," said Miss Anastasia, "but she hasn't sufficient authority to govern them properly. Ah, poor little creatures, they need the care of a mother."

This was a bold stroke. A flush rose to the minister's high, pale brow, but he gave no other sign of emotion. Any reference to his dead wife pained him, even now that she had lain in her grave two years, but of course he did not say so.

"You are very kind to take such an interest," he murmured a little indistinctly. "What would you advise?"

"I would advise their being sent to boarding-school, Mr. Brown. I have a friend who keeps a very select seminary at Woodstock. She would be delighted to take charge of Flora and Annie, I am sure."

"I should not like to part with them," said Mr. Brown meditatively. "And—and—what would become of Miss Piper? I wouldn't like to hurt her feelings, and she loves the girls dearly."

"There'd be no cause for her to feel hurt. Tell her simply that force of circumstances compels you to dismiss her. A month's notice will be sufficient."

"It will be very unpleasant," said the minister in trepidation. "And where will she go? She has no home but this, and not a relative in the world."

"She must find another situation," said Miss Anastasia. "She can begin at once to look for one. You can tell her of the contemplated change this evening," and, after promising to write at once to the principal of the seminary at Woodstock, Miss Anastasia left, walking home in a state of bliss bordering on ecstasy. She felt sure that she had put in the first wedge that would lift her toward a home in the parsonage, and already began to plan the changes she would make in its arrangement.

But a shadow had been thrown over Mr. Brown's peaceful life. His soul was filled with despair unutterable at the thought of that conversation he must have with Miss Piper. The mere possibility of her shedding tears made a shudder run through his frame. He could not make up his mind to speak to her, and day after day passed, until it lacked only two weeks of the time when the seminary was to open. Then at last he spoke.

He came into the sitting-room, where she sat darning his socks by the light of a student lamp, the girls having gone to bed. She looked up in surprise as he entered, for he seldom left his study until midnight; but not the faintest intuition had she of the blow which was to fall upon her.

"Miss Piper," began the poor man, feeling profoundly wretched, "I—I—have decided to make a change."

"A change!" The sock Miss Piper was darning fell from her hand. She began to tremble, and her face turned deadly pale.

"Yes. Miss Anastasia thinks—and of course—I—it is all for the best you know—Flora and Annie ought to go to school," faltered the minister.

"And you wish to give me notice, I suppose, sir," said the little governess in a tremulous, aggrieved tone, that stabbed Mr. Brown to the heart. "When do you wish me to leave, sir?" looking at him with a quivering smile.

"Oh, any time; suit yourself—your own convenience," stammered Mr. Brown.

"Do you want me to get the girls ready, sir?" she asked, trying to speak cheerfully.

"If you will be so good," he answered. Her quiet resignation made him utterly wretched. He would rather have seen her hysterical or indignant a thousand times over.

"I will see to it, sir."

And then he left the room, feeling like a criminal. But as he reached the study, he happened to think that Flora and Annie were yet to be told of the impending change. He would go back and ask the little governess to tell them for him, for he was sure of open rebellion.

He pushed open the door of the sitting room again, but started back conscience stricken, for Miss Piper, with her face buried in her arms, was kneeling by the sofa, while a melancholy sound of sobbing and crying, pitiful to hear, filled the room.

"My dear Miss Piper," he said forlornly, "I am so sorry—"

She started up, and tried to wipe away her tears with the sock which she still held.

"Excuse me, sir," she faltered, "I—I couldn't help it. I am so fond of the girls, you know, and I'd begun to feel so much at home here."

Mr. Brown walked up and down the room, with his hands clasped behind him and his head on his breast, for several moments without speaking. The sobs in the poor little woman's voice struck him to the heart. He was turning her out of her only home. And she had done her duty toward the girls, certainly.

"Suppose you stay here, Miss Piper," he said suddenly. "You can keep house for me, anyhow."

A deep flush dyed the pale face of the little governess.

"Oh no, I couldn't, indeed," she cried, in a horror-stricken tone. "It would be impossible."

"You might—stay as my wife, Miss Piper," cried poor Mr. Brown desperately.

"Oh, Mr. Brown, you don't mean it! You're just sorry for me, I'm sure," cried Miss Piper, the thought flashing through her mind, however, that perhaps it was love, and not pity, after all, and he had only just discovered the state of his heart as he was about to lose her. She had read of such things in novels. Why should it not be so in her case as well?

"I—I—don't know—it is the only way you can stay," stammered Mr. Brown in a confused manner.

"Well, if you think it best," murmured the blushing little governess. "I'm sure I'll try to make you happy."

"I don't doubt that," said Mr. Brown. And thus it was that the minister's second marriage came about.

I need hardly say that Miss Anastasia was furious. No words could adequately describe her surprise and chagrin. The very course she had taken with a view to installing herself in the parsonage had installed Miss Piper there. All her plans had come to naught. Her castles in the air had fallen to the ground with a crash. Her visits to the parsonage ceased entirely. She no longer considered it necessary to advise and counsel Mr. Brown.

The minister never found cause to regret his second marriage. The little governess proved a devoted, dutiful wife and a faithful stepmother, and she never dreamed on what a slender thread her happiness had hung, nor could imagine why it was that Miss Anastasia Bowen treated her as a mortal enemy.

GROCERS! Sell Staple Goods.



There are a number of new brands of Condensed Milk being put on the market that are experiments. The

Gail Borden Eagle Brand

Condensed Milk long ago ceased to be an experiment. It has been on the market for more than 30 YEARS.

You cannot afford to take into stock goods that lie on your shelves until spoiled and that are never safe in recommending. We are aiding the sale of the "EAGLE" Brand by advertising it to consumers in your section. That will help you.

Also, proprietors of CROWN, DAISY & CHAMPION BRANDS of Condensed Milk.



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.

The Consummate Man of Business.

Consummate business men or consummate men of business—either seems to answer the text.

Owen Feltham said that man is but the lower part of the world that is not brought up to business affairs.

Hazlett represents the man of business as a mean sort of a person, yoked to a trade or profession, keeping in a beaten track and letting his affairs take their own course. With this sentiment we disagree. We know there are narrow-minded men of business, as there are narrow-minded literary men and legislators; but there are, also, business men of large and comprehensive minds, capable of action on the very largest scale. Burke once said that he knew statesmen who were peddlers and merchants who acted in the spirit of statesmen. We should take into account the qualities necessary for the conduct of a successful business. It requires special aptitude, promptitude of action in emergencies, capacity for organizing, great tact, knowledge of human nature, constant self-culture and growing experience in the practical affairs of life. The school of business is by no means as narrow as some would have us believe. The truth is well spoken when we say that consummate business men are rare—almost as rare as veritable saints and martyrs. The path of success in business is invariably the path of common sense. A good deal is said about lucky hits, but the best kind of success in every man's life is not that which comes by accident. Every youth should be early made to feel that if he would get through the world usefully and happily he must rely upon himself and his own energies. Teach him to understand that he has his own way to make and that it depends solely upon his own exertions whether he starve or not.

An eminent judge once said, when asked what contributed most to success at the bar: "Some succeed by great talent, some by high connections, some by miracle, but the majority by commencing without a shilling." It seems to be a fact that the men who are most successful in business are those who begin the world in their shirt sleeves, whereas those who begin with fortunes frequently lose them.

Business is employment; serious engagement; something to be transacted; something required to be done. Every human being has duties to be performed, and, therefore, has need of cultivating the capacity for doing them. Attention, application, accuracy, method, punctuality and dispatch are the principal qualities required for the efficient conduct of business of any kind. These may be thought to be small matters, yet they are essential; and when men have broken down in business it will almost invariably be found that it was due to the neglect of little things. It is the result of everyday experience that steady attention to matters of detail lies at the root of human progress, and that diligence, above all, is the mother of good luck. Accuracy is also of much importance and a mark of good business training. Accuracy in observation, accuracy in speech, accuracy in the transactions of affairs—what is done in business should be well done. It is much better to accomplish perfectly a small amount of work than to half do much more imperfectly. Method is essential and enables

a larger amount of work to be got through with satisfaction. Method is like packing things in a box—a good packer will get in as much again as a poor one.

Be prompt; do instantly whatever is to be done and take the hours of recreation after business—never before it. If that which is first in hand is not instantly, steadily and regularly dispatched, other things accumulate behind it until affairs begin to press all at once and no human brain can stand the confusion.

Economy of time is another essential for the perfect business man. Men often say, "Time is money," but it is much more the proper improvement of it in self-culture, self-improvement and growth of character. Fifteen minutes a day devoted to self-improvement will be felt at the end of a year. An economical use of time is the true mode of securing leisure. It enables us to get through business and carry it forward instead of being driven by it. A great man once said, "I owe all my success in life to having been always a quarter of an hour before my time." Punctuality is the duty of gentlemen and the necessity of business men. Nothing begets confidence in a man sooner than the practice of this virtue and nothing shakes confidence sooner than the want of it. He who keeps his appointments and does not keep you waiting shows that he has regard for your time as well as his own. The person who is careless about time will be careless about business, and is not to be trusted with matters of importance. It will generally be found that the men who are habitually behind time are habitually behind success.

"Honesty is the best policy" is an axiom which is upheld by the daily experience of life, integrity being found as successful in business as anywhere else. Integrity of word and deed ought to be the corner stone of all business transactions to the tradesman, the merchant and manufacturer. It should be what honor is to the soldier and charity to the Christian. We may succeed for a time by fraud, by surprise, by violence, but we can succeed permanently only by means directly opposite. Trade tries character more severely than any other pursuit in life. It puts to severe tests honesty, justice and truthfulness; and men of business who pass through such trials unstained are worthy of great honor. It is possible that the scrupulously honest man may not grow rich so fast as the unscrupulous and dishonest one, but the success will be of a truer kind, earned without fraud or injustice; and, even though a man should be for a time unsuccessful, still he must be honest. Better lose all and save character, for character is itself a fortune. GEO. W. BAKER.

Tarantulas in the Bananas.

It is reported that a clerk in a fruit store in Lebanon, Ind., was bitten on the hand by a tarantula a few days since, while handling a bunch of bananas. He was immediately made as drunk as possible, but is in a very serious condition, as last heard from, and his recovery is thought to be doubtful. When the bunch of bananas was examined a nest of tarantulas was found within it, and something like 200 young ones were killed. Banana bunches seem to be the favorite resorts for these poisonous spiders of the tropics, and they should be handled with care.

Gen. Nelson A. Miles was a clerk in a Boston store and familiar with a yardstick before he took hold of a sword.

CLARK 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.

DO NOT DELAY

IF YOU WANT A



Harvard Leather Bag!

WE ARE GIVING THEM TO OUR FRIENDS.

WRITE FOR PARTICULARS.

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

AMONG THE TRADE.

AROUND THE STATE.

Ashley—L. E. Pease has opened a meat market.

Union City—E. Doty has sold his grocery business to L. D. Johnson.

Detroit—Geo. W. Alexander has retired from the wholesale cigar business.

Escanaba—Edward C. Voght succeeds Voght & Daley in the grocery business.

Detroit—C. H. Mills & Co. succeed Gamble & Partridge in the carpet business.

Schoolcraft—Albert L. Campbell succeeds Campbell Bros. in the grocery business.

Detroit—Julius Rosenthal succeeds Solomon & Rosenthal in the boot and shoe business.

Saginaw—D. E. Prall & Co. succeed Prall & Jones in the wholesale and retail drug business.

Allegan—C. D. Ritchie, merchant tailor, is succeeded by E. C. Derhamer, late of Otsego.

Schofield—J. W. Fulcher & Co. are succeeded by J. W. Fulcher in the grocery business.

Detroit—The Fletcher Hardware Co. succeeds Fletcher, Jenks & Co. in the wholesale hardware business.

Calumet—The stock of John Ekman, dealer in groceries, boots and shoes and men's furnishing goods, has been closed out on chattel mortgage.

Traverse City—W. Thurtell has purchased the interest of J. A. Morrell in the grocery firm of Morrell & Thurtell and will continue the business under his own name.

Allegan—Albert Stegeman closed the Grange store July 7 and it will remain closed until the 18th, in order that Mr. and Mrs. Stegeman and the employes may have an opportunity of visiting the World's Fair.

Traverse City—Geo. E. Dye, formerly engaged in the dry goods and grocery business at Nessen City, has removed to this place and purchased an interest in the grocery stock of Richardson & Co. The new firm will be known as G. E. Dye & Co.

Hamilton—Burglars entered the store of Klomprens & Brower the night of June 29, and blew open the safe, drilling two holes and blowing the door off entirely. They secured a little money, took a few goods, and destroyed or carried away some deeds, insurance policies and a note for \$25. They evidently knew what they were about. Sheriff Stratton offered a reward of \$50 for their arrest, but as yet nothing has been heard of them.

The Grocery Market.

Sugar—Refined are unchanged for hard, but softs were advanced 1-16c from Nos. 9 to 13 inclusive on Wednesday and 1-16c on Nos. 3 and 5 on Thursday, and a further advance is generally expected, affecting all grades. The refiners are oversold on nearly all grades and the demand is increasing rapidly. With light stocks throughout the country, and an abundance of fruit, it is reasonable to look for a large consumption and steady demand for the next three months. There is an entire absence of speculation and the uncertainty regarding prices in October, when new beet sugar should become available, will check any tendency in this direction. The estimated deficiency in the world's

production is now placed at upward of 300,000 tons. The actual offerings of beet sugar are exceedingly small, and the knowledge that we must look to Europe for sugars to carry us through the season will without doubt result in higher prices a little later.

Oranges—California fruit is about all there is to be had in this line. The demand is fairly good.

Lemons—The demand for Fourth of July trade was good, and good prices were the rule, but since then trade has been indifferent and prices have sagged somewhat.

Bananas—Are scarce, the demand being considered, but the keeping quality of the fruit is against it, and the price is unsteady.

Gripsack Brigade.

Geo. W. McKay is accompanied by his wife on his northern trip this week. She will put in the next four or five weeks at Petoskey and Traverse City.

Hi. Robertson has gone to Waukesha, Wis., to secure relief from a threatened attack of Bright's disease, his territory being covered in the meantime by B. J. Robertson and M. M. Mallory.

B. Frank Parmenter and family are spending a couple of weeks at the World's Fair. Mr. Parmenter's territory is being covered in the meantime by Geo. Williams, whose place in the house is taken by R. B. Hanna.

The following call is handed THE TRADESMAN by a representative traveler: All members of the Knights of the Grip and all traveling men residing in Grand Rapids or making headquarters here are requested to meet next Saturday evening at 8 o'clock, at Elks' Hall. Matters of great importance will come before the meeting, among them being the trip to Chicago on the last week of July (Traveling Men's Week), which will be discussed. The railroads have promised a very low rate for that week. All posts in the State will be represented there and Grand Rapids should send a large delegation. It will be the cheapest way to see the Fair. This will be the last meeting of the Post until fall.

PRODUCE MARKET.

Beans—Handlers pay \$1.75 for country-picked and hold at \$2. City hand-picked are quoted at 10¢ above these figures.
Beets—25c per doz.
Butter—Dealers now pay 12½¢@14c for choice dairy, holding at 14¢@16c. Creamery is in fair demand at 19c.
Cabbage—Home grown, 50c per doz.
Carrots—15c per doz.
Cherries—Common red are in ample supply at \$1.50 per bu. It is expected that the price will go to \$1 before the end of the week.
Currants—Red are in fair supply and demand at \$1 per 16 qt. case.
Eggs—Unchanged, dealers paying 12½¢@13c and holding at 14c.
Green Beans—Wax, 75c per bu.
Green Onions—10¢@30c per doz. bunches.
Green Peas—50c per bu. for marrowfat.
Honey—White clover commands 15c per lb. dark buckwheat brings 12½c.
Onions—Tennessee stock commands \$1.50@1.75 per bu.
Pineapples—\$1.25@1.50 per doz., according to size and quality.
Plums—Tennessee Wild Goose command \$2 per 24 qt. case.
Potatoes—Missouri stock commands 85c per bu.
Radishes—5c per doz. bunches.
Raspberries—Both red and black are beginning to come in freely, commanding 8¢@10c per qt. As the yield of both is sure to be heavy, the price will probably go considerably lower during the course of the coming week.
Squash—\$1 per box.
Tomatoes—\$1.25 per 4 basket crate.
Turnips—Home grown, 20c per dozen bunches.
Watermelons—The Georgia crop is coming in freely, commanding 18¢@25c apiece.

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.

Social Meeting of the Jackson Grocers' Union.

For a long time the members of the Jackson Retail Grocers' Union have been studying plans to create an added interest among its members and the trade generally, with a view to bringing the grocers closer together and creating a more friendly feeling. It devolved upon the ladies to solve the problem of how it was to be done. At the regular meeting of the Union, held June 15, the members were surprised with an invitation from the wives of the grocers to attend an informal reception on the evening of June 29.

Grocers have generally been allowed to have their own way and say in nearly everything, but on this occasion they were not allowed to have anything to say or do about the reception; in fact, the ladies undertook the work, and the excellent program of the evening, which was finely rendered, showed their ability. The entertainment consisted of musical solos, duets, quartets and speech making.

Mrs. D. S. Fleming acted as mistress of ceremonies. The President of the Union gave the welcoming address. Mr. Baker, of the Jackson Grocery Co., addressed the gathering on the subject of "The Consummate Man of Business." [The address will be found in full in another portion of this week's paper.—ED. TRADESMAN.]

The remarks of Mr. Baker were treated to hearty applause, as were also the remarks of Mr. H. S. Griggs of the Jackson Grocery Co., who spoke upon the subject "The Ladies."

After the literary and musical part of the program all present were invited into the large hall to a bountiful spread of ice cream, cakes and flowers, to which ample justice was done by all. There was a large number present, and all were highly delighted with the pleasures of the evening.

After the supper meeting of the Union was called, and it was resolved to hold the annual excursion and picnic at the same place and same date as last year, Bawbeese Lake, Aug. 10.

On motion a vote of thanks was tendered the ladies for their hospitality at the informal reception.
W. H. PORTER, Sec'y.

As Good as a Side Line.

We were sitting in the L. & N. depot at Cincinnati when a man whom anybody would have spotted for a detective came into the waiting-room, looked about for a minute, and then stepped up to a traveler for a New York tobacco house and said:

"No row, now, or I'll have to put on the bracelets!"

"Am I arrested?" inquired the drummer.

"You are."

"Got a warrant?"

"That's all right—come on!"

"Sure I'm the man you want?"

"I never made a mistake in my man yet. Are you coming?"

"Oh! certainly. Anything to oblige, you know!"

"What can be wrong with him?" I asked of one of the boys after the pair had disappeared.

"Nothing whatever," he replied. "Well, bless my soul, if Jim isn't the luckiest dog I ever met with in all my travels!"

"Lucky to get arrested?"

"You bet! He's as square a man as you can find in America, and it's another case of mistaken identity. Say, he's been collared about four times a year for the last five years, and he's never let 'em off under \$200. They locked him up in Philadelphia last winter for two days and he raked down exactly \$500 in cold cash for damages. Hang that detective, why couldn't he have taken me instead!"

"But I don't understand," I persisted. "Then I'll enlighten you. The chances are that the police received a telegram this afternoon to look out for a medium-sized man, plainly dressed, brown hair, blue eyes and a brown mustache. That description hits Jim, as it does about every tenth man you meet. Can't tell where the telegram came from or who

they were after, but that officer made the arrest without a warrant. Even with one, somebody here would be liable; in this case Jim won't take a cent less than \$250."

"You mean he'll sue for false imprisonment?"

"He won't have to sue. He'll be taken up to headquarters, searched, recorded and sent down stairs to the cooler. Tomorrow morning the chief will want to see him. He may tumble at once to the fact that he's got the wrong man, but if he doesn't Jim can put him in the way of finding out pretty fast. Then he'll begin to apologize and try to smooth things over, and he'll run up against a stone wall. Jim will crook his finger for a hat full of money and let him know that the Constitution of this glorious republic guarantees even a drummer certain inalienable rights, one of which is liberty."

"But who will pay damages?" I asked.

"The chief, if he has good, commonsense and doesn't want to lose his official head. If he can't or won't a complaint will be laid with the commissioners and they will also be requested to pony up. If they gig back there will be a \$20,000 suit for false imprisonment. Jim's had three or four to my knowledge, and in every case they have settled with him for good money. He travels for a prominent house, belongs to all the social orders, and is chuck-a-luck with a heap of newspaper boys. It's just like rolling off a log for him to rake down damages. How coolly and calmly he took things! That's his policy, you see. It wasn't two month's ago that he raked down \$400 from the sheriff of a certain county in Kentucky for spending one day in jail, but I suppose he got tired of the monotony and wanted another go with somebody for a change. He's got it, and here's \$20 to \$5, which says that he comes out winner by at least \$250. Just see how luck comes to some men! He's getting a salary of \$3,000 a year, straight, with no night traveling and no second-class hotels, and on top of this comes four chances a year to be locked up and get a first-class bulge on from \$200 to \$500 for false imprisonment! Jehosofat! but it makes me tired!"

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE—Confectionery and bakery stock and fixtures in best town in Michigan. Compelled to sell by reason of failing health. Box 501, Traverse City, Mich. 745

PAYING SHOE STORE FOR SALE—IN BEST town in Michigan of 5,000 inhabitants, location fine, clean stock, invoice \$5,500, sales \$17,000. Best of reasons for selling. Good bargain. Address Boots and Shoes, care Michigan Tradesman. 749

POSITION WANTED BY A REGISTERED Pharmacist with experience in both wholesale and retail houses. Good references furnished. Otis Jones, Burnish Corners, Mich. 745

WILL PAY SPOT CASH FOR ANY LARGE general stock, if offered at big discount. Box 327, Stanton, Mich. 746

BUSINESS HOUSE AND STOCK OF GROCERIES for sale on Union street. Will sell at a bargain. Address box 634, Traverse City, Mich. 747

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

FOR RENT—THE NEWLY FITTED STORE at 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

GRAND RAPIDS GOSSIP.

Hawkins & Company have apparently embarked in the shoe business, having opened a line of goods supplied by Rindge, Kalmbach & Co., Herold-Bertsch Shoe Co. and Reeder Bros. Shoe Co.

Ezra Ware has sold his interest in the firm of Ware & Olin to S. D. Young, of Geneva, Ohio. The business will be continued at the same location by Young, Olin & Co., under the style of the Michigan Brush Co.

Harm Timmer, who uttered a chattel mortgage to the Ball-Barnhart-Putman Co. last December for \$721.32, is no longer engaged in the grocery business, the stock having been seized by the mortgagees on July 3 and removed to the store of the company. The sale will occur on Wednesday.

The first decision under the inspection of weights and measures ordinance was given by Police Court Judge Haggerty on Monday, July 3. Messrs. Gaskill & Goss, grocers at the corner of East Bridge and Clancy streets, were arraigned on a charge of using a measure which had been condemned by the city sealer, E. W. Bush. The sealer testified that on June 15 he tested all the measures in the store, and among them the quart measure with which the offense was committed; that passing the store several times afterwards he saw the measure in a basket of beans in front of the store, and on one occasion saw Mr. Gaskill, one of the defendants, using it. D. S. Arnold, of College avenue, who played the role of private detective, swore that on June 17 he went to the store of Gaskill & Goss and purchased a quart of beans, Mr. Gaskill waiting on him; that the beans were measured in a measure on which was pasted the "condemned" slip of the sealer. For the defence, Mr. Goss, one of the defendants, testified that the measure in question had never been used as a measure after its condemnation, but only as a scoop. Mr. Gaskill, the other defendant, made substantially the same defense. It was agreed between the attorneys in the case that the beans should be weighed on the same scales on which the defendants claimed they were weighed at the time they were sold to Mr. Arnold. Clerk Stevens, of the Police Court, took the beans to the defendants' store and weighed them. On his return to the court room Mr. Stevens announced the weight of the beans to be one pound eleven and one-half ounces. The legal weight of a pound of beans is one pound fourteen ounces, so that the shortage in the beans sold by Mr. Gaskill was two and one-half ounces. The discovery of this discrepancy decided the case, of course, according to agreement. The attorney for the defense, Mr. Walker, made a strong plea for the leniency of the Court towards his clients, which undoubtedly went far towards mitigating the sentence. Judge Haggerty, in giving sentence, remarked that, as there was no evidence against Mr. Goss he was dismissed; that he took into account the previous good character of the defendant, Mr. Gaskill, and, as this was not only his first offence, but also the first case under the ordinance, he would impose the minimum penalty allowed by the law, which was \$1 and costs of the suit, \$6.57 in all. This amount was paid and Mr. Gaskill was discharged from custody.

REPRESENTATIVE RETAILERS.

Cornelius Stryker, the Grandville Avenue Grocer.

Cornelius Stryker was born in Assen, Province of Drenthe, in the Netherlands, November 17, 1850. Like all his countrymen, the boy was reared to hard work, getting only such learning as the limited educational resources of the country afforded. When he was 15 years of age his father emigrated to the United States, to which country he was followed three years later by the subject of this sketch. Here, as do the Hollanders always, he did whatever honest work he could get to do, until, having saved a little money, he purchased an outfit and began the business of peddling, and shortly afterwards opened a small store on Chestnut street. He conducted business at this location for about six years, when he erected the building at 250 Grandville avenue, which he still occupies. He has since built the stores at 254, 256 and 258 Grandville avenue. He also owns the building on Chestnut street in which he started business. Mr. Stryker is a Republican in politics, and was elected to the Common Council by his own ward, the First, in 1889, serving two years. Coming to this country at the age of 18, a stranger to its customs and institutions, and unable to speak its language, he has yet so thoroughly identified himself with American interests that he is now in everything essential an American. By industry, frugality and fair dealing he has built up a large and lucrative business, which now affords him an ample income and enables him to enjoy much of leisure and recreation. While not a politician in the ordinary sense of the term, he yet possesses many of the characteristics which distinguish the leaders of men, and would, undoubtedly, make his mark in politics if he devoted himself to it. Mr. Stryker owns a cottage at Central Park, Black Lake, to which he annually hies himself at the beginning of the heated term, and where he is at present located with his family. He is an ardent disciple of Isaak Walton and enjoys nothing better than "baiting the finny denizens of the deep." A long-suffering public will be overjoyed to hear that he has no fish stories to tell, as he is too modest to boast of his own prowess with the rod and reel.

Mr. Stryker declares this country to be far superior to the old country as a home for working men, but does not think it is much of a place for idlers; that any man, if he is honest, industrious and economical can not only make a living here, but "get a little ahead of the world as well." Not many will dispute this opinion. Mr. Stryker is an honored member of the Fifth Reformed Church, of which society he is a trustee.

Back from the Puget Sound.

Frank Jewell and M. J. Clark returned last week from their trip across the continent, after a three days' stay in Tacoma, Washington. Mr. Jewell said concerning his trip:

"We left Grand Rapids on June 24, and were four days making the distance between this city and Tacoma. We went by the Great Northern Railroad, which has only been in operation about three weeks. It is much the pleasantest route to take, as it is the farthest north of any of the transcontinental lines in this country. They use the switchback in crossing the Rockies, but we were

told that it was the intention of the company to cut a tunnel through the mountains in a short time. It will be about three miles long. We found Tacoma suffering from a reaction from the big boom they have been having for several years. Business was in a terribly depressed condition, with no immediate prospect of a recovery. Rents have fallen one-half, and in many instances fully two-thirds since I was there three years ago. Washington is not, and never will be, an agricultural State, though there is considerable tillable land; but there is plenty of timber, if it could only be got to market. The difficulty is they must come East to find a market, and the long haul across the continent is against them. Still, a good many Washington cedar shingles are marketed in the East, and find a ready sale, even in this State. Without doubt, in a few years Washington lumber of all kinds will be a prominent feature in the Eastern market. At present, however, lumbering, in common with every other interest, is in a bad way out there. The panic in the financial centers in the East has compelled Eastern capitalists to draw out most of the money upon which much of the business in Washington was done, and this, taken in connection with the collapse of the boom, has put business in pretty bad shape. The people, however, have great faith in the future of the State, and are looking for a revival in the near future. I went out there expecting to get hold of some timber lands at a favorable figure, but the people are so confident of a recovery from the present depression that no deal was made.

"Crops along the line we traveled were looking fairly well, but nothing above the average. I tell you its a sight for an Easterner to see in the Dakotas miles upon miles of wheat without a single break; enough, one would think, to feed the world.

"What do I think of Washington? Well, I'll tell you a story. A company of real estate men had built a new town out West—on paper. Among those who came to invest was a Chinaman, who was taken over the ground by one of the boomers, who said to him, 'Bye and by there will be a big hotel on that corner, and a bank on that; and bye and by there will be a big factory here,' and so on. He took the heathen all over the site of the town, said all he had to say about it, picturing its future in the most glowing terms. John never said a word until his guide asked him what he thought of it. 'Too muchee bye and by,' was his answer; and that is my opinion. There is too much bye and by about it for me. I have traveled pretty extensively over the West, and every time I get back I am better satisfied with our own State, and am more and more convinced that there is more money to be made right here in Michigan. The country out there has been boomed to death, and it will take years for it to recover from the collapse which has overtaken it, and which was inevitable. Michigan is good enough for me. It is the best State in the Union, and Grand Rapids is the best city in the State."

From Out of Town.

Chas. F. Sears, Rockford.
F. N. Lindsley, Big Rapids.
Gerrit Tibbe, Moddersville.
A. D. Martin, Bitley.
E. E. Hewitt, Rockford.
Frank L. Lord, Grand Ledge.
C. Westerhouse, Ferrysburg.
G. K. Coffey, White Cloud.

Said the Owl



to himself, "If the moon I could get, whenever I'm dry my throat I could wet; The moon is a quarter—with a quarter I hear; you can purchase five gallons of

Hires' Root Beer.

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

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

"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.

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.

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.

GROCERS' ORGANIZATIONS.

Some of the Reasons Which Militate Against Their Success.

Written for THE TRADESMAN.

Organization is the watchword of the hour. From the men who delve in the sewers to the millionaire capitalists, all are organizing, and all for the one purpose—the protection of the class or calling to which each belongs. Men have learned, what seems almost self-evident, that only in union is there strength, that unity of purpose is possible only when there is an organized unity of action. Whether this principle is recognized by all the individuals may be doubted, but that it has been recognized by the dominant minds in all divisions of labor should be gratifying to everyone who believes in and desires the moral and material progress of his fellows.

It is not strange when laborers and mechanics and manufacturers are organizing for mutual protection and profit, that so important an interest as the retail grocers, engaged in a business of such vital importance to the public generally, should turn to organization as a possible means for the amelioration of their condition. No class of men of equal intelligence and thrift work as hard and get so slight remuneration for their labor, and to no class of men is a fair return for their labor so grudgingly given. It is generally conceded that, no matter what may be a man's calling, he is entitled to a fair living, and something over, but the public seems to think the grocers should do business and sell goods at a "profit" which barely meets expenses. But the retail grocer's worst enemy has not been the public which he serves, but his fellow grocer. In no other line of trade has there been the same amount of jealousy, and bickering, and backbiting, cutting of rates, and undermining of each other's trade, and all the while they were establishing a condition of things and fastening upon the trade an incubus which should hamper it and hinder its progress for many years. The pecuniary loss to the grocery trade, because of this strife among themselves, has been enormous, while the enmities engendered were most deplorable. Organization has done much to change all this, and to-day the business stands upon a better footing, upon a stronger basis of profit, than was even dreamed of some years ago, while the estimation in which it was held by the public has vastly improved. Of course, this has reference more to the larger towns and cities, but even in remote country districts the reflection of the improvement has been seen and felt.

The strangest thing connected with the organization of the retail grocers is that anyone should object to their organizing. As a matter of fact, many of those who are themselves members of a trade or labor union are the loudest objectors, asserting that the grocers have organized solely for the purpose of raising prices. Will these people tell us what is their purpose in organizing, if it is not to raise the price of their time and labor? Then why should they find fault with others for doing what they themselves have done, especially when the others have as good, if not a better, reason for their action? It depends very much on whose foot the boot is, whether it pinches or not, that is, if there is a "boot" in question.

One would naturally suppose that

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	6
Atlanta A.A.	6
Atlantic A.	6
" H.	6
" P.	5 1/2
" D.	6
" LL.	5
Amory	6 1/2
Archery Bunting	4
Beaver Dam A.A.	5 1/2
Blackstone O. 32	5
Black Crow	6
Black Rock	6 1/2
Boot, A.L.	7
Capital A.	5 1/2
Cavanat V.	5 1/2
Chapman cheese cl.	5 1/2
Clifton C.R.	5 1/2
Comet	6 1/2
Dwight Star	6 1/2
Clifton C.C.	6 1/2
BLEACHED COTTONS.	
A.B.C.	8 1/2
Amazon	8
Amsburg	7
Art Cambric	10
Blackstone A.A.	7 1/2
Beats All	4 1/2
Boston	12
Cabot	12
Charter Oak	6 1/2
Conway W.	7 1/2
Cleveland	6 1/2
Dwight Anchor	8 1/2
" shorts	8
Edwards	6
Empire	7
Farwell	7 1/2
Fruit of the Loom	8 1/2
Fitchville	8 1/2
First Prize	7
Fruit of the Loom	7 1/2
Fairmount	4 1/2
Full Value	6 1/2
HALF BLEACHED COTTONS.	
Cabot	7 1/2
Farwell	8
CANTON FLANNEL.	
Housewife A.	5 1/2
" B.	5 1/2
" C.	6
" D.	6 1/2
" E.	7
" F.	7 1/2
" G.	7 1/2
" H.	7 1/2
" I.	8 1/2
" J.	9
" K.	9 1/2
" L.	10
" M.	10 1/2
" N.	11
" O.	21
" P.	14 1/2
CARPET WARE.	
Peerless, white	15
" colored	30
Integrity	18 1/2
DRESS GOODS.	
Hamilton	8
"	9
"	10 1/2
G.G. Cashmere	20
Nameless	16
"	18
CORSETS.	
Coraline	80 50
Schilling's	9 00
Davis Waists	9 00
Grand Rapids	4 50
CORSET JEANS.	
Armory	6 1/2
Androscoggin	7 1/2
Biddeford	6
Brunswick	6 1/2
FANCIES.	
Allen turkey reds	6
" robes	6
" pink & purple	6
" buffs	6
" pink checks	6
" staples	6
" shirtings	6
American fancy	5 1/2
American India	6
American shirtings	4 1/2
Argentine Grays	6
Anchor Shirtings	4
Arnold	6
Arnold Merino	6
" long cloth B.	10 1/2
" C.	8 1/2
" century cloth	7
" gold seal	10 1/2
" green seal TR	10 1/2
" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballou solid black	10 1/2
" colors	6
Bengal blue, green, red and orange	6
Berlin solids	5 1/2
" oil blue	6
" green	6
" Poulards	7
" red	7
" 44	10
" 3-XXXXX	12
Cocheo fancy	6
" madders	6
" XX twills	6
" solids	5 1/2
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
Atlanta, D.	6 1/2
Boot	6 1/2
Clifton, E.	7
Adriatic	7
Argyle	6
Atlanta A.A.	6
Atlantic A.	6
" H.	6
" P.	5 1/2
" D.	6
" LL.	5
Amory	6 1/2
Archery Bunting	4
Beaver Dam A.A.	5 1/2
Blackstone O. 32	5
Black Crow	6
Black Rock	6 1/2
Boot, A.L.	7
Capital A.	5 1/2
Cavanat V.	5 1/2
Chapman cheese cl.	5 1/2
Clifton C.R.	5 1/2
Comet	6 1/2
Dwight Star	6 1/2
Clifton C.C.	6 1/2
A.B.C.	8 1/2
Amazon	8
Amsburg	7
Art Cambric	10
Blackstone A.A.	7 1/2
Beats All	4 1/2
Boston	12
Cabot	12
Charter Oak	6 1/2
Conway W.	7 1/2
Cleveland	6 1/2
Dwight Anchor	8 1/2
" shorts	8
Edwards	6
Empire	7
Farwell	7 1/2
Fruit of the Loom	8 1/2
Fitchville	8 1/2
First Prize	7
Fruit of the Loom	7 1/2
Fairmount	4 1/2
Full Value	6 1/2
Cabot	7 1/2
Farwell	8
Housewife A.	5 1/2
" B.	5 1/2
" C.	6
" D.	6 1/2
" E.	7
" F.	7 1/2
" G.	7 1/2
" H.	7 1/2
" I.	8 1/2
" J.	9
" K.	9 1/2
" L.	10
" M.	10 1/2
" N.	11
" O.	21
" P.	14 1/2
Peerless, white	15
" colored	30
Integrity	18 1/2
Hamilton	8
"	9
"	10 1/2
G.G. Cashmere	20
Nameless	16
"	18
Coraline	80 50
Schilling's	9 00
Davis Waists	9 00
Grand Rapids	4 50
Armory	6 1/2
Androscoggin	7 1/2
Biddeford	6
Brunswick	6 1/2
Allen turkey reds	6
" robes	6
" pink & purple	6
" buffs	6
" pink checks	6
" staples	6
" shirtings	6
American fancy	5 1/2
American India	6
American shirtings	4 1/2
Argentine Grays	6
Anchor Shirtings	4
Arnold	6
Arnold Merino	6
" long cloth B.	10 1/2
" C.	8 1/2
" century cloth	7
" gold seal	10 1/2
" green seal TR	10 1/2
" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballou solid black	10 1/2
" colors	6
Bengal blue, green, red and orange	6
Berlin solids	5 1/2
" oil blue	6
" green	6
" Poulards	7
" red	7
" 44	10
" 3-XXXXX	12
Cocheo fancy	6
" madders	6
" XX twills	6
" solids	5 1/2
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
Atlanta, D.	6 1/2
Boot	6 1/2
Clifton, E.	7

DEMINS.	
Amoskeag	12 1/2
" 9 oz.	13 1/2
" brown	13
Andover	11 1/2
Beaver Creek A.A.	11 1/2
" BB.	9
" CC.	9
Boston Mfg Co. br.	7
" blue 8 1/2	8 1/2
" d & twist 10 1/2	10 1/2
Columbian XXX br.	10
" XXX bl.	19
GINGHAMS.	
Amoskeag	6 1/2
" Persian dress 8	8
" Canton	8
" AFC.	10 1/2
" Teazle	10 1/2
" Angola	10 1/2
" Persian	8
Arlington staple	6 1/2
Arasapha fancy	4 1/2
Bates Warwick dres	7 1/2
" staples	6 1/2
Centennial	10 1/2
Criterion	10 1/2
Cumberland staple	5 1/2
Cumberland	5
Essex	4 1/2
Elfin	7 1/2
Everett classics	8 1/2
Exposition	7 1/2
Glenaville	6 1/2
Glenwood	7 1/2
Hampton	6 1/2
Johnson Chalon cl	9 1/2
" indigo blue 9 1/2	9 1/2
" zephyrs	16
GRAIN BAGS.	
Amoskeag	16 1/2
Stark	19 1/2
American	15 1/2
THREADS.	
Clark's Mile End	45
Coats' J. & P.	45
Holyoke	22 1/2
Barbour's	86
Marshall's	81
KNITTING COTTON.	
No. 6	33
" 8	34
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
No. 22	41
No. 24	42
No. 26	43
No. 28	44
No. 30	45
CAMBRICS.	
Slater	4 1/2
White Star	4 1/2
Kid Glove	4 1/2
Newmarket	4 1/2
Edwards	4 1/2
Lockwood	4 1/2
Wood's	4 1/2
Brunswick	4 1/2
RED FLANNEL.	
Fireman	32 1/2
Creedmore	27 1/2
Talbot XXX	30
Nameless	27 1/2
Buckeye	32 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R.	22 1/2
Windsor	18 1/2
6 oz Western	20
Union B.	22 1/2
Manitoba	22 1/2
Grey S R W	17 1/2
Western W	18 1/2
D R P	18 1/2
Flushing XXX	23 1/2
Manitoba	23 1/2
DOMEST FLANNEL.	
Nameless	8 @ 9 1/2
" 8 1/2 @ 10	10
" 9 @ 10 1/2	10 1/2
CANVAS AND PADDING.	
Slater	9 1/2
Black	10 1/2
White	10 1/2
10 1/2	10 1/2
11 1/2	11 1/2
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14 1/2	14 1/2
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every grocer would be not only willing but anxious to join an organization which has been of such great benefit to the trade, and the benefits of which can be so readily seen. Instead of this being the case, there are many grocers who regard membership in the association as detrimental to their interests, and an injury to their business. If their customers discover that they are members of an organization, they will go somewhere else to trade; and if they are members of the association, and a neighboring dealer "cuts" on an article, they cannot meet him, as the rules of the association forbid it. As to the latter of these objections, so far as the association in this city is concerned, no prices are made except on sugar; and sugar, as every dealer knows, is usually sold at a loss, when the expense of doing business is taken into account, and to cut on that article is only to increase the loss, with no resulting benefit whatever. One of the first objects of the association is to do away with cutting altogether, and this can only be accomplished by united action, and there can be no united action in this, or any other, direction unless the grocers "get together" in an organization, and they cannot get together so long as one waits for another, and will not join unless his neighbor does. The independent business man—the man who keeps his eyes on his own business and not on his neighbor's—the man who makes up his mind to sell his goods at a fair price with a reasonable profit—is the man who will make money out of his business. Sell your goods at a good, fair living profit, and don't let some other dealer compel you to sell at a loss. Join the association, learn its objects, how it proposes to attain them, and then do your level best to help.

It is amusing to listen to some of those grocers who do not believe in the association; at least it would be amusing if it were not such a pitiable display of ignorance and cowardice. One grocer said this was a free country, and he wasn't going to let the Retail Grocers' Association make a slave of him. He wasn't going to be bound not to sell goods below his neighbor if he wanted to; and he wasn't going to be compelled to close his store at a certain hour every night. He got up at 3 o'clock every morning and he wasn't going to close up at night until he got ready. Time would be wasted arguing with a man who calls himself a free man while he is working from 3 o'clock in the morning until 10 at night, and then makes but a bare living out of his business. He dare not fix a fair price upon his goods for fear his neighbor will undersell him, and he dare not close his store at a reasonable hour in the evening for fear his neighbor will keep open later than he does. He will not be bound by the rules of an association that is doing everything in its power to better his condition, but he will be a slave to the catchpenny tricks and schemes of his competitors who are doing all they can to take his trade from him. Of course, it costs something to be a member of the association. The work it is endeavoring to do cannot be done for nothing, and no honest grocer will want to receive benefit from the work of the association without paying a fair share of the expense.

In no business in the country is there

such a variety in prices as in the grocery business. Each individual grocer has fixed his own prices, generally with a view of underselling his rival. Instead of getting together and mutually agreeing on prices which would leave a fair margin of profit, not only over the expenses of conducting the business, but also over the expenses of the household, one has made a price which he thought was a trifle lower than his competitors', then the competitor has cut, and so it has gone on in this "dog eat dog" fashion, until the people have lost both confidence in and respect for the retail grocer. In the wholesale grocery trade uniform prices rule, because the wholesale grocers are thoroughly organized. The bakers have uniform prices for the same reason; so with many other branches of trade. There is no reason why the same uniformity of prices should not prevail in the retail grocery trade, the only obstacle in the way being the obstinacy and shortsightedness of the grocers themselves. If those who have so far held out, for any reason or no reason, will fall into line with those who have already joined the organization, and render the assistance which is in their power to give, the retail grocery business will soon be lifted out of the mire and placed upon the firm ground.

The work of all such organizations is too generally left to the officers. Each individual member should feel that he has a share, not only in the benefits, but also in the work by which the benefits are secured. Individual effort is what tells in the long run in connection with the work of the association; and no association can prosper where there is an absence of such effort.

DANIEL ABBOTT.

Possible Without Blowing Out the Gas.
From the Milwaukee Sentinel.

"I am sure I do not look like a hayseed," said a commercial traveler, "and yet I practically blew out the gas at my hotel last night."

"You see," he continued, "there are both gas and electric light fixtures in the rooms, and they are close together. Well, I started to turn out the electric light, and made a mistake and turned the thumbpiece of the gas burner, opening it, of course. As the electric light did not go out, I at once saw my mistake, and corrected it by turning the electric light button, laughing at myself the while. When I got up in the morning I discovered that in my amusement over my error I had forgotten to turn the gas thumbpiece back again, and it had actually been open all night. Think of it!"

"Oh, I wasn't asphyxiated. You see, the hotel does not use gas, and there was nothing but air in the pipe."

Hardware Price Current.

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

AUGURS AND BITS.		dls.
Snell's.....		6
Cook's.....		46
Jennings', genuine.....		25
Jennings', imitation.....		50&10
AXES.		
First Quality, S. B. Bronze.....		\$ 7 00
" D. B. Bronze.....		12 00
" S. B. S. Steel.....		8 00
" D. B. Steel.....		13 50
BARROWS.		dls.
Railroad.....		\$ 14 00
Garden.....	net	30 00
BOLTS.		
Stove.....		50&10
Carriage new list.....		75&10
Plow.....		40&10
Sleigh shoe.....		70
BUCKETS.		
Well, plain.....		\$ 3 50
Well, swivel.....		4 00
NAILS, CAST.		
Cast Loose Pin, figured.....		70&10
Wrought Narrow, bright fast joint.....		60&10

Wrought Loose Pin	60	10
Wrought Table	60	10
Wrought Inside Blind	60	10
Wrought Brass	60	10
Blind, Clark's	70	10
Blind, Parker's	70	10
Blind, Shepard's	70	10
BLOCKS.		
Ordinary Tackle, 11st April 1892	60	10
CRADLES.		
Grain	dis.	50 & 02
CROW BARS.		
Cast Steel	per lb	5
CAPS.		
Ely's 1-10	per m	65
Hick's C. F.	"	60
G. D.	"	35
Musket	"	60
CARTRIDGES.		
Rim Fire	dis.	56
Central Fire	dis.	35
CHISELS.		
Socket Firmer	dis.	70 & 10
Socket Framing	dis.	70 & 16
Socket Corner	dis.	70 & 10
Socket Slicks	dis.	70 & 10
Butchers' Tanged Firmer	dis.	40
COMBS.		
Curry, Lawrence's	dis.	40
Hotchkiss	dis.	25
CHALK.		
White Crayons, per gross	120 1/2	dis. 10
COPPER.		
Planished, 14 oz cut to size	per pound	28
" 14x52, 14x56, 14x60	"	23
Cold Rolled, 14x56 and 14x60	"	23
Cold Rolled, 14x48	"	23
Bottoms	"	25
DRILLS.		
Morse's Bit Stocks	dis.	50
Taper and straight Shank	dis.	50
Morse's Taper Shank	dis.	50
DRIPPING PANS.		
Small sizes, per pound	dis.	07
Large sizes, per pound	dis.	6 1/2
ELBOWS.		
Com. 4 piece, 6 in.	dis.	75
Corrugated	dis.	40
Adjustable	dis.	40 & 10
EXPANSIVE BITS.		
Clark's, small, \$18; large, \$36	dis.	30
Ives', 1, \$18; 2, \$24; 3, \$30	dis.	25
FILES—New List		
Disston's	dis.	60 & 10
New American	dis.	60 & 10
Nicholson's	dis.	60 & 10
Heller's	dis.	50
Heller's Horse Rasps	dis.	50
GALVANIZED IRON.		
Nos. 16 to 20; 22 and 24; 25 and 26; 27	dis.	25
List 12 13 14 15 16 17	dis.	12
Discount, 60	dis.	12
GAUGES.		
Stanley Rule and Level Co.'s	dis.	50
KNOBS—New List		
Door, mineral, jap. trimmings	dis.	55
Door, porcelain, jap. trimmings	dis.	55
Door, porcelain, plated trimmings	dis.	55
Door, porcelain, trimmings	dis.	55
Drawer and Shutter, porcelain	dis.	70
Locks—doors	dis.	55
Russell & Irwin Mfg. Co.'s new list	dis.	55
Mallory, Wheeler & Co.'s	dis.	55
Branford's	dis.	55
Norwalk's	dis.	55
MATTOCKS.		
Adse Eye	\$16.00, dis.	60
Hunt Eye	\$15.00, dis.	60
Hunt's	\$18.50, dis. 20 & 10	10
MAULS.		
Sperry & Co.'s, Post, handled	dis.	50
MILLS.		
Coffee, Parkers Co.'s	dis.	40
" P. S. & W. Mfg. Co.'s Malleable	dis.	40
" Landers, Perry & Clark's	dis.	40
" Enterprise	dis.	30
MOLASSES GATES.		
Stebbin's Pattern	dis.	60 & 10
Stebbin's Genuine	dis.	60 & 10
Enterprise, self-measuring	dis.	25
NAILS.		
Advance over base, on both Steel and Wire	dis.	1 50
Steel nails, base	dis.	1 75
Wire nails, base	dis.	1 75
60	Base	10
50	Base	10
40	Base	25
30	Base	25
20	Base	25
16	Base	45
12	Base	45
10	Base	50
8	Base	60
7 & 6	Base	60
4	Base	1 20
3	Base	1 20
2	Base	1 60
1	Base	1 60
Finish 3	Base	1 60
Case 10	Base	65
" 8	Base	75
" 6	Base	90
Finish 10	Base	75
" 8	Base	90
Clinch 10	Base	1 10
" 8	Base	70
" 6	Base	80
Barrell %	Base	1 75
PLANES.		
Ohio Tool Co.'s, fancy	dis.	2 40
Scotia Bench	dis.	2 50
Sandusky Tool Co.'s, fancy	dis.	2 40
Bench, first quality	dis.	2 40
Stanley Rule and Level Co.'s wood	dis.	50 & 10
PANS.		
Fry, Acme	dis.	60 & 10
Common, polished	dis.	70
RIVETS.		
Iron and Tinned	dis.	40
Copper Rivets and Burs	dis.	50-10
PATENT PLANISHED IRON.		
"A" Wood's patent planished, Nos. 24 to 27	dis.	10 & 2
"B" Wood's pat. planished, Nos. 25 to 27	dis.	9 & 2
Broken packs 1/4 per pound extra		

HAMMERS.		
Maydole & Co.'s	dis.	25
Klip's	dis.	25
Yorke & Plumb's	dis.	40&10
Mason's Solid Cast Steel	30c list	60
Blacksmith's Solid Cast Steel Hand	30c 40&10	
RINGS.		
Gate, Clark's, 1, 2, 3	dis.	60&10
State	per doz, net,	2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer		3 1/4
Screw Hook and Eye, 3/4	net	10
" " " 3/4	net	8 1/4
" " " 3/4	net	7 1/4
" " " 3/4	net	7 1/4
Strap and T	dis.	50
HANGERS.		
Barn Door Kidder Mfg. Co., Wood track	dis.	50&10
Champion, anti-friction	dis.	60&10
Kidder, wood track	dis.	40
HOLLOW WARE.		
Pots	dis.	60&10
Kettles	dis.	60&10
Spiders	dis.	60&10
Gray enameled	dis.	40&10
HOUSE FURNISHING GOODS.		
Stamped Tin Ware	new list	70
Japanned Tin Ware	dis.	25
Granite Iron Ware	new list	33 1/2&10
WIRE GOODS.		
Bright	dis.	70&10&10
Screw Eyes	dis.	70&10&10
Gate Hooks and Eyes	dis.	70&10&10
LEVELS.		
Stanley Rule and Level Co.'s	dis.	70
ROPES.		
Sisal, 1/4 inch and larger	dis.	9
Manilla	dis.	13
SQUARES.		
Steel and Iron	dis.	70
Try and Bevels	dis.	60
Mitre	dis.	20
SHEET IRON.		
Nos. 10 to 14	Com. Smooth.	Com.
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 20 extra		
SAND PAPER.		
List acct. 19, '96	dis.	50
SASH CORB.		
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	dis.	70
" Special Steel Dia. X Cuts, per foot	dis.	50
" Special Steel Dia. X Cuts, per foot	dis.	30
" Champion and Electric Tooth X Cuts, per foot	dis.	30
TRAPS.		
Steel, Game	dis.	60&10
Oneida Community, Newhouse's	dis.	35
Oneida Community, Hawley & Norton's	dis.	70
Mouse, choker	18c per doz	
Mouse, delusion	\$1.50 per doz	
WIRE.		
Bright Market	dis.	65
Annealed Market	70-10	
Coppered Market	dis.	60
Tinned Market	62 1/2	
Coppered Spring Steel	dis.	50
Barbed Fence, galvanized	dis.	2 80
" painted	dis.	2 40
HORSE NAILS.		
Au Sable	dis.	40&10
Putnam	dis.	05
Northwestern	dis.	10&10
WRENCHES.		
Baxter's Adjustable, nickeled	dis.	30
Coe's Genuine	dis.	50
Coe's Patent Agricultural, wrought,	dis.	75
Coe's Patent, malleable	dis.	75&10
MISCELLANEOUS.		
Bird Cages	dis.	50
Pumps, Clatern	dis.	75&10
Screws, New List	dis.	70&10
Casters, Bed a d Plate	dis.	50&10&10
Dampers, American	dis.	40
Forks, hoes, rakes and all steel goods	dis.	65&10
METALS.		
PIG TIN.		
Pig Large	26c	
Pig Bars	28c	
ZINC.		
Duty Sheet, 2 1/4c per pound.		
680 pound casks	6 1/2	
Per pound	7	
SOLDER.		
1/20 1/4	dis.	16
Extra Wiping	dis.	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	
Hallett's	dis.	13
TIN-MELYN GRADE.		
10x14 IC, Charcoal	dis.	7 0
14x20 IC, " "	dis.	7 0
10x14 IC, " "	dis.	9 25
14x20 IC, " "	dis.	9 25
Each additional X on this grade, \$1.75.		
TIN-ALLWAY GRADE.		
10x14 IC, Charcoal	dis.	6 75
14x20 IC, " "	dis.	6 75
10x14 IC, " "	dis.	8 25
14x20 IC, " "	dis.	9 25
Each additional X on this grade \$1.50.		
ROOFING PLATE.		
14x20 IC, " Worcester	dis.	6 50
14x20 IC, " "	dis.	8 50
20x28 IC, " "	dis.	13 50
14x20 IC, " Allaway Grade	dis.	6 00
14x20 IC, " "	dis.	7 50
20x28 IC, " "	dis.	12 50
20x28 IC, " "	dis.	15 50
BOILER SIZE TIN PLATE.		
14x28 IC	dis.	\$14 00
14x31 IC	dis.	15 00
14x36 IC, for No. 8 Boilers,	per pound	10 00
14x60 IC, " " 9	per pound	10 00

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

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E. A. STOWE, Editor.

WEDNESDAY, JULY 12, 1893.

EXTRA SESSION OF CONGRESS.

It has all along been expected that the question of tariff reform would occupy a portion of the attention of Congress at its next extra session, but as the gravity of the financial situation has forced itself on the notice of the country, to the exclusion of all other matters, tariff reform has assumed secondary importance in general estimation.

It is now stated that Congressman Springer is preparing a tariff bill to be presented at the special session. What the details of the bill are is not stated, but it may be assumed that they include a general readjustment of the tariff in conformity with the accepted Democratic policy as outlined some years ago in the Mills bill.

While the terms of the President's call do not exclude the consideration of tariff reform, or, in fact, any matter connected with the fiscal policy of the Government, nevertheless the gravity of the existing monetary situation and the evil influence exerted on the commerce and trade of the country require that the repeal of the Sherman law and the remodeling of the currency system be given precedence over every other matter.

The repeal of the Sherman act and the changes in our currency system which must follow from such a course promise to occupy a large share of the attention of the extra session; but even if all the time were needed to remove the silver purchasing act from the statute books, and to adopt such measures as will restore the financial equilibrium, no other bill, not even tariff reform, should be permitted to interfere.

In departing from his original intention to call Congress together early in September, and deciding upon Aug. 7 as the date for the special session, President Cleveland practically admitted that the necessity for meeting the demands of the existing monetary situation outweighed every other consideration. The calling of the session a month earlier than at first contemplated was due solely to the increasing gravity of the financial situation, neither the tariff nor any other measure having the slightest influence in bringing about a change in the original programme. It may, therefore, safely

be expected that Mr. Cleveland will give the first place in his special message to recommendations connected with the financial troubles.

THE DROUGHT IN EUROPE.

Although the long drought which has prevailed in Europe has been broken by rains, there is now no doubt that irreparable damage has been done to many of the crops. This is proven by the fact that the German Government has seen fit to issue a proclamation forbidding the export of fodder and forage of any kind. Such an order indicates a prospective scarcity of such supplies.

The drought has been quite general on the continent of Europe, France, Germany, Belgium and Austria being the worst sufferers. To such an extent have the forage crops been ruined that both France and Germany will be compelled to import large quantities of foreign forage, particularly oats, corn and hay. Some shipments of these articles have already gone forward from this country, and more are to follow as soon as they can be shipped.

In addition to the effects on the forage crops there can be no doubt but that the drought has also damaged other important crops. It is likely, for instance, that the grain crops have been more or less injured. If such should prove to be the case there will be a chance to export some wheat to Europe, as well as corn, oats and hay. It is highly important, in the present state of financial affairs in this country, that the exports of our staple products should be stimulated, as the increase in shipments can alone fully liquidate the adverse trade balance which has accumulated against us.

Whatever the effect on the grain crops it is certain that the drought has materially injured the sugar beet prospects. Owing to the favorable prices for sugar a larger acreage than usual of beets was planted, but it is now believed that the damage done by the drought will more than offset the increase in acreage, leaving but small prospect that the beet sugar supply of the next campaign will prove adequate.

THE SILVER SITUATION.

The relations of silver to the monetary system of the United States make up one of the most difficult problems that the wise men of Congress have had to face for a long time. Silver is largely produced in the United States, and, naturally, there has been a patriotic wish on the part of the American people to use it as money. Congress has made every possible effort not only to encourage the use of silver, but, indeed, to compel it, but despite every exertion it has been found impossible to force silver money into circulation.

It will be worth while to look at the facts. In February, 1878, Congress enacted a law creating silver dollars, commonly known as "daddies" dollars," making them a legal tender for all amounts. On July 1, 1892, after a period of twelve and a half years, there had been coined about 414,000,000 silver dollars, of which, in round numbers, \$375,000,000 remained in the vaults of the Treasury, while only \$37,000,000 were in circulation. It is simply a fact that the people did not like to be loaded with silver money and they refused to take it if they could get paper. They did not accept silver, and to-day, despite the loud talk on the subject, the Treasury vaults

are loaded with silver dollars which will not circulate.

Money is for use as a circulating medium, and, seeing that silver dollars could not be made to circulate, the Sherman law was passed in July, 1890. It stopped the coining of silver dollars, and provided that the Government should purchase monthly 4,500,000 ounces of bar silver, store it up in the Treasury and issue against it Treasury notes redeemable either in gold or silver. There is to-day in the Treasury, in addition to the 375,000,000 silver dollars, silver bars to the amount of about 147,000,000 ounces. None of this vast amount of silver is in circulation. Nobody will take it if he can get paper, and since paper is always to be had, silver ceases to be money to any great extent. It is money by law, but it is practically demonetized by common consent of the people of the United States, while European creditors refuse to receive it on any account.

By the mint theoretical standard an ounce of fine silver is worth \$1.29. At that rate a silver dollar would be worth 100 cents. Within the week silver has sold at 73 cents per ounce, which makes a silver dollar worth 56.46 cents, that is not quite fifty-six and a half cents. When the silver dollar was first coined in 1879 it was worth 86.8 cents. It steadily declined until 1890. When the Sherman bill was passed a dollar was worth only 80.9. From the first to the last effort to revive silver and put it into circulation as money it has continued to decline in price in the market until an ounce of silver is only worth 73 cents, while the silver dollar contains less than 57 cents' worth of silver. In the meantime, since foreign creditors will neither accept our paper nor our silver in payment of the debts we owe them, but demand always gold, the result is that our country is being stripped of gold, while it is loaded with silver, which even our own people refuse to circulate as money. These are the facts that make up the silver feature of the financial situation. Let the wise men remedy it as they will. They can do no good by dosing the country with more silver.

NO ORDER WITHOUT GOVERNMENT.

None of the advocates of socialism, no matter how bold the doctrine they teach, have ever been able to devise any scheme to dispense with a governing power. The socialists, indeed, find it necessary to have a strong government to enforce their proposed regulations of social equality. They may demand an equal distribution of all the property, they may insist on absolute social equality and the abolition of marriage and the abrogation of all moral restraints, but they must have a strong governing power to enforce their notions of equality.

If socialistic equality were the natural system which brings human beings together, each person would fall into his place without any trouble, like the drops of water which make up the ocean. But there is nothing so little in harmony with natural law as equality in any department of creation. The most potential law of nature is the survival of the strongest. Violence is the rule and the weakest must succumb. Government is necessary to put down the hoodlum, the desperado, the men of prey who desire to subsist upon the labors of others and contribute nothing to the common stock themselves. Government, and strong

government, is necessary for the control of most races of men—of all, indeed—and whenever the grasp of power is relaxed the people rush into the most violent excesses. The reign of terror in France and the history of all insurrections and most popular revolutions prove this.

In the case of the City of Grand Rapids vs. Gaskill & Goss, trial of which took place on Monday, July 3, in the Police Court, J. F. Gaskill, one of the defendants, was found guilty of using a quart measure which had been condemned by the city sealer of weights and measures. It would be difficult to see how Judge Haggerty could have arrived at any other verdict. The continued presence of the measure in the place where it was found when condemned by the sealer, was *prima facie* evidence which the Judge could not ignore. That it had been used almost continuously since its condemnation was acknowledged by both defendants. The evidence of the witness Arnold would have had very little weight, though the beans alleged to have been sold to him by Mr. Gaskill were produced in court, had it not been that it was agreed that the weight of the beans should be decisive. THE TRADESMAN has no fault to find with the verdict, though it does not believe that Mr. Gaskill was intentionally guilty of a criminal act. It believes that the use of the condemned measure, if it was used as a measure, was an inadvertence. This appears to have been the opinion of the Court. THE TRADESMAN states again its belief that the ordinance is valid and its observance binding upon every user of weights and measures, but the manner in which the law has been enforced by the official sealer has, very naturally, brought it into disrepute among men who respect fair play and courteous treatment and condemn rudeness and vulgarity.

No reader of THE TRADESMAN should fail to peruse the treatise on "The Consummate Man of Business" in another portion of this week's paper. It is from the pen of Geo. W. Baker, of the Jackson Grocery Co., who has won success by carrying into execution the principles so graphically and so succinctly set forth in his paper. No more admirable discussion of the subject probably ever appeared in print, and it affords THE TRADESMAN no small pleasure to be the medium through which Mr. Baker acquaints the world with the cardinal principles which have enabled him to acquire success.

It Won't Last Long.

A liquor dealer of Charleston, S. C., has received from a wholesale dealer in Boston a letter advising him to hold on to his stock and prophesying that the present system of State control of the liquor business would not be of long duration. Says the Boston man: "Our State has tried almost everything in this line, and every experiment has been supported by strong public sentiment not from fanatics wholly, although they were at the bottom of it all, but from even sensible people, who are willing to see any measure tried to regulate the sale of liquor. Every experiment has failed, and although we are now getting along pretty well under high license, limited in number, the best thought of our people is tending, we think, to a moderate license, unrestricted in number, and most carefully selected as to character."

Reputation is often got without merit and lost without fault.

TRAVELING SALESMEN.

Candid Discussion of their Merits and Demerits.

One of the chief difficulties encountered by the manufacturer and wholesaler in marketing their products and merchandise is the selection of a force of efficient and satisfactory traveling salesmen. The standard of qualifications required of salesmen is steadily advancing. The increasing pressure of competition, the general advance in intelligence and business capacity among retail dealers, and the necessity of strict business methods enforced by the dwindling profits of these times, make it necessary for manufacturers and jobbers to employ men of ability and character to represent them to the trade.

These higher requirements have relegated to the shelf many a salesman who was successful under the old regime, but who had been unable to make the strenuous effort required in these latter days, or to adjust himself to the changed conditions which now prevail. It is probable that a larger proportion of those who embark as traveling salesmen fail of success than the proportion of men who fail in any other occupation.

REQUIREMENTS OF A GOOD SALESMAN.

To the making of a good salesman there go tact, judgment, good hard horse sense, a knowledge of human nature, the bargaining instinct and the power and disposition for hard work. The qualifications required to make a successful salesman are distinctly higher than those necessary to insure success in an ordinary retail business. Yet every retail dealer who fails in business seems to hold firmly to the opinion that he is peculiarly fitted for the occupation of traveling salesman. Not infrequently he holds out to the jobber the tempting bait of a proposition to work out in installments the account which represents the said wholesaler's wrong guess as to his chance of success in the retail business. Every jobber has his ideal of what a salesman should be, but I trust that I will not be thought guilty of any discourtesy to that excellent and worthy body of men who are the couriers and missionaries of the wholesale business when I say that the wholesaler seldom realizes his ideal among the salesmen in his employ. The difficulty, perhaps, is that those who would make ideal salesmen prefer to labor in other fields, or, it may be, that in this, as in other departments of business activity, the man who attains unto doing a thing in the best manner does not need to do it himself, but can better find his value in seeing that other men do it.

HIS HIGHER EDUCATION AND CULTURE.

It will be readily granted that every salesman should be a man of education and culture, able to quote Greek and Latin to those of his customers who are graduates of the universities, and to meet them on equal terms in the discussion of the latest scientific and literary questions; yet, strange to relate, there are many successful salesmen who seem ignorant of the rules that pedants have formulated for the use of their mother tongue, and to whom Herbert Spencer's famous definition of evolution would be a high sounding jargon of unmeaning words. It will, doubtless, be assumed that a good salesman should have a knowledge of that most popular of modern sciences,

political economy, which treats of the production and distribution of goods, as well as of other forms of wealth. Yet there are salesmen who have discovered the secret of selling goods to the coy and reluctant dealer who do not have even a passing acquaintance with Adam Smith; to whom the tariff and currency questions are a weariness, and who know nothing and care less about the factors of production and the laws of distribution. It would be supposed that, to insure success, the salesman would, at least, have to be methodical and systematic in his work, and, while method and system are undoubtedly valuable, there are successful salesmen who lack them utterly. I know an excellent salesman whose traveling is so devoid of plan or system that he cannot be bribed, coaxed or threatened into furnishing his employer with even a skeleton of a date schedule of a trip. This unpleasant failing is tolerated because of his good work in other directions. It is often impossible to analyze the qualities that make one salesman successful or to define the shortcomings that result in the failure of another. The personal characteristics of the salesman are a large part of his equipment, and these he must use after his own fashion. For this reason, the knowledge of how to become a good salesman cannot be communicated, be the teacher and the learner ever so willing.

RELATIONS OF SALESMAN AND EMPLOYER.

The relations existing between a house and its salesmen should be of the most confidential and intimate character. How can you expect a salesman to appear creditably before the trade as your sole visible representative unless he feels identified with the interests, the policy, the history, the plans and purposes of the house he represents? I believe it is the part of wisdom and prudence for us to furnish our salesmen with as much information as they can absorb concerning the business they are called upon to represent. Especially should we teach them how to compute the cost of producing and distributing goods. If possible, they should be made sharers in the enthusiasm and anxiety for the success of the business which is felt by those whose capital is at stake.

The difficulties and trials of the business should be explained to them, so that they may be the more resourceful in meeting the troubles and frictions that present themselves in their department of work. Every house impresses its character and policy upon its salesmen to a greater degree than upon any of its other employees. Is the house disposed to yield easily to the pressure of competition? Then the salesman soon finds himself unable to secure remunerative prices for his goods. Is the house slovenly and unmethodical in its business? The salesman will inevitably be like it in these respects. Is the house firm and business-like in its policy? The salesman will acquire spinal rigidity and will learn without regret to decline unprofitable business.

WEAK-KNEED SALESMEN.

The places where goods are sold without profit seems to have a strange fascination for some salesmen. If a salesman of this class finds a dealer who is buying goods somewhere at prices below zero, he becomes seized with a mad desire to count that dealer as his own special customer. Why cannot his house sell

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.



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.

goods as cheap as any other? What a business this salesman could do if his employer would but allow him a reasonable discretion in prices. Some salesmen lose their energy and efficiency as soon as they encounter a price which they cannot match. The soul of a salesman of this sort is filled with terror by the fact that there is some other salesman roaming around with lower prices than he can make, and he cannot do business even where prices are normal and his scalp is safe. I have known salesmen who were completely demoralized by finding two or three places on a route where prices had been cut below them. Some wholesalers and some salesmen seem constantly to be in search of rat holes into which they can pour their goods at or below the cost of production. It should be the policy of the salesman to develop and cultivate the trade where prices are remunerative, shunning the sections and the special trade where goods, if sold at all, will yield no margin of profit.

THE SALESMAN A NECESSITY.

It has been frequently said that traveling salesmen are employed only because of competitive necessity. That is, it is said that there is no real reason why personal visits should be made by wholesaler to the buyer, for if all jobbers would agree not to send out traveling salesmen the demand for goods would not be reduced, and the sales of the different wholesale houses would bear to each other the same proportion as they do now. If no house had a single salesman upon the road, could not the large saving of expense be divided between the dealer in lower prices and the jobber in higher profits? While it is true that the present method of marketing goods through traveling salesmen is costly, yet I am inclined to think that under present industrial conditions it is the cheapest plan that could be devised. It is certainly an error to suppose that wholesalers could realize higher profits by dispensing with able traveling representatives. Notwithstanding the remarkable facilities of exchange and communication that have marked this era, it seems still to be desirable, if not necessary, that those who buy and those who sell should either directly, or through representatives, meet face to face. In former times, when few salesmen were sent out by manufacturers and wholesalers, the buyer used to visit them at least twice a year to personally make his purchases. As a method of distribution this was wasteful and extravagant, compared with the present plan of employing traveling salesmen. No manufacturer or wholesaler spends in salaries and expenses of salesmen as much as it would cost his entire roll of customers to visit his factory or jobbing house once a year.

PRODUCTION AND PROFITS

A reduction in the general rate of interest is always accompanied by falling profits. Interest has slowly but steadily declined in this country during the past thirty years (in Illinois it is said to have fallen one-half during that period), and business profits have decreased correspondingly. To the traveling salesmen, as well as to his employer, it seems that there is an over-production of everything. The business, it seems to them, would be in a much more healthful condition if there were fewer goods produced—but this, of course, applies to all

lines except their own. It is held by many, indeed, that one of the greatest barriers to prosperity is general over-production in all departments of industry. Now, special over-production tends speedily to correct itself, by reducing profits in the particular business where it occurs, and thus causing the withdrawal from that business of capital and persons, or what is equivalent, by preventing capital and persons from entering it. Special over-production of certain goods also tends to correct itself by increasing the production of all other goods. For a special over-production of certain goods enables the people to secure a given quantity of such goods in exchange for a less amount of their commodities or services than would otherwise be required, and they are then able to demand more of the other things that gratify their desires. It is, of course, natural for those engaged in a business to desire the supply of the kind of goods they are producing to be limited. But it must be apparent to whoever will think that the largest possible production of all commodities cannot militate against the prosperity of the whole country. Bad times, which mean deprivation and want to large numbers of people, are never caused by over-production. People never suffer from the lack of clothing, provisions, furniture, shoes, stoves, or any of the other things they desire, because there are too many of these things produced.

Our productive resources are sufficient in this country to provide enough of all the commodities that gratify human desire, so that every man, who is not an idler, might have not only the necessities and comforts, but many of the luxuries of life. If many of those who work, or who are willing to work, are unable to secure a good living, it must be because there is some mal-adjustment in our economic system that prevents our enjoying, as a people, the blessings of comfort and plenty that are easily within our reach.

CHARLES S. PRIZER.

Marine Iron Safes.

The safe or treasure rooms of the leading Trans-Atlantic steamers are interesting structures. They are so artfully concealed and contrived and so strongly built that with a single exception, that of a Pacific liner carrying gold dust on a long voyage, they have never been robbed. In some vessels these safe vaults are placed amidships, in some aft; but they are always at the bottom of the ship, below everything else, and practically right on the keel. The room is generally some eight or ten feet square and high, and built of iron plates three or four inches thick; and it is furnished with such a formidable array of "locks, bolts and bars" as to strike dismay to the hearts of even the deftest and most experienced individuals of the Charles Peace class.

Clean Them With Bananas.

Some bright devotee of the russet shoes has hit on a plan, which, he says, keeps them always clean and bright, and prevents their assuming that worn and rusty appearance which so grieves the soul of the wearer. His plan is very simple, and very easily tried. He takes a bit of fresh banana peeling and rubs the leather with the inner surface of it, and then polishes with a dry cloth. He says that this will remove all stains and discolorations, and give a fine polish. It is really a good thing that some relation has been discovered between one's shoes and the festive banana peel, besides slipping up on it.

If you lie upon roses when young,
you'll lie upon thorns when old.



QUALITY WINS!

And you can depend on the best quality when you buy this Brand.

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.

Conducted exclusively on the European plan; splendid cafe in connection with the hotel, with unexceptional cuisine and appointments; service, table d'hôte, breakfast, 50 cents; dinner, 75 cents; service a la carte; nice meals may be had by ordering from bill of fare at 25 cents and up.

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.

MONEY AND CREDIT.

Every financial pinch is the result of a previous period of great speculation, undue commercial expansion and a large circulation of money. The present stringency is no exception.

The Fifty-first Congress spent and put in circulation in two years \$1,000,000,000. It earned the name of "Billion Dollar Congress." The Fifty-second spent about as much. Here were \$2,000,000,000 put in circulation in four years. It is a fabulous amount. It would seem that it should have made nearly everybody in the country rich. But it did not. On the contrary, there was a wild outcry for more money for the people, and the Populist party was started on that basis, namely, to force the Government to hand out wealth to everybody.

These enormous expenditures by the Government, as everybody knows, did not have the effect of making everybody rich. No action that any government could perform would or could accomplish that. What it did produce was an extraordinary spirit of trading and investment in all sorts of schemes and speculations, particularly in the country where the greater part of this money was spent, in the South and West. One single town, Sioux City, Iowa, embarked in enterprises and improvements to the amount of nearly \$40,000,000. Of course, these operations were done mostly on borrowed money, and as that city has less than 40,000 people, a burden of speculation to the amount of \$1,000 per head was imposed. This was only one example, as the same sort of expansion and inflated trading were carried on in almost every part of the South and West. Chicago was the seat of enormous speculative enterprises.

Every bubble must burst sooner or later, and everybody who owes money must one day come to a settlement. It is probable that the great season of speculation would have gone on longer with out disturbance if it had not been for enormous financial disasters in Australia. The vibrations of this shock were felt around the world, and on our continent as well as elsewhere. Loans were called in, debtors ruled up to stringent conditions, and those who could not endure the pressure succumbed. It was a sudden impairment of confidence, not a sudden scarcity of money, that brought the trouble.

To-day there is no lack of money. There is just as much in existence as there was while speculation was at its highest. It is not the money that is lacking, but the confidence, the credit that is impaired. People ordinarily do not realize that money plays but a small part in the vast business of a country like this. The bulk of it is done on credit, only money enough being required to settle the balances. Every man who is honest and industrious and has steady employment at some reputable business has some credit in ordinary times. He can probably buy supplies for a week or a month on his credit. Manufacturers and merchants enjoy credit in proportion to the magnitude and merits of their commercial operations. But when a pinch or a panic comes confidence is lost, credit is gone and an attempt is made to do the business of the country for cash, which is an impossibility, for there never was and never will be money enough for the conduct of the commerce and industries of any great country.

The business of the Government at any time is not to make the people rich by handing out greenbacks to every comer, but to establish a wise and proper system of finance on a solid basis, so that every dollar is equally good anywhere and at all times. As for getting rich, the people, protected by just and equal laws that foster no monopolies and create no privileged classes, must manage their own affairs and prosper or not according to their own abilities.

FRANK STOWELL.

Pertinent Advice to Boys.

A shrewd employer advertised for a boy. Thirty came seeking the place. The gentleman's test was this: There is a mark, boys, and here is a ball; let me see which of you, in seven chances, can hit it oftenest." They all missed the bull's eye, when he said to them, "You had better come back to-morrow and see if you can do better." None came back but one little shaver who thought he could stand the test now. He stood it, for he hit every time. "How is this?" said the employer. "Well," said the lad, "I wanted the place very bad to help my mother, so I practiced all night in the shed." He went to work and did well, for the thing was in him, and he fetched it out for use and quick promotion. Do you catch on, boys?

In a certain large factory there is what is called the boy's room, where the boys assemble and stay when not on errands for the men. In this room are drawings, books and implements for the use of the boys. They are selected and promoted in the great concern according as they use these. When the foreman sees a boy mending a broken implement—chair, maybe—or doing anything else that indicates thirst for education, he reports him to the head of the house. Isn't it true, boys and girls, that our destiny is in our own hands? We are watched, every one of us, by heaven and earth. There is a book of record with all particulars writ down concerning us. Deceivers and lazy folks have a short run—a run down. A father needn't take his boy to the phrenologist to tell him the bent of his mind. By watching him you can easily discover his trend; and, having discovered it, assist him to stir up the gift that is in him. What money is wasted in trying to make a pianist of Jane or a minister of Bartholomew! The parents who err here ought to have consulted the bump man before throwing away their cash.

GEO. R. SCOTT.

Origin of the Term Monkey-Wrench.

Many people wonder why the monkey-wrench received such a name, and imagine it must have a connection in some remote way with the animal from which its curious designation seems to be derived. In fact its name is not monkey-wrench at all, this being a corruption of the title originally given it. It was invented by Charles Moncky, of Williamsburg, N. Y., who sold his patent to a firm who undertook to manufacture and put it on the market. In honor of the inventor they called it Moncky's wrench, but both they and he were soon much disgusted to find it known as a monkey-wrench.

Thousands of ounces of strychnine are used on the Pacific Coast and in the far Western States by agriculturists for killing squirrels, etc. It seems as though this promiscuous use of such enormous quantities of poisons would sooner or later affect the vegetation and produce destruction of animal life not intended.



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.

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 cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass.

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,
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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.
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Manufacturers' agent and jobber of

PAPER AND WOODENWARE,

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GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS.

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WHOLESALE

BOOTS and SHOES,

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GRAND RAPIDS, MICH.

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

Orders by mail given prompt attention.

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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
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Elliott Wire 5 Cents Less Than
Peninsular Fasteners.

HIRTH, KRAUSE & CO.

CUSHMAN'S Menthol Inhaler

CURES
Catarrh,
Hay Fever,
Headache,
Neuralgia, Colds Sore Throat.

The first inhalations stop sneezing, snuffing, 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,

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Guaranteed satisfactory.

How to Keep a Store.

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

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

The Grocer and the Kitchen.

From the American Grocer.

It not infrequently happens that the kitchen robs a grocer of his customer, injures his reputation, calls in question his accounts and stirs up no end of trouble. This is often the case where the route system is the custom of the place or neighborhood. Scores of customers are personally unknown to the grocer, who has never met, nor is likely to meet them. Orders are sent *via* the kitchen or given direct by its autocrat—the cook.

This means that the patronage of many of the best customers is entirely dependent upon the relations established between the driver of the wagon and the cook. In cases where a steward manages the household commissary, the case is little if any better. Bribes are demanded in the shape of a bottle of Old Rye, a dress, or some other article. In many cases a handsome fee is expected if harmony is to continue between the kitchen and the grocer. If the demands of the steward or the cook are not granted, complaints may be anticipated that the butter sent was not fit for use except as wagon grease; that the coffee was horrible; the tea of wretched flavor; the flour no good; the ham stale and tough, if not tainted.

Sometimes the driver of a rival grocer will bribe the kitchen to spoil the goods of the competitor in order that the cook may have a good excuse for transferring the account. There is no end to the devices of the kitchen to thwart the endeavors of the grocer to please some of his best customers. What is the remedy? The answer is not easy. Some grocers allow their salesmen to bribe the kitchen, finding it more profitable to accede to its demands than to refuse. We believe the manly way is to resist every irregular demand, and wherever there is any disposition on the part of the kitchen to discredit the quality of goods, to promptly notify its master or mistress of the situation.

It is also common for route drivers to volunteer gifts to the kitchen in order to

secure heavy orders. They put a premium on theft and waste. Goods are delivered that go from the kitchen unopened to the friends of the cook. Only recently a housekeeper in looking over her storeroom found several unopened packages of coffee, oatmeal and other articles. The quantity of sugar and butter charged in her account was more than twice the consumptive capacity of the family. Is it any wonder that under such circumstances customers complain of the size of their accounts and charge the grocer with error and intimate that there is fraud? Efforts should be made by grocers to make the acquaintance of customers; to have stores so inviting as to induce their making frequent visits. This is one reason why the fixtures and surroundings of a grocery should be in keeping with the tastes and habits of those it serves. Evils will always be present so long as human nature is as it is. The quickest and best way to reach such an evil as that under consideration is to refuse to compromise with the kitchen; in fact with any sort of questionable practice.

Gullbleness of Inventors.

The actual inventor resembles in many respects the traditional poet. In the first place, he must be born and not made, and in the second place he is, like the sweet singer, "to madness near allied." No one who is at all familiar with the peculiarities of great mechanical geniuses will be in need of illustrations. The starving inventor of some great revolutionizing contrivance or process is a too familiar character both in fiction and in actual life. If not as numerous to-day as he was a generation ago, he yet exists in great multiplicity, and forms as striking a contrast when compared with the millionaire made rich by his patent as ever.

The most fatal mental weakness of our noble line of inventors is perhaps their gullibility. Their enthusiasm is so great that it seems at times to completely drive out from their intellectual apartments every vestige of calm and impartial judg-

ment. They have but one end in view, and anything that has even an apparent tendency to hasten the realization of this object is snatched at as quickly and unquestioningly as a drowning man clutches the floating straw, or is followed as hopefully as the lost wanderer pursues the treacherous light of the will-o'-the-wisp.

That this gullibility exists even among the most successful and accomplished of our inventors to-day has recently received fresh confirmation. While this latest instance was not particularly disastrous, it was yet sufficiently humiliating, we have no doubt, to have very keenly affected the finer emotions of the unfortunate persons upon whom the imposition was enacted. To be cheated by one's own countrymen is bad enough, but to be inveigled into sending good American money way across the ocean to Paris for a bogus diploma and a worthless piece of gilded brass is infinitely worse.

The details of this swindling scheme, by which nearly 100 of our most prominent American inventors were mulcted of various sums of money, were unearthed by the Franklin Institute of Philadelphia. The scheme was ingeniously contrived and carried out. Our *Patent Office Gazette* was read with discrimination by a scoundrel in Paris, who sent a circular to a large proportion of those to whom patents had been granted. This communication came from an alleged "Parisian Inventors' Academy," and informed the recipient that he had had the very great distinction of having been elected "a member of honor" of the institution, and that included in the election was the presentation of "a first-class diploma" and "a great gold medal," both of which would be forwarded on receipt of \$10.

We refrain from adding to their mortification by publishing the names of some of those who bit readily at this bait, received their "diplomas" and medals, and proudly hung them in their parlors or offices. These foreign testimonials of their distinction no longer occupy conspicuous places, and it is safe to say that a lesson has been learned well worth every

cent that it cost. Too much credit cannot be given to the Franklin Institute for the admirable work it did in exposing the fraud.

A Counterfeit Equal to a Genuine.

Since dollars are coined out of sixty cents worth of silver, it is no wonder that counterfeiters have turned honest and are getting out dollars containing the same amount of silver as the genuine and undistinguishable from the mint issue. In former times when a dollar was worth 100 cents, counterfeiters had to use baser metals which soon led to their detection. But when the government itself gives a fictitious value to its coinage, who is there to deprecate the acts of individuals who issue a dollar of the same value as the government?

Condensed Wisdom.

Silence is sometimes slander.

Character teaches above our wills.

We seek too high for things close by.

The troubles that kill are the ones we borrow.

There is nothing so terrible as activity without insight.

Sampson was the first actor who brought down the house.

A man who likes anything that is good for him is a curiosity.

Higher education nowadays begins with the ball of the foot.

Orange and lemon growing by electricity is about to be attempted by Ralph Granger, a wealthy ranch owner in Paradise Valley, near San Diego, Cal. Just southeast of the city limits he is having an electric plant put in for his house and grounds, and on its completion will have an acre of trees supplied with incandescent lights, and over all will be placed a powerful tower light to demonstrate what there is in the theory that vegetables, trees and plants develop and mature fruit more rapidly under the constant influence of a strong light than when immersed in darkness every night.

DEALERS WILL FIND TANGLEFOOT THE MOST PROFITABLE
AND SATISFACTORY FLY PAPER.
SEL L 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.

OUR NEW JAPAN TEAS

CROP OF 1893

Are Now to Hand.
These Teas—

"FORGET ME NOT" CHOP,

L. & W. CO.
G. R.

We have imported for eleven consecutive years. They have been cured, fired and packed during all these years by the same well known firm of Mourilyan, Heimann & Co., Yokohama, Japan, and we believe we may with the utmost assurance and just pride call upon the hundreds of merchants to whom we have sold these Teas from year to year to attest that never has there been introduced in Michigan a "Brand" or Chop of Japan Teas that has given for so long a period such general Satisfaction as "FORGET ME NOT." These Teas range from 17c to 34c per lb., and we want every merchant in this territory who has not sold them to send for one chest as a sample, and to such we will guarantee more than satisfaction---greater profit and more pleasure. If any are timid about ordering in this way, samples will be sent on application.

LEMON & WHEELER Co.,

GRAND RAPIDS.

PROTECTING CUSTOMERS.

How the Store Detective Neatly Trapped Two Women Pickpockets.

From the New York Sun.

During a busy afternoon last week a rather gayly dressed woman made herself conspicuous in one of the big Sixth avenue dry goods stores. She was young and would have been pretty if her face had not been marred by an expression of slyness and by traces of dissipation. She moved about very suspiciously, always mingling in the crowds, and choosing a place in the centre, where her hands would be out of sight. She was spotted as a crook by half a dozen floor walkers and clerks within half an hour, and cash girls were sent flying in every direction with notes to the store detectives. There were two of the latter—one man and one woman. Both came around and watched the light-fingered visitor for several minutes. Then the man detective walked up to the woman detective and said in a whisper:

"I think she's playing the dummy act. You keep your eye on her and I'll look for her pal."

With that he walked off, moving slowly and deliberately, while his eyes were dancing as they swept now this aisle and now that with quick, sharp glances. In that way he moved all over the main floor of the store, but he was unable to find anybody that appeared at all suspicious. Then it suddenly occurred to him that a big bargain sale was in progress at the book counter on the third floor. He rode up in the elevator and walked slowly over to the crowd of women. They stood six deep in front of the counter, and were shoving and pushing each other wildly. The clerks were busy as beavers, taking orders, answering questions, making change, and seeing that the cash girls were prompt. The detective mingled with the crowd. He was pushed and shoved and trampled upon, and a dozen women scowled at him, and made audible remarks about men who could find nothing better to do than "go a-

shopping." One woman was making a number of purchases, and when her change came she stuffed it carelessly into a little shopping satchel. She had to struggle to get out of the crowd, and her movements caused those surrounding her to fall back. Presently a score or more were pressing back and pushing forward again, and everybody was jostling his or her neighbor. The first woman got out of the melee finally, flushed and excited, but in the scramble her satchel had sprung open. She was about to snap it shut again, when she felt a hand on her arm, and the detective was saying to her:

"See if you still have your money."

She looked at the detective in surprise, and then opened her satchel. The money was gone, and she looked up at him with a gasp.

"Just sit down at the next counter and wait for me," whispered the detective.

Then he wormed his way back into the crowd again. He noticed one woman who had aroused his suspicions before, although he had been unable to detect her in anything wrong. He now devoted his attention to her. She was always near the front, but she never purchased anything. The detective saw that while she pretended to be engrossed in the examination of the books, she was also watching the purses of the women around her. Apparently none satisfied her, for she made no attempt to get at them. After watching her the detective withdrew and rushed down stairs to the crockery department.

"Annie," he whispered to a dreamy-looking clerk, "put on your hat and come with me."

The girl had her hat on in a jiffy. In the meantime the detective had rushed into the leather department, had grabbed a shopping satchel, and was back again. He took out a \$10 bill and slipped it into the satchel.

"Here, take this," he said to the girl, "go up-stairs and buy a book, and put the change in this satchel. Do it so everybody can see it. Then carry your satchel carelessly on your arm. Hurry,

now. Don't bother about me, and don't recognize any of the other girls."

A few minutes later Annie was at the book counter. The detective was several rows behind her. The clerks looked surprised when they saw Annie, but she presented an impassible face as she picked up a book and asked the price. The clerk she addressed was going to talk to her, but Annie winked quickly and gave her a look that made her change her mind.

"Sixty-nine cents," said the clerk.

"I'll take it," said Annie, quietly.

"Take it with you, or shall I send it?" asked the clerk.

"I'll take it," she replied, opened her satchel, and produced the \$10 bill.

The detective, who was also examining books now, saw the woman he was shadowing glance greedily at the bill. When the change came Annie stuffed it ostentatiously into her satchel, closed the latter and swung it carelessly onto her arm. Then she started back through the crowd. There was the same pushing, surging back and forth and jostling as on the previous occasion. The woman under suspicion dropped the book she held, and, by a quick, deft movement placed herself behind Annie. With equal celerity the detective placed himself behind her. He reached out his hand and caught hold of the strap of the satchel. Presently he felt that somebody else was tugging at it. He could feel the clasp spring. He waited about a second and then dropped his hand. It fell inside the satchel just in time for him to grab the hand of the thief. They were near the edge of the crowd now. Still holding the hand in a vice-like grip the detective gave a vigorous shove and landed both Annie and the thief outside. Some of the women gasped at the jostling that this unusually hard push caused, and a number of bonnets were knocked out of position, but the two hands were still in the satchel when Annie, the detective and the thief faced each other.

"What do—?" began the thief, with a fine show of indignation.

"Dry up," said the detective sharply. "If you make a scene it will be the worse for you. Sit down there."

She looked fierce, but did as she was told. She was well dressed, but older than the other woman, and not so good looking.

"Go down to the notion counter," the detective said to Annie, "and tell Miss Gray to bring that woman up to the search room."

Turning to the thief, the detective said:

"You come with me."

They went up-stairs to a room set apart for the purpose, and in a few minutes they were joined by the other detective and the young woman. The latter was smiling until she saw the other, and then she exclaimed:

"Well, I'll be —."

"Very likely," said the detective, with a smile. Turning to his assistant, he added: "I think we'd better search them both."

"Yes," said Miss Gray, "she hasn't taken anything since I've been watching her, but she might have gotten something before."

"I ain't got a thing," said the young woman, "but you're welcome to look."

The other submitted with less grace, and swearing like a trooper. While she was being searched the younger one kept exclaiming:

"Well, I'll be —. I thought I'd given 'em a steer, sure."

As the result of the search the woman waiting down stairs received her money back; and as much more, for which no one had applied, was turned into the fund for sick employees. When the two crooks were put out of the store, the head detective said to them:

"You'd better keep away from here. We're dead on to your scheme, and the next time we'll put you through."

A hardware dealer of Albion, N. Y., announces that to every one purchasing a wheelbarrow he will give a free ride home in it.

Drugs & Medicines.

State Board of Pharmacy.

One Year—James Vernon, Detroit.
Two Years—Ottmar Eberbach, Ann Arbor.
Three Years—George Gundrum, Ionia.
Four Years—C. A. Bugbee, Cheboygan.
Five Years—S. E. Parkhill, Owosso.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Stanley E. Parkhill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Next Meeting—Marquette, Aug. 29, 9 a. m.

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

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

GROCER DRUGGISTS.

Written for THE TRADESMAN.

An article in the drug columns of THE TRADESMAN of June 28, complains of the frequent infractions of the pharmacy law by retail grocers, and calls for comments and suggestions from druggists on this state of things, with a view of remedying the evil. There is much of truth in the charges made, especially against grocers who carry on business where a registered druggist is already established. As to wholesale druggists selling patents to grocers, and making delivery by wagons, I believe the practice is confined almost wholly to a few specialists who are not regularly located wholesale dealers, but are guerillas in trade, whose stock is not carried by wholesalers and jobbers of drugs. Most of those who sell well-known leading patents always give the local druggist the preference, and only place their goods in general stores in small country places, where there are no regular druggists, in order to give them the widest possible distribution.

There are, no doubt, many grocers who for the sake of an expected profit encroach on the line of the drug trade in defiance of law and true business courtesy. I regret to say their numbers are increasing. While thus selfishly encroaching on others' rights, they gain little if any profit; since cut rates, dead stock, and occasional bad debts scale down their anticipated margin to a zero point.

It is unfortunate that Section 10 of the pharmacy law is loaded with so many exceptions, and is so ambiguously worded. Else it might be of some use to the profession in stopping some of this unlawful competition. In the first sentence it seems to prohibit the sale of "drugs, medicines, chemicals, essential oils, and tinctures" unless they are put up in "bottles, boxes or packages" bearing labels showing the name of the manufacturer or compounder, the dose for persons of different ages, and, if poison, the antidote for the same.

Immediately follow exceptions as to a list of staples that cover all the drugs in common use, also essences, and tinctures that are toxic in their nature with no further restriction on these, leaving it to be inferred that such may be sold in bulk by the grocer or any dealer without registering *ad libitum et infinitum*.

The only things they must not do are dispensing and compounding, which are not necessary after all—since their customers are sufficient to themselves in that regard, having made spigot saving a science. To meet this evident infraction of the true intent and meaning of the law, armed with such a weapon the attorney for the people may annoy, but cannot successfully prevent one who is driving a coach and four through the statute. He may catch him up on some technical point, but as to getting six

men to agree as to the meaning of Sections 9 and 10, or become of one mind as to the actual guilt of the party accused is more than can be reasonably hoped for.

As the statute now reads it is a nice trap to catch a careless druggist who can be punished for plain violations thereof, because there is nothing ambiguous as to his obligations contained in the text; and all that is needed is to prove the act or omission complained of. So far as I have heard, those arrested hitherto for violation of the statute have been druggists who suffered from their own too liberal interpretation of its meaning. Grocers, not having been interfered with, continue to trample on the grass contrary to the signs displayed warning them against trespass, until, so far as they are concerned, the law might as well have been repealed.

Two remedies occur to me by which the present condition may be improved.

One is to amend the law so as to prohibit all but registered druggists from dealing in the articles mentioned in Section 10, except in places where no such druggist is in business. In that case such drugs might be sold, if poisonous, in original packages, labeled properly for the safety of the public—all others to be sold in bulk. Second, the seller should be compelled to bear the responsibility that is now imposed on the registered druggist who handles the same goods. As to patents, the drug trade can get no adequate relief by legislation from cutters, either outside or inside their own ranks. But since druggists are by law set apart and loaded with a responsibility imposed on no other class of legitimate dealers, they ought not to be left in the condition of poor Paddy, who, when trying to seize a cobble from the pavement to meet the savage onset of a bull-terrier, complained that in this boasted free country the dogs were all let loose and the stones were all tied down.

Until the law is amended so as to really and practically protect the druggist, it would be hardly profitable to put it in force against transgressors, who are more than likely to escape its penalties by reason of the uncertainties of its provisions. When passed it was considered the best attainable at that time; since enough members opposed it to prevent a bill being shaped that would promote the best interests of the profession of pharmacy and the public welfare. Meantime, all druggist should unite in efforts through local and State organization to create a public sentiment that shall secure in the future a statute more adapted to promote the end desired.

S. P. WHITMARSH.

A Model Savings Bank.

The greatest savings bank in this country is the Provident Institution of Boston. It was started in 1816, and has run until this time with, to use the words of its president, Henry Lee, "not the loss of a dollar by dishonesty." "There is a tradition," said Mr. Lee, "that the bank was founded partly at the urgent request of good bishop, afterward Cardinal, Cheverus, that his 'people,' as he called them, might have a place of deposit, so as not to spend or lose their little savings. A few years later, at the bishop's suggestion, the plan of partial withholding of the bank's earnings and the declaration of surplus dividends every five years was adopted. This was to induce the same people to keep as well as to deposit their savings in bank." The institution now has over 90,000 depositors and over \$35,000,000 in deposits.

The largest deposit which the management is allowed to accept is \$1,000. The bank in the early period paid 5 per cent interest, but the rate is now 4 per cent. The surplus dividends every five years are no longer paid, as the law of the state now requires the setting aside of a reserve fund.

MEN OF MARK.

H. M. Reynolds, Founder of the Firm of H. M. Reynolds & Son.

Herbert Morton Reynolds was born at Auburn, N. Y., June 12, 1836. His father, Jehiel M., was a native of Tompkins county, N. Y. In 1844 his father and family moved to Erie, Pa., and from that place in 1850 to Adrian, Mich., returning to Erie three years later, where the father died. At 16 years of age, thrown on his own resources, with only such education as the common schools of the places mentioned afforded, he had not only his own way to make, but had to provide for his mother and two sisters, and to educate the latter. It is hardly necessary to say that this filial duty was performed faithfully and cheerfully. The younger sister died about twenty years ago, and the elder is still living, unmarried, at Geneseo, Ill. Herbert M. held a position in a wholesale drug establishment for some time, when the family moved to Kingsville, Ohio, where he entered the business college the better to fit himself for a business career. On the completion of his course he returned to Adrian and served an apprenticeship at stonemasonry. Later he entered the employ of a large lumbering firm at Louisville, Ky., then learned photography, which he followed in Western Pennsylvania, Cincinnati, and at Niles, Mich., where he resided at the breaking out of the civil war. Mr. Reynolds enlisted in the Twelfth Michigan Volunteer Infantry and was made color sergeant. His regiment was assigned to Gen. Prentiss' Division of the Army of Tennessee under Gen. Grant. At the battle of Shiloh, April 6, 1862, he was terribly wounded, and lay for twenty-six hours upon the battlefield. He was taken, "as good as dead," to the enemy's headquarters at Corinth, his wound not being dressed until six days after the battle. He was exchanged, and lay for many weeks in the hospital. When sufficiently recovered to travel, he returned to Niles, but again enlisted, this time in the Nineteenth Michigan Infantry. He was successively Commissary Sergeant, Second Lieutenant, and Post and Brigade Commissary at Guy's Gap and McMinsville, Tenn. Upon the reorganization of the army for the Atlanta campaign, he was transferred to the staff of Gen. Coburn as Aid-de-Camp, serving in that capacity from Chattanooga to Atlanta. He was ordered into the hospital at Louisville on account of wounds and a severe injury through the fall of his horse. He was mustered out of the service at the close of the war, and once more returned to Niles. He was in different pursuits until 1868, when, looking about for a place wherein to settle in business on his own account, he selected Grand Rapids, and it is safe to say that neither Mr. Reynolds nor the city has had the slightest reason to regret his choice. On locating here he determined to engage in the business of roofing. For twenty-five years Mr. Reynolds has followed that business, and has achieved a success of which any man might be proud. In the beginning the subject of this sketch "labored"

with the best of them, but hard work, economy and close attention to business have borne their usual fruit, and to-day Mr. Reynolds' time is fully occupied in a general oversight of his large and ever-increasing business. Fifteen men are employed, among whom are a number of experts. In 1890 Mr. Reynolds took his son, Charles H., into the business, since which time the firm name has been H. M. Reynolds & Son. The firm are not only roofers, but are jobbers of all kinds of roofing materials and building papers. "Charley" has charge of the various gangs of men while at work, and has the management of the roofing department of the business. The business office is in charge of John E. Bowen, who is a hustler, like every one else connected with the business. Mr. Reynolds was married in 1863 to Anna E. Glenn, daughter of Thomas T. Glenn, of Niles, one of the pioneers of the Territory of Michigan. He resides in a handsome residence on Ransom street, where he enjoys all the comforts of an ideal business man's home. His mother is still living, and is a member of his family. Mr. Reynolds has attained his present position in the business world in the usual way. There is no royal road to business success any more than to learning, and honesty, hard, unremitting work, and economy, are the prime factors in his success.

Your Bank Account Solicited.

Kent County Savings Bank,

GRAND RAPIDS, MICH.

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

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Deposits Exceed One Million Dollars.

REEDER BROS. SHOE CO.,

WHOLESALE DEALERS IN

Boots and Shoes,

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

Peckham's Croup Remedy
Cough Cure. Pleasant-Safe-Certain. Get a bottle today: you may need it tonight. One dose will prove its value. Save the Children! Whooping-Cough, Croup, Colds, Coughs, quickly yield to its use. Keep it at hand. Large bottles 25c. All druggists.

PRICE TO THE TRADE:

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

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

Wholesale Price Current.

Advanced—	Declined—		
ACIDUM.		TINCTURES.	
Aceticum.....	80 10	Aconitum Napellis R.....	60
Benzolcum German.....	65 75	" F.....	50
Boricum.....	20	Aloes.....	60
Carbolicum.....	26 35	" and myrrh.....	60
Citricum.....	50 52	Arnica.....	50
Hydrochlor.....	3 5	Asafetida.....	50
Nitrosum.....	10 12	Atropa Belladonna.....	60
Oxalicum.....	10 12	Benzoin.....	60
Phosphoricum dil.....	20	" Co.....	50
Sulphuricum.....	1 30 1 70	Sanguinaria.....	50
Tannicum.....	1 40 1 60	Barosma.....	50
Tartaricum.....	30 33	Cantharides.....	75
AMMONIA.		Capsicum.....	50
Aqua, 16 deg.....	3 4 5	Ca damon.....	75
" 20 deg.....	5 4 7	" Co.....	75
Carbonas.....	13 14	Castor.....	1 00
Chloridum.....	12 14	Catechu.....	50
ANILINE.		Cinchona.....	50
Black.....	2 00 2 25	" Co.....	60
Brown.....	30 1 00	Columba.....	60
Red.....	45 50	Conium.....	50
Yellow.....	2 50 3 00	Cubeba.....	50
BACCAE.		Digitalis.....	50
Cubebae (po 40).....	3 40	Ergot.....	50
Juniperus.....	80 10	Gentian.....	50
Xanthoxylum.....	25 30	" Co.....	60
BALSAMUM.		Guaiac.....	60
Copalba.....	42 45	Zingiber.....	60
Peru.....	41 80	Hyocyanus.....	75
Terabin, Canada.....	50 60	Iodine.....	75
Tolutan.....	35 50	" Colorless.....	75
CORTEK.		Ferri Chloridum.....	35
Abies, Canadian.....	18	Kino.....	50
Cassia.....	11	Lobelia.....	50
Cinchona Flava.....	18	Myrrh.....	50
Eucalyptus atropurp.....	30	Nux Vomica.....	50
Myrica Cerifera, po.....	20	Opil.....	85
Prunus Virgini.....	12	" Camphorated.....	50
Quillaja, grd.....	10	" Deodor.....	2 00
Sassafras.....	12	Aurant Cortex.....	50
Ulmus Po (Ground 15).....	15	Quassia.....	50
EXTRACTUM.		Rhatany.....	50
Glycyrrhiza Glabra.....	24 25	Rhel.....	50
" po.....	33 35	Cassia Acutifol.....	50
Haematox, 15 lb. box.....	11 12	" Co.....	50
" 18.....	13 14	Serpentaria.....	50
" 1/4.....	14 15	Stromonium.....	60
" 1/2.....	16 17	Tolutan.....	60
FERRU.		Valerian.....	50
Carbonate Precip.....	15	Veratrum Veride.....	50
Citrate and Quinia.....	23 50	MISCELLANEOUS.	
Citrate Soluble.....	80	Ether, Spts Nit, 3 F.....	30
Ferrocyanidum Sol.....	50	" F.....	34
Solut Chloride.....	15	Alumen.....	24 3
Sulphate, com'l.....	9 2	" ground, (po.....	4
" pure.....	7	" 7.....	50 60
FLORA.		Antimon.....	50
Arnica.....	18 20	" et Potass.....	50
Anthemis.....	30 35	Antipyrin.....	1 40
Matricaria.....	50 65	Antifebrin.....	25
FOJIA.		Argent Nitras, ounce.....	60
Barosma.....	18 50	Arsenicum.....	7
Cassia Acutifol, Tin.....	25 28	Balm Gilead Bud.....	38 40
" Nivelly.....	35 50	Bismuth S. N.....	2 20 25
Salvia officinalis, 1/4.....	15 25	Calcium Chlor, 1s, 1/4.....	11
Ura Ursi.....	80 10	" 12 1/4.....	11
GUMMI.		Cantharides Russian, po.....	1 00
Acacia, 1st picked.....	75	Capelct Fructus, af.....	26
" 2d.....	45	" po.....	20
" 3d.....	30	" Bpo.....	20
" sifted sorts.....	25	Caryophyllus, (po 15).....	10 12
" po.....	60 80	Carmin, No. 40.....	3 75
Aloe, Barb, (po 60).....	50 60	Cera Alba, S. & F.....	50 55
" Cape, (po 20).....	12	Cera Flava.....	38 40
" Socotri, (po 60).....	50	Coccus.....	20
Catechu, 1s, 1/4, 14 1/4.....	1	Cassia Fructus.....	25
" 16.....	1	Centaria.....	10
Ammoniac.....	55 60	Cetaceum.....	10
Asafetida, (po 35).....	30 35	Chloroform.....	60 68
Benzolcum.....	50 55	" squibbs.....	21 25
Camphora.....	50 58	Chloral Hyd Crst.....	1 35 1 60
Euphorbium po.....	35 10	Chondrus.....	20 25
Galbanum.....	25 50	Cinchonidine, P. & W.....	15 20
Gamboge, po.....	70 75	" German.....	3 12
Guaiacum, (po 35).....	20	Corks, list, dis. per.....	80
Kino, (po 1 10).....	21 15	cent.....	35
Mastic.....	20	Creosotum.....	2 30
Myrrh, (po 45).....	40	Creta, (tbl. 75).....	2 11
Opil, (po 4 00).....	2 75 2 80	" prep.....	5 5
Shellac.....	33 35	" precip.....	9 12
Tragacanth.....	40 1 00	" Rubra.....	8
HERBA—In ounce packages.		Crocus.....	40 50
Absinthium.....	25	Cudbear.....	24
Eupatorium.....	25	Cupri Sulph.....	5 6
Lobelia.....	25	Dextrine.....	10 12
Majorum.....	25	Ether Sulph.....	70 75
Mentha Piperita.....	25	Emery, all numbers.....	6
" Vir.....	25	Ergota, (po. 75).....	70 75
Rue.....	30	Flake White.....	12 15
Tanacetum, V.....	25	Galls.....	2 23
Thymus, V.....	25	Gambier.....	7 8
MAGNESIA.		Gelatn, Cooper.....	70
Calined, Pat.....	55 60	" French.....	40 60
Carbonate, Pat.....	20 22	Glassware flint, by box 70 & 10, Less than box 66 1/2.....	15
Carbonate, K. & M.....	20 22	Glue, Brown.....	12 15
Carbonate, Jennings.....	35 36	" White.....	12 15
OLEUM.		Glycerina.....	14 20 25
Absinthium.....	3 50 2 40	Grana Paradisi.....	22
Amygdalae, Dulc.....	45 75	Humulus.....	25 55
Amygdalae, Amarae.....	8 00 2 25	Hydrag Chlor Mite.....	85
Anisi.....	1 70 2 80	" Cor.....	80
Ipecac.....	1 00 2 10	" Ox Rubrum.....	90
Aurant Cortex.....	2 30 2 40	" Ammoniat.....	1 00
Bergamit.....	3 25 2 50	" Unguentum.....	45 55
Capituli.....	60 65	Hydragrum.....	64
Caryophylli.....	80 85	Ichthyobolia, Am.....	1 25 1 50
Cedar.....	35 65	Indigo.....	75 100
Chenopodii.....	1 60	Iodine, Resub.....	3 80 3 90
Cinnamoni.....	90 2 10	Iodoform.....	24 70
Citronella.....	45	Lupulin.....	2 25
Conium Mac.....	35 65	Lycopodium.....	65 70
Copalba.....	80 90	Macleis.....	70 75
SYRUPS.		Liquor Aesc et Hy.....	27
Accacia.....	50	Liquor Potass Arsenitis.....	10 12
Zingiber.....	50	Magnesia, Sulph (tbl.....	24 4
Ipecac.....	60	Manna, S. F.....	60 68
Ferri Iod.....	50	PAINTS.	
Aurant Cortes.....	50	Lindseed, boiled.....	54 57
Rhel Arom.....	50	Neat's Foot, winter.....	80 85
Similax Officinalis.....	60	" strained.....	35 40
Senega.....	50	Spirits Turpentine.....	35 40
Scilla.....	50	PAINTS.	
" Co.....	50	Red Venetian.....	1 1/2 2 3
Tolutan.....	50	Ochre, yellow Mars.....	1 1/2 2 3
Prunus virg.....	50	" Ber.....	1 1/2 2 3
PUTTY, commercial.....		" strictly pure.....	2 1/2 2 3
VARNISHES.		Vermilion Prime Amer.....	13 16
Whale, winter.....		" Ican.....	13 16
Lard, extra.....		Vermilion, English.....	65 70
Lard, No. 1.....		Green, Peninsular.....	70 75
Linseed, pure raw.....		Lead, red.....	6 1/2 7
 " white.....		" white.....	6 1/2 7
Whiting, white Span.....		Whiting, white Span.....	2 70
Whiting, Gliders.....		Whiting, Gliders.....	2 70
Whiting, Paris American.....		Whiting, Paris American.....	1 0
Whiting, Paris Eng.....		Whiting, Paris Eng.....	1 40
Pioneer Prepared Paint.....		Pioneer Prepared Paint.....	1 40
Swiss Villa Prepared.....		Swiss Villa Prepared.....	1 00 1 20
No. 1 Turp Coach.....		No. 1 Turp Coach.....	1 10 1 20
Extra Turp.....		Extra Turp.....	1 60 1 70
Coach Body.....		Coach Body.....	2 75 3 00
No. 1 Turp Furn.....		No. 1 Turp Furn.....	1 00 1 10
Eutra Turk Damar.....		Eutra Turk Damar.....	1 55 1 60
Japan Dryer, No. 1.....		Japan Dryer, No. 1.....	70 75

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.

[illegible]

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

SPICES.

Whole Sifted.	10
Allspice.	7
Cassia, China in mats.	15
" Batavia in bund.	32
" Saigon in rolls.	32
Cloves, Amboy.	12
" Zanzibar.	12
Mace Batavia.	80
Nutmegs, fancy.	75
" No. 2.	70
Pepper, Singapore, black.	60
" white.	20
" shot.	16

Pure Ground in Bulk.

Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
Cloves, Amboy.	18
" Zanzibar.	18
Ginger, African.	16
" Ceylon.	20
" Jamaica.	22
Mace Batavia.	70
Mustard, Eng. and Trieste.	22
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	30
Sage.	30

"Absolute" in Packages.

Allspice.	84 1/2
Cinnamon.	84 1/2
Cloves.	84 1/2
Ginger, Jamaica.	84 1/2
" African.	84 1/2
Mustard.	84 1/2
Pepper.	84 1/2
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.	90
Hemp, Russian.	4 1/2
Mixed Bird.	5 1/2
Mustard, white.	10
Poppy.	9
Rape.	6
Cuttle bone.	80

STARCH.

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

SNUFF.

Scotch, in bladders.	37
Maccaboy, in jars.	35
French Kappie, in jars.	43

SODA.

Boxes.	5 1/2
Kegs, English.	4 1/2

SALT.

100 3-lb. sacks.	2 25
60 5-lb. "	2 00
25 10-lb. sacks.	1 85
20 14-lb. "	2 25
24 3-lb. cases.	1 50
56 lb. dairy in linen bags.	32
28 lb. " drill.	16 18

WARS.

Warsaw.	18
56 lb. dairy in drill bags.	32
28 lb. " "	18

SUN CURED.

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

BASKET FIRED.

Fair.	18
Choice.	20
Choice.	25
Choice.	35
Extra choice, wire leaf.	40

GUNPOWDER.

Common to fair.	25
Extra fine to finest.	50
Choice.	75
Choice.	85
Choice.	90

OOLONG.

Common to fair.	23
Common to fair.	23
Superior to fine.	30
Superior to fine.	35

YOUNG HYSON.

Common to fair.	18
Superior to fine.	30
Superior to fine.	40
Fair.	18
Choice.	24
Best.	40

ENGLISH BREAKFAST.

Fair.	18
Choice.	24
Best.	40

TOBACCOS.

Fine Cut.	30
Palls unless otherwise noted.	30
Bazoo.	27
Can Can.	27
Nellie Bly.	27
Uncle Ben.	21
Hiawatha.	60
Sweet Cuba.	34
McGinty.	27
" 1/2 bbls.	25
Dandy Jim.	29
Torpedo.	23
Yum Yum.	28
1892.	23
" drums.	22

Plug.

Sorg's Brands.	41
Joker.	29
Nobby Twist.	41

Scott's Brands.

Kylo.	26
Hiawatha.	38
Valley City.	34
Finner's Brands.	40
Old Honesty.	40
Jolly Tar.	32

Sorg's Brands.

Spearhead.	41
Joker.	29
Nobby Twist.	41

Santa Claus.

Brown, 60 bars.	4 75
" 80 bars.	2 85
Lautz Bros. & Co.'s Brands.	3 50

Acme.

Cotton Oil.	4 00
Marselles.	6 00
Maffet.	3 95
Maffet.	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.

Sapallo, 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 38 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 38 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.	
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Cut Leaf.

Cut Leaf.	36 36
Granulated.	5 23
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 42
No. 7.	5 30
No. 8.	5 23
No. 9.	5 17
No. 10.	5 11
No. 11.	5 03
No. 12.	5 05
No. 13.	4 80
No. 14.	4 42

SYRUPS.

Barrels.	21
Half bbls.	23

Corn.

Pure Cane.	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

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.	217
Good.	230
Choice.	24
Choice.	32
Dust.	10

SUN CURED.

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

BASKET FIRED.

Fair.	18
Choice.	20
Choice.	25
Choice.	35
Extra choice, wire leaf.	40

GUNPOWDER.

Common to fair.	25
Extra fine to finest.	50
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Joker.	29
Nobby Twist.	41

Santa Claus.

Brown, 60 bars.	4 75
" 80 bars.	2 85
Lautz Bros. & Co.'s Brands.	3 50

Acme.

Cotton Oil.	4 00
Marselles.	6 00
Maffet.	3 95
Maffet.	4 35

Smoking.

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

American Eagle Co.'s Brands.

Myrtle Navy.	40
Stork.	30
German.	15
Pro.	33
Java, 1/2s foil.	32

Banner Tobacco Co.'s Brands.

Banner.	16
Banner Cavendish.	38
Gold Cut.	28

Scott's Brands.

Warpath.	15
Honey Dew.	30
Gold Block.	26

F. F. Adams Tobacco Co.'s Brands.

Peerless.	26
Old Tom.	18
Standard.	22
Globe Tobacco Co.'s Brands.	
Handmade.	41

Leidersdorf's Brands.

Rob Roy.	26
Uncle Sam.	28
Red Clover.	32

Spaulding & Merrick.

Tom and Jerry.	25
Traveler Cavendish.	38
Buck Horn.	30
Plow Boy.	30
Corn Cake.	16

OILS.

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

HIDES PELTS and FURS.

Perkins & Hess pay as follows:	
HIDES.	
Green.	2 23
Part Cured.	2 3 1/2
Full.	2 3 1/2
Dry.	5 5
Kips, green.	2 3
" cured.	4 4
Calfskins, green.	4 5
" cured.	5 6
Deacon skins.	10 25
No. 2 hides 1/2 off.	

PELTS.

Shearlings.	10 20
Lambs.	15 25

WOOL.

Washed.	12 18
Unwashed.	2 14

MISCELLANEOUS.

Tallow.	3 2 3/4
Grease butter.	1 2 2
Switches.	1 1/2 2
Ginseng.	2 00 2 50

GRAINS and FEEDSTUFFS.

WHEAT.	
No. 1 White (58 lb. test).	62
No. 2 Red (60 lb. test).	62
MEAL.	
Bolted.	1 40
Granulated.	1 65

FLOUR.

Straight, in sacks.	3 60
" barrels.	3 85
Royal.	6 1/2
Nobby.	7
English Rock.	7
Conserves.	7
Broken Taffy.	8
Peanut Squares.	8
French Creams.	10
Valley Creams.	13
Midget, 30 lb. baskets.	8
Modern, 30 lb.	8

FANCY—In bulk.

Lozenges, plain.	10
" printed.	11
Chocolate Drops.	11 1/2
Chocolate Monumentals.	13
Gum Drops.	5 1/2
Moss Drops.	8
Sour Drops.	8 1/2
Imperial.	10

FANCY—In 5 lb. boxes.

Lemon Drops.	5 55
Sour Drops.	5 55
Peppermint Drops.	5 55
Chocolate Drops.	5 55
H. M. Chocolate Drops.	5 55
Gum Drops.	5 55
Licorice Drops.	5 55
A. B. Licorice Drops.	5 55
Lozenges, plain.	5 55
" printed.	5 55
Imperial.	5 55
Mosses.	5 55
Cream Bar.	5 55
Molasses Bar.	5 55
Hand Made Creams.	5 55

FRESH MEATS.

Beef, carcass.	6 2 1/2
" hind quarters.	7 1/2 8 1/2
" fore.	4 1/2 5 1/2
" loins, No. 3.	10 11
" ribs.	8 9
" rounds.	7 7 1/2
Bologna.	6 6 1/2
Pork loins.	10 10 1/2

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

The Fight Against Old Age.

Extreme longevity ought to be desired by none. Why should any intelligent and emotional human being desire to outlive his friends and companions? The young and vigorous can have little or nothing in common with the aged and decrepit, and it is only when there are strong ties of blood relationship between them that there should be expected to subsist any mutual interest and sympathetic affection. To outlive our generation is to be alone in a world of strangers, and that could bring but little satisfaction to any unless it might be to some wretch who is desperately afraid to die.

To survive as "a lean and slippered pantaloan," a subject of care and trouble, or an object of pity and contempt, is a lot so undesirable that the prospect of having life prolonged to a century and more, unless such a consummation were possible for our friends and companions also, would present but few attractions. From the earliest times the human race has cherished a notion of immortality, a state of being in which man, instead of growing old and falling into decay, would preserve all his faculties at their highest development and live forever, a model of goodness, youth and beauty. This is the idea of the immortality which is to be sought in the celestial world, but there have not been wanting men who cherished hopes of accomplishing such a consummation in this world. The magicians and magians of the very earliest ages held to the possibility of such an achievement, and the alchemists and hermetic philosophers of the Middle Ages sought diligently for the philosopher's stone which was to accomplish terrestrial immortality.

Since, according to holy writ, the term of human life was in general allotted at three-score and ten, it has been but rarely that those limits have been considerably surpassed. It is very uncommon for men to live to or over 100 years. Nevertheless, it is claimed by naturalists that man has a right to expect a century of life if he shall conform himself to such a course of conduct as is prescribed by the laws of life. Within a few years several prominent physicians, like Drs. Brown-Sequard and Hammond, claim to have found means to restore the strength and action of the brain and the reproductive powers by injecting into the human body macerated preparations of the organs which it is desired to revivify and re-enforce. Now comes a writer in the June issue of the *North American Review* who sets forth a method of prolonging life to 200 years. Life commences with a cell of jelly. It ends when the organism so started is finally converted into stone or earth.

Anatomical experiment and investigation show that the chief characteristics of old age are deposits of earthy matter of a gelatinous and fibrinous character in the human system. Carbonate and phosphate of lime, mixed with other salts of a calcareous nature, have been found to furnish the greater part of these earthy deposits. As observation shows, man begins in a gelatinous condition; he ends in an osseous or bony one—soft in infancy, hard in old age. By gradual change in the long space of years the ossification comes on; but, after middle life is passed a more marked development of the ossific character takes place. Of course, these earthy deposits,

which affect all the physical organs, naturally interfere with their functions. Partial ossification of the heart produces the imperfect circulation of the blood, which affects the aged. When the arteries are clogged with calcareous matter there is interference with the circulation upon which nutrition depends. Without nutrition there is no repair of the body.

How to get rid of this excess of earthy matter which clogs and blockades the system, and at the same time to nourish the body, is the problem. Mr. De Lacy Evans, who made careful researches in these regions of science, comes to the conclusion that fruits, fish and poultry, and young mutton and veal, contain less of the earthy salts than other articles of food, and are, therefore, best for people entering the vale of years. Beef and old mutton usually are overcharged with salts and should be avoided. If one desires to prolong life, therefore, it seems that moderate eating and a diet containing a minimum amount of earthy particles is most suitable to retard old age by preserving the system from functional blockades. Excessive action of atmospheric oxygen must be counteracted. Ossific matter deposited in the body must be dissolved as far as practicable. To produce this desired effect distilled water and diluted phosphoric acid are, perhaps, the most efficacious and the least harmless. Their combined chemical action retards old age. Rain water is free from mineral matter.

The powerful solvent properties of distilled water are well known. As carbonate of lime exists in nearly all drinking water, the careful distillation eliminates this harmful element. As a beverage, distilled water is rapidly absorbed into the blood; it keeps soluble those salts already in the blood and facilitates their excretion, thus preventing their undue deposit. The daily use of distilled water is, after middle life, it is claimed, one of the most important means of preventing secretions and the derangement of health. As to the diluted phosphoric acid, it is claimed to be one of the most powerful influences known to science for shielding the human system from the inconveniences of old age. Daily use of it, mixed with distilled water, it is said, helps to retard the approach of senility. By its affinity for oxygen, the fibrinous and gelatinous deposits previously alluded to are checked, and their expulsion from the system hastened. Waste of the tissues is believed to be preventable also by the use of hypophosphites.

Thus briefly has been given a synopsis of the theory for prolonging life. In order to place it in the light of a formula the following is given. It is not endorsed or recommended, but simply presented as received, with the remark that it is most unwise for people to "monkey" with their health. If they have need of aid, let them consult the best of professional counsel to be had. But this is the formula: "The most rational modes of keeping physical decay or deterioration at bay, and thus retarding the approach of old age, are avoiding all foods rich in the earth salts, using much fruit, especially juicy, uncooked apples, and by taking daily two or three tumblerfuls of distilled water with about ten or fifteen drops of diluted phosphoric acid in each glassful."

FRANK STOWELL.

The people who need your prayers most are those you don't like.

**MARTY RAT TRAPS!**

Talk about the decimating power of a Gatling gun. Its destructiveness cannot be compared to that of a Marty Rat Trap. Think of it,

64 Rats Lured to Destruction in 24 Hours---64 Rodents!

Sent to their happy hunting ground in one day. This is a record that cannot be beaten. We have never seen any other rat trap like the Marty, and cannot imagine one better.

ENTERPRISE CHERRY STONERS

Are performing a great and glorious work in this good land of ours. Have kept peace in many a family, prevented many a divorce, and generally benefitted the human race. They will extract the pit from any cherry quickly, neatly and easily. Nothing is more annoying than to bite into a plumb ripe cherry and break your teeth almost on the stone. The man, woman or child who can eat an unpitted cherry pie and at the same time preserve a look of quiet peace and enjoyment, is fully prepared to be measured for their halo. The moral of all this is to buy a Cherry Stoner, and you will live respected and die regretted.



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.

The Pages

—OF—

History

Tell us that in the beginning of all things there was nothing. There was even less than nothing, for there was no mind to realize the nothingness of nothing. But light came, darkness disappeared, and today the glorious Nineteenth century sun shines with marvelous beauty upon our

THE DOWNFALL OF SILVER.

The debates which will be had in the coming session of Congress over the proposition to repeal the Sherman act will probably cover the whole question of the use of silver as money. The advocates of free coinage will hardly have the assurance, in view of the present price of the metal, to insist upon making silver a legal tender at our old ratio of 16 to 1, and still less at the European ratio of 15½ to 1. Already, indeed, some of them have hinted at a willingness to compromise on the ratio of 20 to 1, but this is a practical abandonment of their claim that Congress can make the ratio at anything it pleases and maintain it without reference to the market price of silver bullion. It is to be hoped that the debates will at least put an end to the absurd story which has lately been revived, that the Mint act of 1873, whereby the standard dollar was omitted from the list of the National coins, was a "crime against silver" procured by bribery at the instigation of European capitalists. The fact is that silver was really demonetized in this country in 1834, when we reduced the weight of our gold coins so that we required sixteen ounces of silver for one of gold, whereas the Continent of Europe allowed one ounce of gold for fifteen and one-half ounces of silver. The consequence was, that as soon as the act of 1834 took effect, all the silver coin which under the previous law, whereby only fifteen ounces of it were reckoned equal to one of gold, had exclusively constituted our metallic currency, left the country, and we had nothing but gold, with worn and light-weight Mexican fractional silver coin for small change. The scarcity of fractional silver led to the passing of the act of 1853, providing for the coinage of silver halves, quarters, dimes and half dimes of less than their proportional weight to the dollar, so that it would not pay to export them. Thus the half dollar, instead of containing 206¼ grains of standard silver, or half as much as the dollar, contained only 192 grains, the quarter only 96 grains, and so on. When, therefore, the act of 1873 was passed, we had for thirty-nine years rejected silver as a standard of value and used it only for token money.

The act of 1873, moreover, instead of having been first concocted in 1873, was prepared in 1869, and passed the Senate in 1871. It failed to reach the House of Representatives in time to be passed by that body that year, so that it had to come up again and be finally passed in 1873. The absurdity of the story that its enactment was procured by corruption, in pursuance of a far-seeing conspiracy against silver, is apparent from the fact that the standard silver dollar was worth then 3 per cent. more than the gold dollar, and that both were at a considerable premium above the greenbacks, which were the only legal tender money in use. The act did, indeed, provide for a token dollar of 398 grains, or of about the weight of a French five-franc piece, but this was only for the sake of symmetry, to complete the list of silver coins, and this light dollar was properly made a legal tender to the amount of \$5 and no more, the same as the fractions. At that time, too, the resumption of specie payments was in the dim future, and few of us ever expected to see it accomplished. For all these reasons the Mint act of 1873 excited no public inter-

est, and it was not until the fall in silver a few years later, which nobody could possibly have foreseen, showed how it prevented a scaling down of debts, that the agitation for the restoration of the standard dollar was commenced.

The fact is that the collapse which has finally occurred in the price of silver would have occurred long ago had it not been delayed by artificial barriers which have at last given way under the strain put upon them. When Germany, in 1873, ceased to admit silver to free coinage at her mints, the world's annual production of the metal was a trifle over 63,000,000 ounces. For the two years following it was even less, and in 1876 was only 67,000,000 ounces. In 1877 the production dropped again to 62,000,000 ounces, but from that year on it has steadily increased, until in 1888 it was 108,000,000 ounces, and last year rose to 152,000,000 ounces. The cessation of silver coinage by Germany induced the Latin Union to restrict it in 1875, and finally in 1877 to stop it altogether. Austria-Hungary also ceased coining silver in 1879, and last year entirely abandoned the silver standard. The consumption of the metal by manufacturers being comparatively trifling, amounting in this country to only about 7,000,000 ounces a year, the whole of the vast surplus has been pressing with increasing weight upon the markets of the world, and, in spite of the absorption by our Government of 54,000,000 ounces a year under the operation of the Sherman act, and of a drain of 40,000,000 ounces a year to India, the price has weakened until, as we saw last week, the bare announcement that it would no longer be coined in India on private account at the Government mints, sent it down to 62 cents per ounce, from which it has recovered, however, to 72 cents. If, on top of this, the Sherman act is repealed in the course of this year, it is difficult to see how the present rate of production can be maintained. The miners and smelters of our Western silver-producing States and Territories have proclaimed with unnecessary ostentation that they are going to cease work, but unless they are joined by those of Mexico and South America their action will be of little avail to stay the downward course of the market.

The only ground now upon which the free coinage of silver can be advocated without misrepresenting facts is that it will give the debtor a cheaper standard of value than gold in which to pay his debts. On this issue there will be arrayed against silver in this country, not, as is often asserted, a few bloated millionaires, but the vast army of 10,000,000 workers for wages who are creditors every Saturday night for the amount of their week's earnings, with whom will be found 5,000,000 savings banks depositors, 1,250,000 life insurance policy holders, and the unnumbered shareholders in banks and other moneyed corporations, and people who have lent money on personal security or on real estate. For silver will be found the planters and farmers whose lands are burdened with mortgages, speculators who have bought property with borrowed money, and the great capitalists who own controlling interests in railroad companies which have enormous bonded debts. It is hard to believe that these comparatively few citizens will be able to prevail over the immense major-

ity opposed to them, and the downfall of silver as a monetary standard in the United States may therefore be regarded as accomplished.

MATTHEW MARSHALL.

Clearance Sales Sometimes a Necessity.

One sometimes hears it said that a merchant is not honest in offering goods at cost, or in announcing a clearing sale at prices below what seems reasonable. Conservative competitors of such a merchant sneer at him and say he is a fraud. It does not follow that such is the case, by any means. A lively, ambitious merchant may fall into error of judgment as to the selling qualities of a line he is at first confident will go. No man can predict exact results. The fact is, every merchant has had experience in this way which has cost him dearly. The goods are all right, but at the price first placed on them they prove slow sellers. In such event it is far better to sacrifice all profits and get clear of the stock than to carry it along. Like a captain at sea who has a big cargo, when the storm comes up, he feels that it is wiser to lose part of the deck load than to risk all on board. By lightening the load he saves the vessel and part of the goods. A clearing sale may make trade somewhat demoralized for a time, but better that than crippled credit. Few merchants are able to buy solely for cash. They must make sales in order to meet bills. The momentary inconvenience of forcing trade is offset by the healthier activity that follows putting in a new and popular stock. It does not pay to carry dead goods.

CHICAGO

JUNE 25, 1893

AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.

Lv. Grand Rapids. 7:25am 8:50am 1:25pm *11:50pm
Ar. Chicago. 12:20pm 3:55pm 6:50pm *6:30am

RETURNING FROM CHICAGO.

Lv. Chicago. 8:35am 9:00am 5:45pm *11:35pm
Ar. Grand Rapids. 1:30pm 3:55pm 10:55pm *6:10am

VIA ST. JOSEPH AND STEAMER.

Lv. Grand Rapids. 1:25pm *6:30pm
Ar. Chicago. 8:30pm 2:00am
Lv. Chicago. 9:30am. Ar. Grand Rapids 5:25 pm

TO AND FROM MUSKOGON.

Lv. Grand Rapids. 8:50am 1:25pm 5:45pm
Ar. Grand Rapids. 10:45am 3:55pm 5:25pm

TRAVERSE CITY CHARLEVOIX AND PETOSKEY.

Lv. G. R. 5:45pm *7:30am 1:40pm 11:15pm
Ar. Manistee. 10:44pm 12:10pm 6:10pm 4:50am
Ar. Trav. City. 11:10pm *12:40pm 6:00pm 7:20am
Ar. Charlevoix. *3:15pm 8:20pm 7:20am
Ar. Petoskey. 3:45pm 8:50pm 7:50am
Ar. Bay View. *3:55pm 8:55pm 8:00am

Trains stop at Traverse City for dinner and supper.

Arrive from Bay View, etc., 6:00 a. m., 11:40 a. m., 1:05 p. m., *10:00 p. m.

OTTAWA BEACH.

Lv. Grand Rapids. 8:50am 5:45pm
Lv. Ottawa Beach. 7:00am 3:50pm 9:40pm

Sunday train leaves Grand Rapids 9:30 a. m., leaves Ottawa Beach 6:30 p. m.

PARLOR AND SLEEPING CARS.

To Chicago, Lv. G. R. *7:35am 1:25pm *11:30pm
To Petoskey, Lv. G. R. *7:35am 1:40pm 11:15pm
To G. R. Lv. Chicago. 8:25am *3:45pm *11:35pm
To G. R. Lv. Petoskey. 6:05am *1:30pm *8:30pm

Free Chair Cars for Manistee 5:45 p. m.

*Every day. †Except Saturday. Other trains week days only.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Avs.

EASTWARD.

Trains Leave	†No. 14	†No. 16	†No. 18	*No. 82
G'd Rapids, Lv	6 45am	10 20am	3 25pm	11 00pm
onia, Ar	7 40am	11 25am	4 27pm	12 42 m
St. Johns, Ar	8 25am	12 17pm	5 20pm	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
Milwaukee 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

Grand Rapids & Indiana.

Schedule in effect June 25, 1893.

TRAINS GOING NORTH.

Arrive from Leavoging South.
For M'Kinnaw, Trav. City and Sag. 6:50 a. m. 7:20 a. m.
For Traverse City & Mackinaw 1:10 p. m. 1:30 p. m.
For Cadillac and Saginaw. 8:10 p. m. 8:45 p. m.
For Petoskey & Mackinaw. 9:10 p. m. 10:30 p. m.
From Kalamazoo. 9:40 p. m.
From Chicago and Kalamazoo. 9:40 p. m.
Trains arriving from south at 6:50 a. m. and 9:10 a. m. daily. Others trains daily except Sunday.
Also train leaving north at 7:20 a. m. This train does not run to Traverse City on Sundays.

TRAINS GOING SOUTH.

Arrive from Leavoging North.
For Cincinnati. 6:30 a. m. 7:00 a. m.
For Kalamazoo and Chicago. 8:00 a. m. 8:30 a. m.
For Fort Wayne and the East. 11:50 a. m. 2:00 p. m.
For Cincinnati. 5:15 p. m. 6:00 p. m.
For Kalamazoo & Chicago. 10:40 p. m. 11:20 p. m.
From Saginaw. 11:50 a. m.
From Saginaw. 10:40 p. m.
Trains leaving south at 6:50 p. m. and 11:20 p. m. runs daily; all other trains daily except Sunday.

SLEEPING & PARLOR CAR SERVICE.

NORTH
7:20 a. m. train has Parlor Car to Mackinaw City.
1:20 p. m. train has parlor cars Grand Rapids to Petoskey and Mackinaw.
10:30 p. m. train—Sleeping cars Grand Rapids to Petoskey and Mackinaw.

SOUTH
7:00 a. m. train—Parlor chair car Grand Rapids to Cincinnati.
8:00 a. m. train—Runs solid with Wagner Parlor Car Grand Rapids to Chicago.
2:00 p. m. train—Parlor car Grand Rapids to Fort Wayne.
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. 8:00 a. m. 2:00 p. m. 11:20 p. m.
Ar. Chicago. 1:25 p. m. 9:10 p. m. 6:50 a. m.
8:00 a. m. train runs solid with through Wagner Parlor Car.
11:20 p. m. train daily, through Coach and Wagner Sleeping Car.
Lv. Chicago. 4:15 p. m. 9:50 p. m.
Ar. Grand Rapids. 9:40 p. m. 6:50 a. m.
4:15 p. m. through Wagner Parlor Car. 9:50 p. m. train daily, through Coach and Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.
From Muskegon—Arrive
6:55 a. m. 10:15 a. m.
11:25 p. m. 4:40 p. m.
5:45 p. m. 9:10 p. m.

Sunday train leaves for Muskegon at 7:45 a. m., arriving at 9:15 a. m. Returning, train leaves Muskegon at 4:30 p. m., arriving at Grand Rapids at 5:50 p. m.
Through tickets and full information can be had by calling upon A. Almqvist, ticket agent at Union Station, Telephone 606, Grand Rapids, Mich.

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

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 23, 1893.)

Arrive.
10 20 p. m. Detroit Express. 5 55 p. m.
10 00 a. m. Day Express. 1 20 p. m.
6 00 a. m. Atlantic and Pacific. 10 45 p. m.
1 00 p. m. New York Express. 5 40 p. m.
*Daily. All others daily, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

Parlor cars leave for Detroit at 6:55 a. m.; returning, leave Detroit 5 p. m., arriving at Grand Rapids 10:30 p. m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division).

A. ALMQVIST, Ticket Agent,
Union Passenger Station.

DETROIT, MAY 28, 1893.

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. Grand Rapids. 7:10am *1:45pm 5:40pm

Ar. Detroit. 11:35am *5:50pm 10:25pm

RETURNING FROM DETROIT.

Lv. Detroit. 7:45am *1:45pm 6:00pm

Ar. Grand Rapids. 12:55pm *5:40pm 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 1:45pm 5:40pm

Ar. from Lowell. 12:55pm 5:40pm

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.

TOLEDO ANN ARBOR AND NORTH MICHIGAN RAILWAY.

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.

GOTHAM GOSSIP.

News from the Metropolis—Index of the Markets.

Special Correspondence.

NEW YORK, July 8—Midsummer dullness characterizes all departments of business, and we are more interested in window smashers and royal weddings and vacations, than in selling or buying goods. The railroads are doing well and this is about the best that can be said. Collections are slow, intolerably so; purchases are small and the utmost conservatism prevails in jobbing circles. Everybody expects something to "turn up" after Congress gets to work—that is, nearly everybody. There are those who stoutly maintain that it is not going to be so easy to repeal the Sherman law after all unless there be some substitute offered therefor. The "harmony" that is said to exist is intimated to exist only on paper, and when the time comes there promises to be a grand squabble.

THE TRADESMAN is doing a good work in its exposition of the inspection of weights and measures, and it is to be hoped that it will be helped in its efforts by the entire trade press. The subject is one of vital interest to the retailer, and, in fact, to all who have a sense of fair play. Probably there are many towns besides Grand Rapids where the abuses exist, and constant agitation is needed.

There is no change in the whole line of groceries worthy of mention. We are bound to have full crops of almost everything, and low prices are sure to prevail. In dried fruits, particularly, is this the case, for reports from almost every part of the globe are of the same tenor. New crops are being received in many lines. The canners are not going to be able to realize any such prices as they have during the past few years; yet, as a rule, it cannot be claimed that they have been extortionate heretofore. Of course, people who want California extra peaches are willing to pay for them, and a good round price, too. But there are other grades that are just as acceptable to the average palate, and they can be had very reasonably. If good prunes could be bought for 6 cents a pound, the consumption would be increased enormously; but, when they are 14 cents, the consumer hesitates. One thing is cheap enough, and that is raisins. They are selling, when they move at all, for about 5c for bag stock. It is said that there have been offers of new evaporated apricots made at 9c on the Pacific coast. They are not liberally advertised at this price, however, and 9½c is about the prevailing price for such stock.

No change has taken place in quotations of canned goods. Tomatoes are selling at \$1.25; new pack, 82½, 85 and 90c. Very little interest is shown in the new pack of tomatoes, or, for that matter, in the new pack of anything. Peaches are worth, for standard 3s, Eastern pack, \$1.35@1.50.

Butter is quotable at 22c for finest State creamery and Elgin. Western, 17@19c, and for fancy 20@20½c. Cheese, 8¼@8½c. Market dull and tending downward.

Lemons, oranges, bananas and pineapples are all selling slowly, and at low quotations. The market for lemons has not been as lively as was anticipated at any time this season. Beginning in August there will be public sales of bananas just as are now made of California fruits. There are several advantages connected with this manner of disposing of the fruit that commend themselves to buyers, and it is thought the new departure will be a great success.

Sugar is in active demand, and, although prices have not advanced, stocks are very firmly held.

Coffee is firm and quotable at 17c for Rio No. 7; Mocha, 21½c; Java, 22@25c; Mexican, 18½c.

It is thought that Louisiana will send to market about 200,000 boxes of oranges this year, and there seems to be ground for the assertion that in time this State will prove somewhat of a competitor with Florida. The fruit grown there is claimed to be very superior, and quite an amount of territory can be given to its cultivation.

JAY.

Weekly Reports from Secretary Mills.

GRAND RAPIDS, July 3—Owing to the new certificates of membership not having been received from the publishers, I am unable to forward them to members who were accepted during the past week, but hope to be able to do so before the end of the week. The same explanation also applies to receipts for assessments Nos. 3 and 4, which, I am happy to state, are being responded to very promptly. I would specially request every member to fill out the remittance blank accompanying the assessment notice *carefully and completely*, as we are making a new membership list from these and it is of the greatest importance that we have each name, initial and address correct, in order that each assessment and receipt may reach its destination.

A copy of the constitution, by-laws and list of members and hotels will be mailed each new member, and any others upon application.

I desire the Secretary of each Post in the State to forward to this office, as soon as possible, his name, address, and name of Post, as it is my intention to notify each Secretary each month of any new members who may be tributary to his jurisdiction.

Any information regarding the World's Fair Commercial Travelers' days, can be obtained of the Committee, President Jones, or Director E. P. Waldron.

As a means of identification and introduction among our members, Messrs. Wright, Kay & Co., Detroit, have made a very tasty buttonhole badge—a small gold grip, with our emblem, K. G., upon it—which they will furnish at \$1 each to our members.

D. McGee, Toledo, is proprietor of the Burnett House—not the Summit, as reported before. L. M. MILLS, Sec'y.

JULY 10—Certificates of membership have been issued to the following new members:

- 3263 Oscar E. Jackson, Ithaca.
- 3264 C. C. Robb, Bellefontaine, O.
- 3265 W. E. Kingsbury, Edmore.
- 3266 John F. C. Nottings, Detroit.
- 3278 B. S. Amoss, Battle Creek.
- 3279 Wm. H. Jewett, Ypsilanti.

HONORARY.

H 33 F. B. Stearns, Northern Hotel, Big Rapids.

As a number of letters properly addressed to members, as appears on the present list, have been returned to this office undelivered, it is proof that these members have changed their address without notifying the Secretary. As this is of the greatest importance, all members are earnestly requested to at once notify the Secretary of any change of address, that our new list may be correct, as it is our determination to make it so as far as possible.

The prompt response to assessments Nos. 3 and 4, just issued, is very gratifying and will place a fine surplus in our treasury for future losses from our ranks.

The addition to our list of sixty-one new members and the reinstatement of nearly as many more during June is most encouraging, also, and with our office now well in hand, we are prepared to promptly respond to all inquiries or requests from our members.

L. M. MILLS, Sec'y.

The Hardware Market.

With the beginning of July, general trade has a tendency to fall off and this year more than ever, a disposition to buy only what can be paid for seems to be the rule, consequently trade will not likely be as large in volume as usual. The policy of being conservative we believe to be a good one and the dealer who is careful in his credits and buys only what he can pay for when it is due is the one who will have the smoothest sailing for the next two or three months. In nearly all the manufacturing industries a general close down takes place in July, and this season it is more so than ever, owing to the outlook for trade and the financial situation. Many factories have closed down for a month, when usually

one week is sufficient for needful repairs and semi-annual inventory.

Wire Nails—Owing to the closing of all the mills, prices are well maintained, but stocks as yet are complete, \$1.65@1.70 from stock being the average quotation.

Haying and Harvesting Tools—Owing to the immense crop of hay in Southern and Central Michigan, the demand for certain articles, as Harpoon hay forks, grapples, hay fork pulleys, floor hooks and hay forks has been unprecedented. It has been impossible for anyone to get or keep a supply. While arrangements were made for a large demand, it has been beyond the power of machinery to keep pace with the demand. Almost any price within reason can be obtained if anybody had the goods.

Rope—The demand for rope has been very large, but prices have not been advanced. Sisal, 8½c, and manilla, 12c, seem to be about regular.

Glass—All glass factories are now closed and surplus stocks are being marked down. The price of 80 per cent. to 80 and 5 is well maintained and may, if stocks get light before resumption of the mills, go a little higher.

Wire Cloth and Screen Doors—The supply is still limited, due to the enormous demand.

Cradles—We quote the Michigan Morgan as follows:

Wood Brace, per dozen	\$17.00
Wire Brace, " "	18.00
Cradle fingers, " "	.40
Scythe stones, per gross	\$4.50@6.00
Rakes, per dozen	1.15@1.75

Purely Personal.

G. K. Coffey, the White Cloud grocer, was in town Monday.

L. E. Norton, the Hesperia druggist, was in town Monday.

Wm. Logie and wife left Wednesday for a fortnight's trip down the St. Lawrence and up the Saguenay river.

Fred. Danielson, the Muskegon grocer, suffered the fracture of his left arm one day last week by being kicked by a young horse.

S. V. R. Earl, general dealer at West Cooper, died on July 2, at the age of 67 years. He had been engaged in business at Cooper for ten years and was universally respected.

John Shields, for some years past connected with Daniel Lynch in varying capacities of chemist, shipping clerk and traveling salesman, has taken a position as salesman for Hastings & Remington.

Geo. H. Reeder, who has been confined to his home for a couple of weeks with an attack of gastric fever, leaves to-day for Milwaukee, whence he proceeds to Mackinac Island and the Soo, in pursuit of renewed health and strength.

W. N. Ford, formerly Michigan representative of the J. G. Butler Tobacco Co., but for the past five years in charge of the Chicago office of that company, died in Chicago July 5. The death was entirely unexpected, as the deceased had been ill only about ten days.

Wm. Day, junior member of the firm of E. R. Spencer & Co., druggists at Belding, was in town a couple of days last week, accompanied by his bride, Miss Cora Segar, to whom he was married on July 4. The happy couple were pleasantly entertained by Grand Rapids friends, after which they repaired to Grandville to visit Loren Day.

The Wool Market.

The depression still continues. There is absolutely nothing in the situation to

induce buying, and the market is in a waiting position. There is a difference of opinion as to the prospect, some dealers holding that the price is as low as it can be forced, while others think that if the present financial stringency continues, the price will go still lower, at any rate, until the money situation improves there will be very little buying. Buyers in the vicinity are taking what wool is offered, but are not looking for any, the condition of the market not warranting much business.

S. A. MORMAN,

Wholesale Petoskey, Marblehead and Ohio

LIME,

Akron, Buffalo and Louisville

CEMENTS,

Stucco and Hair, Sewer Pipe, Fire Brick and Clay.

WRITE FOR PRICES.

10 LYON ST., GRAND RAPIDS.



DODGE

Independence Wood Split Pulley

THE LIGHTEST!

THE STRONGEST!

THE BEST!

HESTER MACHINERY CO.,

45 So. DIVISION ST., GRAND RAPIDS.

Established 1868.

H. M. REYNOLDS & SON,
WHOLESALE DEALERS IN

Building Papers,

Carpet Linings,

Asbestos Sheathing

Asphalt Ready Roofing,

Asphalt Roof Paints,

Resin, Coal Tar,

Roofing and Paving Pitch,

Tarred Felt, Mineral Wool

Elastic Roofing Cement,

Car, Bridge and Roof Paints,

and Oils.

Practical Roofers

In Felt, Composition and Gravel,

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, Mich.

MICHIGAN

Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN

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.

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.

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



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

THE YOST MFG. CO.,
 TOLEDO, OHIO.

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

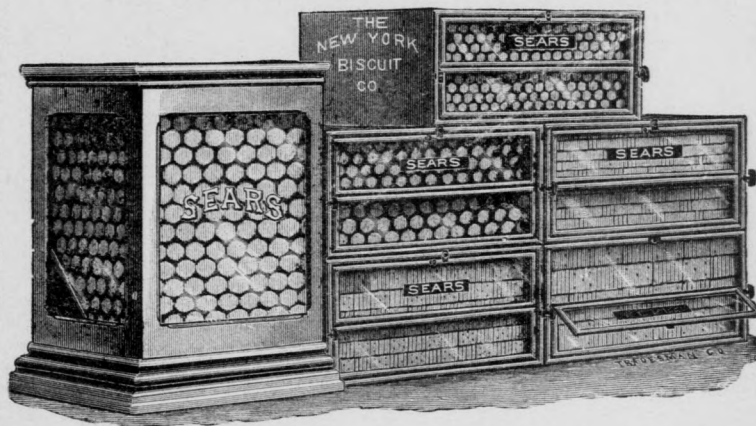
LIVE AND DRESSED POULTRY.

Consignments solicited. Chicago and Detroit market prices guaranteed.

117 Monroe St., Grand Rapids, Mich.

Cracker Chests.

Glass Covers for Biscuits.



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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

LEONARD'S

NEW PROCESS GASOLINE STOVE.



Cooking Evolution
Has kept pace with civilization.
The Wonderful
'NEW PROCESS,'
The Original
Evaporating Vapor Stove



Once, Everybody had to have This. Now, Everybody should have This.

Is the highest product of the stove-makers skill. It is a stove that lights like gas; does not smoke or smell; is absolutely safe under all circumstances; will save its price in cost of operation every month; built by the rule of strength and simplicity—will not get out of order. A stove that has simplified cooking in all its branches. Ask your stove dealer for it, or send for catalogue giving full particulars Free.

THE STANDARD LIGHTING CO., Cleveland, Ohio.

H. LEONARD & SONS, GRAND RAPIDS, MICH., are State selling agents for this wonderful make of Gasoline Stoves. The sale so far this season has greatly surpassed all former seasons, and it has been impossible to keep any quantity in stock so great has been the demand. But we are up with our orders now, and can ship promptly from either our stock or factory. IF WE HAVE NO AGENCY IN YOUR TOWN WRITE FOR CATALOGUE AND DISCOUNT.

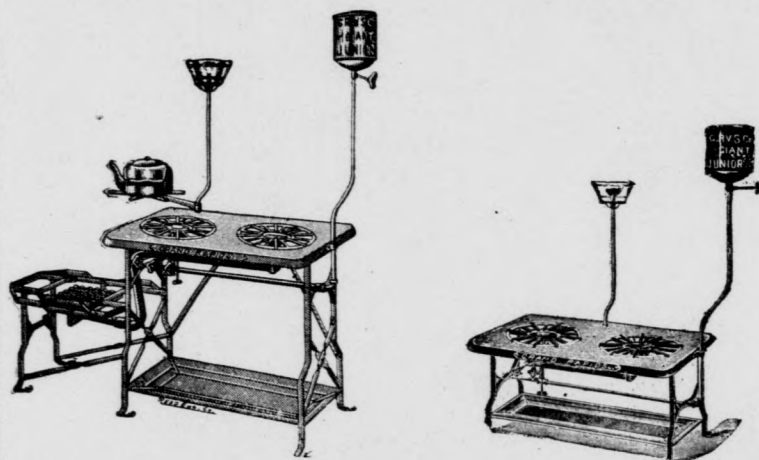
BANQUET LAMPS.



WE are showing the largest line of BANQUET LAMPS this season ever shown by any jobbing house in the West. It comprises all the new and best selling patterns from the leading lamp manufacturers in America, and we don't want you to place an order for a single lamp until you have seen our new line.

We also have a complete and beautiful line of FANCY SHAPED SILK SHADES which we are offering at extremely low prices.

Grand Rapids Junior Gasoline Stoves.



THE GRAND RAPIDS JUNIOR STOVE is without a doubt the best Junior Stove ever put on the market. We are receiving hundreds of recommendations, but we only have room to quote what one dealer says:

JUNE 23, '93.

H. LEONARD & SONS, Grand Rapids, Mich.:

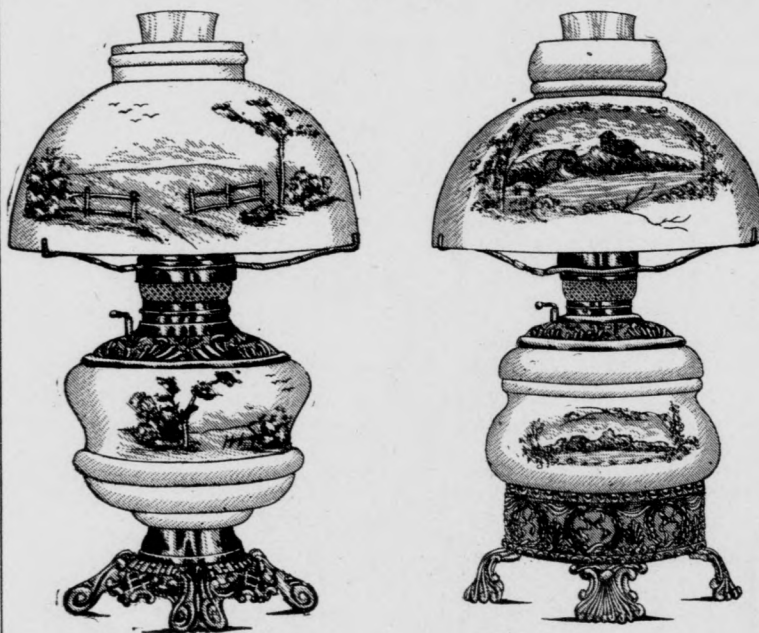
GENTLEMEN—I have tried the G. R. Gasoline Stove. It's a dandy. Nicest in its class I have seen, and I believe it will prove a seller if it proves as good a worker as an exhibitor. Please send me a good sized tin oven for it, and with same send three double tin ovens for Double Electric Oil Stove.

Yours, etc.,

OUR LINE OF

Decorated Stand Lamps

IS COMPLETE.



DO YOU KNOW WHAT WE MEAN BY COMPLETE? We mean that we have over thirty (30) different patterns of this popular style of lamps at all prices, from 67c each to \$4.50 each, for lamps complete, except chimneys. We can save you money in freights, which you will find quite an item.

Our regular lamp catalogue, showing our complete line, will be issued in about thirty days, in time for the fall trade. Wait for it.

H. * LEONARD * & * SONS,
GRAND RAPIDS, MICHIGAN.