

# Michigan Tradesman.

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NO. 513

## PUTNAM CANDY CO.

Wholesale Manufacturers of

### HIGH GRADE

## CONFECTIONERY,

### And A B. GUM GOODS,

## PUTNAM CANDY CO.

### CREAMS. CARAMELS. CHOCOLATES.



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Cotton Printed Bunting Flags.

Cotton (Yard Goods) Printed Bunting Flags.

FLAGS ON STICKS FROM NOS. 1 TO 12 AT LOW PRICES, AND PLAIN  
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IN 27 AND 36 INCH.

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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.

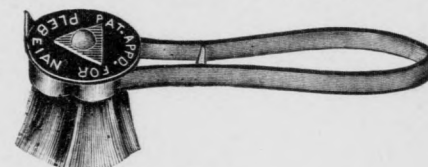
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Our goods are sold by all Michigan Jobbing Houses.



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How you can obtain a Pack of A. DOUGHERTY'S  
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### 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For Purity and Excellence FERMENTUM, the only reliable COMPRESSED YEAST is superseded by none.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

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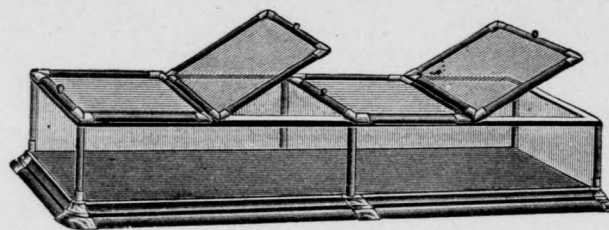
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Repairing and changing wheels a specialty.

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## LEMON & WHEELER COMPANY,

IMPORTERS AND

# Wholesale Grocers

Grand Rapids.





man who merely shrugged his shoulders and stalked away. I stepped quietly up to the portly individual, correctly surmising him to be the landlord of the house whose flaming sign-board proclaimed it to be the "Blue Bell."

"Can I be of any service to you sir?" said I, instinct dictating the words.

"Service? You! Well, you look like it," was the gruff reply.

"For all that I may be able to do you the very service you require," cried I, emboldened by my needs. "Pray tell me what is your trouble."

"If you must know," said the worthy landlord, "the young man yonder was my cook, and he has left me because I found a little fault with his seasoning. I have a houseful of boarders, and unless I can find a cook within an hour I am a ruined man."

I forbear to quote the delicate oaths and choice slang with which the speech was interlarded.

"Seek no farther. I am a cook," said I, with an audacity that surprised myself.

"Heaven bless you!" cried the landlord. "You are the last person I should have thought of taking for a cook."

"I am a French cook," said I, with desperate resolve.

Did I not speak the truth? French I certainly was by descent, and many a mess had I cooked on the plains.

"A French cook!" quoth he in tones of mingled wonder and respect.

"A French cook," I reiterated.

"And what wages do you want?"

Now those were the days of big wages and big prices, when one hundred dollars would not go much further than ten dollars in ordinary times and places, therefore you need not be surprised at my reply.

"Two hundred and fifty dollars a month," said I.

The landlord shook his head and looked grave.

"That is pretty steep," he replied. "It would be a great card for me to have a French cook, but I vow I could not stand such wages. Mine is a first-class boarding house, my customers are mighty particular, but I never paid my cook more than one hundred and fifty dollars a month in my life."

"And I never made a professional engagement for one cent less than two hundred and fifty," said I, which was true enough, as I had never cooked for pay at any price.

I knew well that everything depended upon keeping up my reputation, and so it took considerable bantering before I could be induced to accept the final offer of one hundred and seventy-five dollars a month.

Fancy me now installed in the kitchen, with sleeves rolled up and a big white apron on, preparing dinner for those renowned first-class boarders. Fortunately for me, I had been fond in my boyhood of haunting the kitchen of my beloved home. I had stood by my dear mother's side while she made her dainty puff-paste, her fine jellies, custards, puddings and cakes; I had made friends with the colored cook and trotted after her while she made bread, and cooked meat, vegetables and sundry attractive dishes. My keen observation and retentive memory now served me in good stead, and the boarders unanimously declared they had never tasted a better meal than the first dinner I placed before them.

As the days wore on I would occasionally produce some dish the like of which had never been heard of before, and which would cause some grumbling among the boarders. I generally managed to soothe and quiet them, however, by saying, with much show of dignity, that I deeply regretted their lack of appreciation of French dishes. The palate must be educated to them, I admitted, and in the course of time I hoped to educate the palates of all who enjoyed my cooking.

Thus, in spite of every blunder, I kept the good will of the boarders until one fatal Sunday morning, when there arrived a party of sailors. They seemed disposed to sniff at everything on the breakfast table, and at dinner time growled loudly because one dish for which they called was found wanting.

"What did you say was the name of the dish?" I asked the waiter.

"It was some outlandish name," said the waiter. "Gruff, or rough, or something of that sort."

"This is a civilized house," said I sternly. "We serve only French dishes here. I, for my part, should be unwilling to countenance anything of the rough or gruff order."

The waiter must have reported my sage remarks for loud guffaws soon reached me from the dining room, and from that moment my peace was at an end. Henceforth I was pursued with fault-finding and suggestions that were mortifying to my professional pride, and, indeed, my right hand must have forgotten its cunning, for never had I made so many pitiful failures as during the days that ensued.

One morning the landlord visited me in my cabinet of state.

"Cook," said he, and he scratched his head nervously as he spoke, "I am afraid you will never be able to educate those boarders of mine up to your French notions. There is a row at every meal, and unless we have some change soon I shall have an empty house."

"It is all the fault of those coarse sailors you have taken in," cried I, contemptuously. "They have completely undone my work."

"Why not pacify them a little?" urged the landlord. "Let them have their duff for once, and perhaps we may have peace."

At the word duff cold shivers ran over me. It was neither rough, then, nor gruff that the sailors wanted, but duff. What in the name of all that was miraculous could duff be? Determined not to be ruined by a word of four letters, I gathered up all my courage and cried:

"Duff! How can you ask a scientific French cook to prepare so vulgar a dish for a first-class boarding house?"

"I ask it because I must meet the demands of my customers, and these sailors are bound to have their duff. They say they must have it at least once a week, and no decent boarding house pretends to live without it. Now, cook, you may as well lay aside your prejudices, and give us a dish of duff for Sunday dinner."

There was a determination in the landlord's voice and manner I had never noticed before. I saw that resistance would be useless. It was very plain I must do or die; in other words I must make a dish of duff or lose the most lucrative employment I had found in California. Pride, as well as expediency,

## FAIR COMPETITION BUILDS UP TRADE.



It confines a seller to honest statement of the merits of his goods without untrue and damaging remarks concerning his competitors. It is a poor business man who attempts success by running down his neighbor's goods. The public will not long be deceived. The merit will come to the front. A large and successful business usually indicates that good

methods have been employed.

## The Gail Borden "EAGLE BRAND"

Condensed Milk occupies an enviable position. Why? Because it has gained it strictly upon its merits as pure, wholesome, unequaled and, therefore, reliable.

Your customers call for it.



## AMBOY CHEESE

Costs more to produce, is worth more and makes you more money than any other. Don't confound this old reliable brand that has steadily grown in favor for 25 years with the numberless so-called full creams that flood the market every season. There is no comparison

# OLNEY & JUDSON

## GROCER CO.

### SOLE AGENTS.



forbade a plea of ignorance. I put on a bold front.

"Very good," said I, "if the appetites of these sailors do not soar above duff the fault is not mine, and duff they shall have. Tell your boarders to expect a dish of duff for Sunday dinner, and even in duff I may hope to have some elevating influence on the coarse tastes of these debased sailors."

What a good soul that landlord was! I shall never forget him. He actually threw his arms about me in his gratitude and thanked me most humbly.

"Cook," cried he, and his eyes fairly glistened, "this is the second time you have saved me from ruin. Put these jolly sailors in a good humor with your duff, and mark my word your wages shall be two hundred dollars next month."

As he reached the door he paused, cleared his throat, scratched his head, and called back over his shoulder.

"But, cook, please do not make the dish too high-toned, that's a good fellow. Those sailors all have their revolvers and their knives, and it will be as much as your life is worth if the dish does not suit them."

This was Wednesday—Wodan's or Odin's day. "Help me, Allfather Odin; stand by me in my dire need or I am lost!" I ejaculated.

I hoped for some good spirit, some kind fairy, for the Norns themselves to help me, but no superior being came to my rescue. Stealthily I formed all my plans to take French leave in case of extremity, and I kept my brain sufficiently clear to remember to draw my month's wages on Saturday night.

Sunday morning dawned upon us bright and clear. The household was astir early. At the breakfast-table the sailors were in high glee. I alone was miserable. A face was thrust into the kitchen at 10 o'clock.

"Now, cook, do not forget that duff for dinner to-day. A good dish of honest old duff, boy, will soften the heart of every sailor in the house."

Thus exclaimed a rollicking voice, and no sooner were the words uttered than the merry face was withdrawn. Should I take immediate flight? Or should I trust to my mother-wit? Some evil genius whispered to me to pursue the latter course. I would invent a dish, call it duff, and if it failed to give satisfaction declare that such was the duff used in France.

I rolled out some dough, and with it covered the bottom of a six-quart tin pan, threw in a handful of garlic and some dried apples, peaches, baked beans, potatoes and fat pork, seasoned with a plentiful dash of mustard, a good sprinkle of pepper-sauce, and half a pint of claret sweetened with molasses, then covered the whole with a thin piece of dough, which I crinkled into the most fantastic and artistic shapes. Last of all I set the whole in the oven, and baked until it was crisp, and beautiful to behold.

Dinner was announced. The guests sat down to the table. The soup, meats, and vegetables were discussed, and gave unusual satisfaction.

Presently the waiter appeared in the kitchen like the grim messenger of fate.

"Now for the duff, cook," cried he.

"It is ready," I said, and my voice was tinged with the calm of desperation. "Here it is."

"Where?" asked the waiter innocently.

"Why, here in this pan," said I.

"This!" he exclaimed, grinning most diabolically, I thought, and fixing his eyes in derision on the baked dish.

"Why, cook, this will not satisfy them, I fear."

The rascal had evidently been wiser than I, and had learned what was meant by duff.

"I do not care what you fear," I exclaimed, choking down as best I could my rising terror. "Carry in the pan at once and place it at the head of the table. Do you not hear those unruly sailors stamping their feet with impatience? Carry in the pan, and if the sailors find any fault, tell them you have served them the choicest French duff."

Not knowing what might be the result of my bold ruse, I hastily cast aside my apron, donned my hat and coat—my money I had already secured in a belt about my waist—and stationing myself behind the open door, gazed through the crevice that I might watch the current of events. As the waiter set the pan before a brawny sailor, who with uplifted knife and fork was ready to dissect the coveted dish, I heard a unanimous cry of—

"Waiter, what under the sun is this?"

Perhaps a still warmer word than sun was used, but it does not matter.

"It is the duff, French duff, gentlemen, cook told me to say."

By this time the sailor had slashed his knife into the mixture, and there went up a universal howl of rage at sight and smell of the red, lava-like, garlic-scented mess that oozed forth.

Shall I ever forget the glaring eyes that surrounded that dreadful dinner table! Every sailor grasped his revolver or his bowie knife, and there was a general stampede for the kitchen door. What amusement the sailors found there I shall never know, for I was over the hills and far away before they were well under way in their search for me.

Had I known then, as I know now, that duff is nothing more nor less than a provincial English word for dough, and is used, especially by seamen, for a boiled or bag pudding made of stiff flour, I should have been spared years of misery. From the day of my flight until the present time I have succeeded in nothing I have undertaken. Those wretched sailors seem to be scattered all over California, and some one or other of them always turns up to defeat me whenever I launch into any new enterprise. After the money I had earned as French cook was exhausted, I was one day driving mules through the streets of Marysville when I heard a savage yell, and lo and behold! a Rose Bar sailor confronted me with—

"There he is! There is the cook that palmed off a vile baked mess on some of us poor fellows for duff. If I can once get my hands on him, I will hang him as high as the main-mast."

He seemed to be making a plunge at me, and, forsaking my mule, I disappeared.

Once I stood behind a counter in Sacramento City. I had good wages as a clerk, and was giving immense satisfaction to my employers. Suddenly a familiar voice smote upon my ear.

"Hello! Have you any French duff for sale?" I heard.

With a bound I had cleared the counter, and that refuge was closed to me. Years later I taught school in San

Francisco. I had survived many adventures, and now I was comparatively peaceful and happy, as well as beloved by my pupils. One day a rosy little chap, a great pet of mine, walked up to me, and looking eagerly into my face, asked:

"Teacher, what is French duff?"

I shuddered.

"Why do you ask, my little lad?" I finally managed to gasp.

"Because my father says there was once a cook that came near losing his life for making a dish of French duff. If the sailors he made it for ever catch him, they will hang him as sure as fate, father says."

I did not enter that school room again.

California had become a prosperous State, fortunes were being made all around me, but no sooner did I enter any of the numerous avenues of wealth than some sailor with his everlasting duff would remorselessly banish me from it.

I have worked my way down to Southern California, the garden of the earth, and am now teaching school in Santa Clara. Since entering this blessed haven of rest the word duff has not fallen on my ear, and I now cherish the sweet hope of being able to remain here in peace during my declining years.

And this is the story of a '49er.

AUBER FORESTIER.

Your Bank Account Solicited.

## Kent County Savings Bank,

GRAND RAPIDS, MICH.

JNO. A. COVODE, Pres.  
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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.

## A Photographic Trip Around the World.

Superb Photographs of Famous Scenes, Wonders of Architecture, Historic Buildings, Beautiful Scenery and Curious Sights in all parts of the world, with descriptive text. A magnificent book, printed on enameled paper, a wonder of the printer's art. Size, 8 x 10½. Try it as a premium for cash trade, costs only \$15.00 a dozen, with 500 cards and a punch free. Retail at \$5.00. Sample sent on approval.

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## FOURTH NATIONAL BANK

Grand Rapids, Mich.

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GEO. W. GAY, Vice-President.

WM. H. ANDERSON, Cashier.

JNO. A. SEYMOUR, Ass't Cashier.

Capital, \$300,000.

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C. Bertsch, A. J. Bowne, G. K. Johnson,  
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John Widdicombe, N. A. Fletcher.

## 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  
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Hay Fever,  
Headache,  
Neuralgia, Colds, Sore Throat.**

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

Prevents and cures  
**Sea Sickness**

On cars or boat.

The cool exhilarating sensation following its use is a luxury to travelers. Convenient to carry in the pocket; no liquid to drop or spill; lasts a year, and costs 50c at druggists. Registered mail 60c, from

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

Guaranteed satisfactory.

## 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.

## HEROLD-BERTSCH SHOE CO.

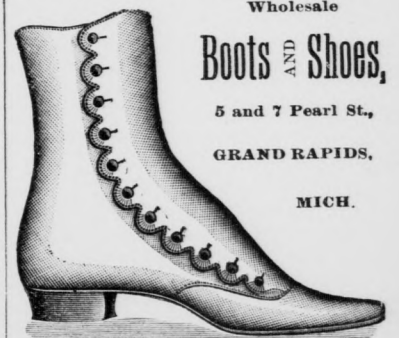
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Boots AND Shoes,

5 and 7 Pearl St.,

GRAND RAPIDS,

MICH.



Agents for Wales-Goodyear Rubber Co

Orders by mail given prompt attention.



## AMONG THE TRADE.

## AROUND THE STATE.

Detroit—J. Z. Hawkins has sold his drug stock to J. Pinkerton.

Saginaw—Green Bros. succeed F. Hubert & Co. in the fish business.

Anderson—A. G. Wilson succeeds H. H. Swarthout in general trade.

Saginaw—J. M. Weil, wholesale liquor dealer, is removing to Cincinnati.

Galesburg—W. Schroder, of the drug firm of Schroder & Carson, is dead.

Midland—A. S. Arbury succeeds Arbury Bros. in the grocery business.

Weston—The grocery stock of G. N. Negus is in the hands of his creditors.

Detroit—Marr & Taylor succeed James Lowrie & Sons in the dry goods business.

Otsego—Sherwood Bros. & Tubbs succeed H. D. Mills in the hardware business.

Bay City—T. Dichtelmiller is succeeded by Dichtelmiller & Mitchell in the meat business.

Jackson—The Michigan Heating Co. succeeds W. L. Seaton in the plumbing business.

Meade—Begrow & Lefurgey succeed Begrow Bros. in the grocery and cold storage business.

Owosso—The dry goods stock of E. S. (Mrs. G. H.) Warren has been sold under chattel mortgage.

Laingsburg—J. H. Webster & Co. have removed their dry goods stock from East Jordan to this place.

Britton—Haight & Calkins, hardware dealers, have dissolved, Jas. Haight continuing the business.

Detroit—J. S. Crook & Co., dealers in electrical supplies, is succeeded by J. S. Crook & Co., Limited.

Ayr—Gideon Noel has purchased the general stock of J. L. Reichert, who has removed to Petoskey.

Jonesville—Stephens & Dusenbury succeed E. A. Stephens & Co. as proprietors of the E. A. Stephens Pad Co.

Blissfield—Collins, Randall & Rouse, lumber and coal dealers, have dissolved, Moses F. Randall continuing the business.

Roscommon—Edward Kiely & Co., dry goods dealers and grocers, have dissolved, Edward Kiely continuing the business.

Hastings—F. W. Greble has sold his furniture stock to Hiram Rogers, of Carleton, who will continue the business under the management of Theo. Rogers.

Owosso—Some of the stockholders of the Owosso and Corunna Street Railway Company have become dissatisfied with the way the road is managed and have asked to have a receiver for the same appointed.

Augusta—Augusta is rising from the ashes. A new sidewalk has been built over the burnt district by the village. L. Crane's meat market is nearly ready for occupancy. John Fowler, H. Marvin and Wicks will rebuild at once. The post-office is now in a blacksmith shop, but will be moved into the Marvin Bank building.

Sparta—R. A. Hastings has sold an interest in his drug stock to Frank Holmes, who has long been identified with the business in the capacity of clerk. The new firm will be known as R. A. Hastings & Co. The change will enable the senior member to devote his entire attention to the Sparta Milling Co., of which he is manager.

West Bay City—When C. Castainer

opened his grocery store on July 11, he found his safe ruined and the contents missing. The place had been visited during the night by safe-crackers, who had performed a very successful piece of work without the neighborhood having any knowledge of what was going on. The crackers stole chisels from the railroad repair shops, with which they pried the safe door off. Old coats and blankets were then thrown about the safe and a charge of powder fired which blew open the money drawer. About \$60 in cash was secured.

## MANUFACTURING MATTERS.

Grayling—Salling, Hanson & Co. have removed the Henry Stevens & Co. sawmill from St. Helens to this place. They expect to start the mill by Sept. 1.

Rodney—Plato & Renwick have shut down their shingle mill for the last time, both partners having decided to quit the shingle business. They will run the sawmill one more season.

Sanford—H. J. Yates & Son are building a circular sawmill on the site of the one recently burned four miles south of this place. It will have a capacity of 25,000 feet a day, and will be running in three weeks. The firm has four years' work for the mill in this locality.

Owosso—E. M. Johnson, A. W. Johnson, Grant Tannahill and J. D. Foster have formed a copartnership for the purpose of equipping the old brewery building as a cracker factory. They expect to be able to begin operations by Sept. 1, with a capacity of 100 barrels per day.

Manistee—Salt is sharing the depression and is now lower than it has been for years, but still with the increased facilities for cheap manufacture our mills can turn out salt cheaper than can be done in any other part of the country. The output for last month was 167,000 barrels, of which the Peters concern contributed one-third.

Manistee—About 12,000,000 feet of timber well up on the headwaters of the Manistee has just changed hands for \$120,000, or about \$10 stumpage, which will make the logs cost about \$16 laid down at the mill here. Of course the quality is of the best. Another group of 20,000,000 was recently bought for \$150,000, and the purchaser is negotiating for another group of about the same size. All these are very significant indications that there is faith in the future of pine and that our mill men are picking up all that offers and are not afraid to pay a good price for it.

Manistee—A sale was made recently of about 500,000 feet of car decking and about the same amount of sills, at prices as good as obtained this spring for the same class of stock. Prices on piece stuff are held at \$10.25 for short and a dollar better for long, and sales have been made at that figure during the past week. For good common inch we are having some inquiry and for flat common there is also a call. Our choice inch as well as thick lumber has been pretty well picked up, although there may be considerable later on. Hemlock is being asked for more and more every day.

## Wrecks of the Canning Industry.

The *American Grocer* reproduces the letter from an Ontario fruit canner, published in *THE TRADESMAN* last week, commenting thereon as follows:

This is the old, old story. Harford county, Md., is dotted with wrecked canning factories. Scores of farmers have

become bankrupts and been forced to sell their estates and personal property, owing to losses in small canning houses. In the Western States small factories and many large ones have sunk money from the start. In California the profitable canning factory is the exception, not the rule. And yet the industry is spreading all over the country, being stimulated by offers of a donation of land by small towns desirous of encouraging new industries. Inexperienced men enter the field and throw unknown brands of staple articles on the market to compete with well-known and long established popular brands. Farmers become packers and profess to be satisfied if the result of their work shows that they have obtained more per acre from raising vegetables for canning than if they had raised wheat or corn. Canning is a science, and so is the art of cooking. Factories require trained men and large capital, and unless these are available it is folly to start new packing enterprises.

## The Grocery Market.

Sugar—All grades of refined have advanced 1-16c. Refiners are oversold on some grades and retailers will probably soon be annoyed at their inability to get orders filled entire.

Cheese—The Lenawee county manufacturers have advanced their prices 1/2c and evidences of a stiffening market appear in other quarters, giving ground for the belief that bottom has been touched for this season.

Oranges—The quality of the fruit is poor, but the demand is steady and the market consequently firm.

Lemons—Although the demand has been tremendous, on account of the hot weather, no advance in prices is recorded. A steady demand, fairly adequate supply and firm prices are the chief characteristics.

Bananas—Are steady, in fair demand, and prices are firm. The advent of the smaller fruits, berries, cherries, etc., has had some effect on the market, but, so far, has not depreciated prices.

## The Hardware Market.

As July is generally considered to be the dulllest month in the year, we have no reason to say this year that it is any exception. General trade is quiet and more so than usual, owing to trouble in the financial world. No one seems to be buying anything, except for actual needs, and all are trying to do as near a cash business as possible. This, we believe, is the proper course to pursue for a short time. The mills are nearly all closed down for the usual midsummer repairs or owing to the depressed condition of the market.

Wire nails are only a little firmer, owing to the scarcity caused by the mills all being closed, and they say they will not start up for a month. If stocks once get low, better prices may be looked for. Trade in barbed wire and cut nails has ceased.

The rope market is firm at 8 1/2c for sisal and 12 1/2c for manilla.

## The Wool Market.

Wool has been in more active demand for the past week, manufacturers buying more largely than heretofore, but, somehow, it is the manufacturers, and not the dealers, who make the prices. The market is dull and uninteresting, being without new features. Foreign wool has not been in demand to any appreciable extent, one cargo being shipped back to England, after being offered in open market here.

A novelty in the way of business lunch has been introduced by a Chicago man, who calls himself "The Chicago Caterer," and holds forth in the Masonic

Temple. He serves lunches delivered each morning at the offices or stores of his customers. The lunches are varied every day and are wrapped in paraffine paper and packed in a box with a Japanese napkin. Here is a sample lunch for Wednesday: Tongue sandwich, ham sandwich, pickle, angel's food, Washington cake, two lemon wafers, orange. The charge for a single lunch is 25 cents; by the week, six lunches, 90 cents. Milk, coffee, tea or chocolate is served in bottles at 5 cents each.

## FOR SALE, WANTED, ETC.

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

## BUSINESS CHANCES.

WANTED—Partner to consolidate stock of \$3,000 to \$10,000 with me in a No. 1 location. Large store, doing a heavy and strictly cash trade. The very best references given and expected. Address No. 750, care Michigan Tradesman. 750

SITUATION WANTED BY A REGISTERED pharmacist of three years' experience. References unquestionable. Address No. 751, care Michigan Tradesman. 751

FOR SALE—Drug stock in business town of 1,200 inhabitants in Eastern Michigan, tributary to large farming trade; lake and rail freights; only two drug stores in town; rent, \$200 per year; stock well inventoried \$2,500; sales \$20 a day. Reason for selling, owner wishes to retire from business. Address No. 752, care Michigan Tradesman. 752

WANTED—A GOOD OPENING FOR Clothing business in town from 1,500 to 3,000. Address, with particulars, A. B. Q., care Michigan Tradesman. 753

TO RENT—A FIRST-CLASS STORE in small town where clothing business has been successfully carried on. Advertiser wishes to sell the hats and gent's furnishing stock, but won't sacrifice very much, as opening is gilt edge. Reason for moving, going to a large town. Address Y. M. C. A., office of this paper. 754

WANTED—A MAN OF EXPERIENCE TO take charge of my canning factory. Address Edwin Pallas, Grand Rapids, Mich. 755

WANTED—A practical druggist, with some capital, to take charge of a first-class drug store. Address C. L. Brundage, opera house block, Muskegon, Mich. 756

WANTED—MERCHANT WITH ANY SMALL stock to take one side of drug store. Brick building, and best location in good business town. Rent, reasonable. Address lock box 211, Lake City, Mich. 757

FOR SALE—THE BEST PAYING GROCERY stock (doing the best business, has the best location, in the best town of its size) in the State; doing a business of \$3,000 to \$40,000 per year; shows a net profit of over \$3,000. Stock inventories about \$5,000 but could be reduced. Cash or A1 security only. Will not sell for less than 100 cents on the dollar. The chance of a lifetime. Owner engaged in manufacturing business and wants to devote whole time to it. Address No. 758, care Michigan Tradesman. 758

WANTED—AN HONEST, TEMPERATE, and experienced man in grocery and crockery store. In writing give experience and salary wanted, and state whether married or single. Also give reference from former employers. D. Gardiner, Luther, Mich. 759

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. 760

PAYING SHOE STORE FOR SALE—IN BEST town in Michigan of 5,000 inhabitants, location fine, clean stock, invoice \$6,500, sales \$17,000. Best of reasons for selling. Good bargain. Address Boots and Shoes, care Michigan Tradesman. 761

POSITION WANTED BY A REGISTERED Pharmacist with experience in both wholesale and retail houses. Good references furnished. Otis Jones, Burnips Corners, Mich. 762

BUSINESS HOUSE AND STOCK OF GROCERIES for sale on Union street. Will sell at a bargain. Address box 634, Traverse City, Mich. 763

FOR SALE—SECOND-HAND STORE ELEVATOR, cheap, or will exchange for horse, carriage or anything I can use. W. F. Taylor, Mt. Pleasant. 764

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. 765

FOR SALE—YOST TYPEWRITER, USED but a few months, and practically as good as new. Send for sample of writing. Tradesman Company, Grand Rapids. 766

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. 767

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. 768

FOR SALE OR RENT—STORE BUILDING at Sparta. Tip-top place for hardware. Address No. 726, care Michigan Tradesman. 769



## GRAND RAPIDS GOSSIP.

J. C. Shaw has removed his grocery stock from 54 Lyon street to 107 Canal street.

Wm. Karpowsky, grocer at 90 Crosby street, has sold his stock to Wm. Wenczkauskis.

Martin Dunnewind has removed his grocery stock from Irving Place to 384 Jefferson avenue.

James W. Lake, clothier and boot and shoe dealer at 691 Broadway, has removed his stock to 696 Broadway.

Mrs. Anna Maybee has opened a grocery store on Irving Place, occupying the store recently vacated by Martin Dunnewind. The Ball-Barnhart-Putman Co. furnished the stock.

The H. Timmer grocery stock, which was sold at chattel mortgage sale last Wednesday, was bid in by Fred H. Ball, as trustee for the Ball-Barnhart-Putman Co. and the Olney & Judson Grocer Co.

P. H. Kilmartin & Son have erected a two-story double store building on East Wealthy avenue, just west of Lake avenue, and have opened their general stock, which they removed from Orange, in the west store. They hope to rent the other store room for a meat market or drug store in the near future.

The annual salary of the sealer of weights and measures in this city is \$900. During the twelve months ending May 1, 1893, he turned over to the City Treasurer the sum of \$528. This appears to be a small sum for 300 days' work, considering that there are many places in the city which yield three or four dollars apiece for a few minutes' work, and THE TRADESMAN wishes that all dealers who have paid fees to the inspector during the year ending May 1 would bring their receipts to this office, with a view to verifying or disapproving the inspector's reports.

A. Merriman recently uttered a bill of sale on the grocery stock at the corner of Wealthy avenue and East street, the consideration being several village lots near Holland alleged to be worth \$750. The bill of sale was made to T. R. Van Wert, who will be remembered as formerly engaged in business at Alba. The transfer was immediately put on record, but Mrs. Merriman objected to the transaction and gave the Olney & Judson Grocer Co. a chattel mortgage on the stock for \$175, on the ground that the stock was hers and the bill of sale executed by her husband was fraudulent. The Olney & Judson Grocer Co. has foreclosed the mortgage and the officers are in possession of the stock.

The Gunn Hardware Co., which was organized as a corporation in 1885 to conduct the retail hardware business established about forty years ago by W. S. Gunn and to embark in the wholesale hardware business on South Ionia street, has decided to abandon the jobbing business, and will close out the stock as rapidly as possible between now and November 1, when the building now occupied by the wholesale department will be taken by the Reeder Bros. Shoe Co. Wm. S. Gunn, President of the corporation, states that the abandonment of the wholesale business is due to a determination on his part to lay down some of the burdens of life, as befits a man who has

reached the age of 69 years. The change will enable him to devote more time to the Gunn Folding Bed Co., of which he is the largest stockholder, and also enable him to give more attention to his real estate interests, which are varied and extensive. He is the sole owner of five business fronts on Monroe street, worth not less than \$250,000, against which there is not a penny of indebtedness. The same is true of the block occupied by the wholesale store on Ionia street, and his entire property interests will probably aggregate \$500,000, which is a monument to the shrewdness and far sightedness of the owner.

On Tuesday last, eleven peddlers were arraigned before Judge Haggerty, of the Police Court, on a charge of peddling without a license. In every case the complaint was made by a police officer. The evidence in each case was conclusive, proving not only the charge made against the defendants, but showing a tendency on the part of the peddlers to defy the authority of the city. Jas. E. McBride, attorney for the peddlers, contended that, as the first ordinance had been repealed and a new one enacted, his clients could not be convicted, because the schedule of fees should have been re-enacted at the same time, and, as they were not, there were no legal fees which they could be called upon to pay. Furthermore, he claimed that the ordinance was invalid, on the ground that it was contrary to law in that no ordinance should deal with subjects not embodied in the title. The title of this ordinance is, "An Ordinance Relative to the Licensing of Hawkers and Peddlers in the City of Grand Rapids." It prescribes the fees to be paid by each class of peddlers, and, in addition thereto, provides for the inspection of fruit, bread, cakes, etc., a subject not mentioned in the title. For these two reasons he asked for the discharge of the respondents. Assistant City Attorney Carroll contended that the ordinance passed May 11, of this year, had not been repealed and that there was not a word in the amended ordinance which called for the repeal of any portion of it; the ordinance was amended by the addition of two sections, imposing new duties on those entrusted with its enforcement; it was entirely unnecessary for the Council to re-enact the resolution fixing the fees to be charged under the ordinance, as the amending sections make no difference in the status of the peddlers before the law; the question of fees does not enter into the case at this point; the only question is, did these men engage in the business of peddling contrary to the provisions of the ordinance, that is, without taking out a license? According to the evidence and by their own admission, they did so engage, and, therefore, they are guilty as charged; if the court holds the fee to be exorbitant then, perhaps, the ordinance is invalid, but it must be so determined by the court. After some further talk between the opposing counsel, an agreement was reached as to the cases which should be appealed to the Superior Court in order to test the validity of the ordinance. Judge Haggerty gave his decision, which was to the effect that, according to the evidence, all the respondents were guilty as charged, but, as an appeal was to be taken, he would only pass sentence upon three of the respondents. These were fined various sums, and the rest were released under suspended sentence pend-

ing the result of the appeal. It is hoped to get the appealed cases before the Superior Court during this term. Otherwise it must go over until October.

## Gripsack Brigade.

Chas. S. Brooks and wife leave to-day for a ten days' visit to the World's Fair.

Harry Hartmyer, traveling representative for L. Prickett & Co., of Boston, was in town Monday.

Ad. Baker has returned from the World's Fair, coming via Traverse City. Mrs. Baker returned with him.

Sol. F. Downs is disconsolate nowadays, his wife having gone to Union City to spend the heated term with relatives. Her son accompanies her.

E. R. Wills, formerly traveling representative for Hawkins & Company, has taken a position with the Lemon & Wheeler Company, covering Central Michigan.

Hi Robertson writes from Waukesha that his health is considerably improved and that his physician gives him encouragement that a permanent cure can be effected by means of a thorough course of treatment.

Byron Davenport is spending his Sundays during the summer months on the farm of his father-in-law, in Mecosta county. The supposition is that his relative is building a stone dwelling house, as Byron regularly carries home a couple of rocks nowadays, concealing same in a telescope he lugs about for that purpose. It is evidently his desire to secure a collection embodying rocks from each county in his territory, and THE TRADESMAN trusts his customers will assist him in the matter in every way possible.

At the meeting of the Grand Rapids traveling men, held at Elk's Hall Saturday evening, George F. Owen, W. F. Blake and E. A. Stowe were appointed a Committee on Transportation to ascertain and promulgate the best route and the most favorable rate for those wishing to attend the World's Fair during Commercial Travelers' Week, which begins July 25. The Goodrich boats are so well patronized this season that it was found impossible to obtain any concession by that route, and the Committee therefore recommended the C. & W. M. route to St. Joseph, thence by Graham & Morton boat to Chicago, be selected. The regular round trip rate for this route is \$6.50, but by obtaining mileage books with the names of the family thereon, which are sold at the regular price, the eighty-five miles between Grand Rapids and St. Joseph can be covered for \$1.70, and the trip across the lake for \$1, making \$2.70 for the single trip or \$5.40 for the round trip. Before the end of the week, however, Assistant Passenger Agent Fuller is confident the rates to the World's Fair will go to pieces, owing to the fight in the Central Traffic Association, in which case the round trip tickets will, undoubtedly, be sold for \$3.90, the regular fare one way. A considerable number of traveling men will leave by the "White City Flyer" in the morning, spending the day at St. Joseph and Benton Harbor and leaving on the 4:30 boat, arriving in Chicago at 8:30 in the evening; others will leave on the 1:25 train, making connection with the same boat, while others will leave at 6:30 p. m., connecting with the night boat and arriving in Chicago Tuesday morning. The program for the week's

entertainment in Chicago is varied and interesting, and all who can possibly attend should do so.

## Purely Personal.

Mrs. John W. Dykstra, wife of the West Leonard street grocer, is severely ill with typhoid fever.

Heman G. Barlow and family spent the latter half of last week at the World's Fair, and are putting in this week at Ne-ah-ta-wanta.

E. J. Herrick has leased the Coleman cottage at Ottawa Beach for the remainder of the season and takes his family to that resort to-day.

T. H. Thurston, senior member of the firm of Thurston & Co., general dealers at Central Lake, was in town a couple of days last week. Mr. Thurston had not visited the Grand Rapids market before for ten years and was greatly surprised at the growth of the city and the increasing importance of the market.

Stanley E. Parkill, President of the Michigan State Pharmaceutical Association, sails from New York to-day for Europe, accompanied by D. B. Perry, of West Bay City. They will land at Glasgow, taking a trip through Scotland, then into England and thence will go to Switzerland, to remain several weeks. They will return home the last of September.

## Jackson Jottings.

JACKSON, July 17—Geo. Hadden has opened a grocery store in his building at the corner of Perrin and East Main streets. The stock was furnished by the Jackson Grocery Co.

P. R. Butterfield, for many years in the grocery business on Francis street, has purchased the grocery stock of Orson Leach, on Greenwood avenue, and will continue the business at that location. Mr. Leach will retire from trade on account of illness in his family.

Some people may not know that after you have scraped out a word that has been written in ink, if you will rub the place with the handle of your knife or any hard and smooth surface, until the glazing is renewed, you can write over the place without blotting.

"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.

## The Wife in Business.

From the Merchants' Review.

Although the bachelor merchant, perhaps, has an advantage in respect of his cheaper living expenses, yet the prospects of success of the married dealer should, on the average, be more promising, other things being equal, on account of the assistance which the wife can render her husband at critical periods, when accurate judgment is needed to steer a right course, and when two heads should be better than one.

A man's wife often knows more than he does about a great many things, and while he need not lower himself in her estimation by admitting her mental superiority, it is sometimes well for him to silently recognize her superior intelligence, and profit by it. If he is a wise man, he will not be too ready to come in to accord with the opinions of his wife, but will affect a great deal of wisdom of his own, even though he knows he has none. It never increases a wife's respect for her husband to know that he is her inferior in anything, and it certainly does not increase her respect or her affection to have him intimate by word or look that she does not know anything at all. The judgment of the average woman regarding the disbursement of money is often better than that of the average man, particularly when it comes to spending money for domestic purposes. It takes a shrewd tradesman to get over the average sensible woman, while the tradesman finds it easy to work off stale goods on the average man; and the most conceited man might as well acknowledge frankly that his wife can attend to most of the affairs of her own household better than he can attend to them for her. Women very often have the most acute perception regarding business affairs. If men would only "talk business" with their wives, instead of taking it for granted that women "don't understand anything about business," there would probably be fewer failures. Many a successful business man owes his success to the keenness of judgment of a partner whose name does not appear in the firm or over the shop window, and who is not supposed to have any connection with the business and that partner is his wife, in whom he is wise enough to confide.

## One Way to Circumvent the Swindler.

A good way to test a swindling scheme is to offer a non-negotiable note when the time comes for the note signing. Mark out the words "or order" or "or bearer" which always follow the blank line in which the name is written to whom the note is given. Make the note payable to him and to him alone. That saves you all your rights. If the note is given in view of a contract which the other party offers, just write on the note ahead of your signature these words, "the payment of this note is made conditional upon the performance of a certain contract for which it is given." Always remember that no matter what oral contract you have, it will have nothing to do with the payment of a note unless it appears on the face of the note.

You will never get an agent for any fake or swindling scheme whatever to take a note payable only to or referring on its face to the contract he makes. It is not always a sign that it is a swindle when a negotiable note is demanded, but in dealing with strangers you will win nine times where you will lose once by refusing to deal with strangers or traveling agents at all.

## The Value of Confidence.

From the Philadelphia Grocers' Review.

It is a good sign when a grocer enjoys the confidence of the community in which he does business, and it is a big addition to his capital stock. Many customers prefer paying a higher price to a grocer in whom they have confidence than to go elsewhere and obtain goods at a slightly lower price when they feel that they may be taken in. How often we hear the remark, "Well, Mr. So-and-So is a little higher in his prices than some other grocers, but then we can always depend upon what we get as being the best." Such a reputation is well worth working for and, when once obtained, is deserved.

## Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Geo. Washington	8
Argyle	6	Glen Mills	7
Atlanta A.A.	6	Gold Medal	7
Atlantic A.	6	Green Ticket	8
" H.	6	Great Falls	6
" P.	5	Hope	7
" D.	6	Just Out	4
" LL.	5	King Phillip	7
Amory	6	Lonsdale Cambric	10
Archery Bunting	4	Lonsdale	8
Beaver Dam A.A.	5	Middlesex	8
Blackstone O. 32	5	No Name	7
Black Crow	6	Oak View	6
Black Rock	6	Our Own	5
Boot, AL.	7	Pride of the West	12
Capital A.	5	Rosalind	7
Cavanat V.	5	Sunlight	4
Chapman cheese cl.	3	Utica Mills	4
Clifton C.R.	5	Nonpareil	10
Comet	6	Vinyard	8
Dwight Star	6	White Horse	6
Clifton C.C.	6	" Rock	8
HALF BLEACHED COTTONS.		CANTON FLANNEL.	
A B C	8	Unbleached	5
Amazon	8	Housewife A.	5
Amsburg	7	" B.	5
Art Cambric	10	" C.	5
Blackstone A.A.	7	" D.	6
Beats All	4	" E.	7
Boston	12	" F.	7
Cabot	7	" G.	7
Cabot	7	" H.	7
Charter Oak	5	" I.	8
Conway W.	7	" J.	8
Cleveland	6	" K.	9
Dwight Anchor	8	" L.	10
" shorts	8	" M.	10
Edwards	6	" N.	11
Empire	7	" O.	21
Farwell	7	" P.	14
Fruit of the Loom	8	CARPET WARP.	
Fitchville	7	Peerless, white	18
First Prize	7	colored	20
Fruit of the Loom	7	Integrity	18
Fairmount	4	colored	20
Full Value	6	DRESS GOODS.	
CANTON FLANNEL.		Hamilton	8
Unbleached	5	"	9
Housewife A.	5	"	10
" B.	5	G G Cashmere	20
" C.	5	"	16
" D.	6	"	18
" E.	7	CORSETS.	
" F.	7	Coraline	50
" G.	7	Schilling	50
" H.	7	Davis Walsta	9
" I.	8	Grand Rapids	4
" J.	8	CORSET JEANS.	
" K.	9	Armory	6
" L.	10	Androscoggin	7
" M.	10	Blidford	6
" N.	11	Brunswick	6
" O.	21	PRINTS.	
" P.	14	Allen turkey reds	6
CARPET WARP.		" robes	6
Peerless, white	18	" pink & purple	6
colored	20	" buffs	6
Integrity	18	" pink checks	6
colored	20	" staples	6
DRESS GOODS.		" shirtings	6
Hamilton	8	American fancy	5
"	9	American indigo	5
"	10	American shirtings	4
G G Cashmere	20	Argentine Greys	6
"	16	Anchor Shirtings	6
"	18	Arnold	6
CORSETS.		Arnold Merino	6
Coraline	50	" long cloth B.	10
Schilling	50	" C.	8
Davis Walsta	9	" century cloth	7
Grand Rapids	4	" gold seal	10
CORSET JEANS.		" green seal TR	10
Armory	6	" yellow seal	10
Androscoggin	7	" serge	11
Blidford	6	" Turkey red	10
Brunswick	6	Ballou solid black	8
PRINTS.		" colors	8
Allen turkey reds	6	Bengal blue, green,	6
" robes	6	red and orange	6
" pink & purple	6	Berlin solids	5
" buffs	6	" oil blue	6
" pink checks	6	" green	6
" staples	6	" Foulards	5
" shirtings	6	" red	9
American fancy	5	" 4	10
American indigo	5	" 3-4XXXX	12
American shirtings	4	Cochecho fancy	6
Argentine Greys	6	" madders	6
Anchor Shirtings	6	" XX twills	6
Arnold	6	" solids	5
Arnold Merino	6	TICKINGS.	
" long cloth B.	10	Amoskeag A.C.A.	12
" C.	8	Hamilton N.	7
" century cloth	7	" D.	8
" gold seal	10	" Awning	11
" green seal TR	10	Farmer	10
" yellow seal	10	First Prize	10
" serge	11	Lenox Mills	18
" Turkey red	10	COTTON DRILL.	
Ballou solid black	8	Atlanta, D.	6
" colors	8	Boot	6
Bengal blue, green,	6	Clifton, K.	7
red and orange	6	UNBLEACHED COTTONS.	
Berlin solids	5	Adriatic	7
" oil blue	6	Argyle	6
" green	6	Atlanta A.A.	6
" Foulards	5	Atlantic A.	6
" red	9	" H.	6
" 4	10	" P.	5
" 3-4XXXX	12	" D.	6
Cochecho fancy	6	" LL.	5
" madders	6	Amory	6
" XX twills	6	Archery Bunting	4
" solids	5	Beaver Dam A.A.	5
TICKINGS.		Blackstone O. 32	5
Amoskeag A.C.A.	12	Black Crow	6
Hamilton N.	7	Black Rock	6
" D.	8	Boot, AL.	7
" Awning	11	Capital A.	5
Farmer	10	Cavanat V.	5
First Prize	10	Chapman cheese cl.	3
Lenox Mills	18	Clifton C.R.	5
COTTON DRILL.		Comet	6
Atlanta, D.	6	Dwight Star	6
Boot	6	Clifton C.C.	6
Clifton, K.	7	BLEACHED COTTONS.	
UNBLEACHED COTTONS.		A B C	8
Adriatic	7	Amazon	8
Argyle	6	Amsburg	7
Atlanta A.A.	6	Art Cambric	10
Atlantic A.	6	Blackstone A.A.	7
" H.	6	Beats All	4
" P.	5	Boston	12
" D.	6	Cabot	7
" LL.	5	Cabot	7
Amory	6	Charter Oak	5
Archery Bunting	4	Conway W.	7
Beaver Dam A.A.	5	Cleveland	6
Blackstone O. 32	5	Dwight Anchor	8
Black Crow	6	" shorts	8
Black Rock	6	Edwards	6
Boot, AL.	7	Empire	7
Capital A.	5	Farwell	7
Cavanat V.	5	Fruit of the Loom	8
Chapman cheese cl.	3	Fitchville	7
Clifton C.R.	5	First Prize	7
Comet	6	Fruit of the Loom	7
Dwight Star	6	Fairmount	4
Clifton C.C.	6	Full Value	6
BLEACHED COTTONS.		HALF BLEACHED COTTONS.	
Geo. Washington	8	Cabot	7
Glen Mills	7	Farwell	8
Gold Medal	7	CANTON FLANNEL.	
Green Ticket	8	Unbleached	5
Great Falls	6	Housewife A.	5
Hope	7	" B.	5
Just Out	4	" C.	5
King Phillip	7	" D.	6
Lonsdale Cambric	10	" E.	7
Lonsdale	8	" F.	7
Middlesex	8	" G.	7
No Name	7	" H.	7
Oak View	6	" I.	8
Our Own	5	" J.	8
Pride of the West	12	" K.	9
Rosalind	7	" L.	10
Sunlight	4	" M.	10
Utica Mills	4	" N.	11
Nonpareil	10	" O.	21
Vinyard	8	" P.	14
White Horse	6	CARPET WARP.	
" Rock	8	Peerless, white	18
CANTON FLANNEL.		colored	20
Unbleached	5	Integrity	18
Housewife A.	5	colored	20
" B.	5	DRESS GOODS.	
" C.	5	Hamilton	8
" D.	6	"	9
" E.	7	"	10
" F.	7	G G Cashmere	20
" G.	7	"	16
" H.	7	"	18
" I.	8	CORSETS.	
" J.	8	Coraline	50
" K.	9	Schilling	50
" L.	10	Davis Walsta	9
" M.	10	Grand Rapids	4
" N.	11	CORSET JEANS.	
" O.	21	Armory	6
" P.	14	Androscoggin	7
CARPET WARP.		Blidford	6
Peerless, white	18	Brunswick	6
colored	20	PRINTS.	
Integrity	18	Allen turkey reds	6
colored	20	" robes	6
DRESS GOODS.		" pink & purple	6
Hamilton	8	" buffs	6
"	9	" pink checks	6
"	10	" staples	6
G G Cashmere	20	" shirtings	6
"	16	American fancy	5
"	18	American indigo	5
CORSETS.		American shirtings	4
Coraline	50	Argentine Greys	6
Schilling	50	Anchor Shirtings	6
Davis Walsta	9	Arnold	6
Grand Rapids	4	Arnold Merino	6
CORSET JEANS.		" long cloth B.	10
Armory	6	" C.	8
Androscoggin	7	" century cloth	7
Blidford	6	" gold seal	10
Brunswick	6	" green seal TR	10
PRINTS.		" yellow seal	10
Allen turkey reds	6	" serge	11
" robes	6	" Turkey red	10
" pink & purple	6	Ballou solid black	8
" buffs	6	" colors	8
" pink checks	6	Bengal blue, green,	6
" staples	6	red and orange	6
" shirtings	6	Berlin solids	5
American fancy	5	" oil blue	6
American indigo	5	" green	6
American shirtings	4	" Foulards	5
Argentine Greys	6	" red	9
Anchor Shirtings	6	" 4	10
Arnold	6	" 3-4XXXX	12
Arnold Merino	6	Cochecho fancy	6
" long cloth B.	10	" madders	6
" C.	8	" XX twills	6
" century cloth	7	" solids	5
" gold seal	10	TICKINGS.	
" green seal TR	10	Amoskeag A.C.A.	12
" yellow seal	10	Hamilton N.	7
" serge	11	" D.	8
" Turkey red	10	" Awning	11
Ballou solid black	8	Farmer	10
" colors	8	First Prize	10
Bengal blue, green,	6	Lenox Mills	18
red and orange	6	COTTON DRILL.	
Berlin solids	5	Atlanta, D.	6
" oil blue	6	Boot	6
" green	6	Clifton, K.	7
" Foulards	5	UNBLEACHED COTTONS.	
" red	9	Adriatic	7
" 4	10	Argyle	6
" 3-4XXXX	12	Atlanta A.A.	6
Cochecho fancy	6	Atlantic A.	6
" madders	6	" H.	6
" XX twills	6	" P.	5
" solids	5	" D.	6
TICKINGS.		" LL.	5
Amoskeag A.C.A.	12	Amory	6
Hamilton N.	7	Archery Bunting	4
" D.	8	Beaver Dam A.A.	5
" Awning	11	Blackstone O. 32	5
Farmer	10	Black Crow	6
First Prize	10	Black Rock	6
Lenox Mills	18	Boot, AL.	7
COTTON DRILL.		Capital A.	5
Atlanta, D.	6	Cavanat V.	5
Boot	6	Chapman cheese cl.	3
Clifton, K.	7	Clifton C.R.	5
UNBLEACHED COTTONS.		Comet	6
Adriatic	7	Dwight Star	6
Argyle	6	Clifton C.C.	6
Atlanta A.A.	6	BLEACHED COTTONS.	
Atlantic A.	6	Geo. Washington	8
" H.	6	Glen Mills	7
" P.	5	Gold Medal	7
" D.	6	Green Ticket	8
" LL.	5	Great Falls	6
Amory	6	Hope	7
Archery Bunting	4	Just Out	4
Beaver Dam A.A.	5	King Phillip	7
Blackstone O. 32	5	Lonsdale Cambric	10
Black Crow	6	Lonsdale	8
Black Rock	6	Middlesex	8
Boot, AL.	7	No Name	7
Capital A.	5	Oak View	6
Cavanat V.	5	Our Own	5
Chapman cheese cl.	3	Pride of the West	12
Clifton C.R.	5	Rosalind	7
Comet	6	Sunlight	4
Dwight Star	6	Utica Mills	4
Clifton C.C.	6	Nonpareil	10
BLEACHED COTTONS.		Vinyard	8
Geo. Washington	8	White Horse	6
Glen Mills	7	" Rock	8
Gold Medal	7	CANTON FLANNEL.	
Green Ticket	8	Unbleached	5
Great Falls	6	Housewife A.	5
Hope	7	" B.	5
Just Out	4	" C.	5
King Phillip	7	" D.	6
Lonsdale Cambric	10	" E.	7
Lonsdale	8	" F.	7
Middlesex	8	" G.	7
No Name	7	" H.	7
Oak View	6	" I.	8
Our Own	5	" J.	8
Pride of the West	12	" K.	9
Rosalind	7	" L.	10
Sunlight	4	" M.	10
Utica Mills	4	" N.	11
Nonpareil	10	" O.	21
Vinyard	8	" P.	14



The silver question is now to the front. The Bimetallic League has called a convention of the silverites, to be held at Chicago, commencing on the 1st of August and to continue in session indefinitely, as may be considered necessary. The avowed object of the convention is to maintain silver as money for all purposes, and to prevent the establishment of a single gold standard of values. A pamphlet circulated along with the printed call which has been sent out demands free and unlimited coinage for silver as well as for gold.

The act of Congress of 1878 authorized the coining of silver dollars, and required the United States to buy and coin not less than \$2,000,000 of silver a month. The act of July 14, 1890, required the Government to purchase not less than 4,500,000 ounces of silver each month, and to give in exchange for it Treasury notes. This silver was not to be coined, but to be stored. It does not require much examination of this sort of legislation to see that its chief object was to secure a certain and constant market for all the silver produced by the American miners. What was needed was to enable the silver producers to dispose of their commodity. If they had been in earnest in desiring to put silver in circulation as money they would have demanded free coinage outright. But they did not want silver money. What they were seeking and what they got was a ready market for their product. Once out of their hands, they had no interest in silver as a circulating medium.

The working of the silver legislation is seen in the fact that although \$416,412,835 in silver dollars has been minted, there was in the Treasury on the 30th of June, just passed, of these same silver dollars, the enormous sum of \$362,302,707, showing that there is in circulation of them only \$54,109,128. In addition to the silver dollars in the Treasury, which the Government cannot pay out, because none of its creditors will accept them, there is in bar silver 118,173,820 ounces, worth, at the Government price of 70 cents an ounce, \$82,721,674, but capable of being coined into near \$270,000,000, which nobody will accept in payment of dues from the Government. Thus it is seen that the silver miners have succeeded in loading the vaults of the Government with more than \$600,000,000 worth of silver withdrawn from circulation because nobody wants silver money, notwithstanding the loud professions of devotion to the white metal.

been granted to silver when the "daddy" dollars were authorized, in 1878, the situation to-day would be something very different. Free coinage of silver means that any owner of silver will have the right to take his bullion to the mint, and, on the payment of the regular charges or seigniorage, have his metal made into dollars. But he has no choice of the money he will receive from the mint. If silver be coined, he will get his returns in silver dollars. If gold be coined, he will get back gold. Then, if there had been free coinage of private silver, instead of selling it to the Government, some 600,000,000 of silver dollars would now be in private circulation instead of in the vaults of the Treasury, and a corresponding amount of paper money would never have been issued.

Does anyone who has given the matter consideration think that under such a condition the country would be worse off than it is? We think not, and by this time the people would have had an opportunity to test the meaning of the silver problem in all its phases and might be ready to demand a change, but now, not understanding it, they are readily deceived by the special pleading of the silverites and are ready to go to heaven knows what extravagant and ruinous lengths. Free coinage upon top of \$600,000,000 of Government silver already in the Treasury would drive out of the country, or into hiding, the last ounce of gold remaining, and, while placing gold at an extraordinary premium, bankrupt every individual and corporation in the Union, that has contracted to pay in gold. It must not be forgotten that every railway, every trust company and many other corporations, and a vast number of individuals, that have in the past twenty-five years borrowed money, in many cases abroad, have bound themselves to pay in gold. Under such circumstances they could not get gold, and widespread ruin would be the result. The silver flood threatens a deluge vastly more destructive than has ever been experienced in this country from river or sea.

How to utilize silver in parity with gold, and save the country from what seems an impending calamity, is a grand problem.

When folding circulars, or anything which you are particular to have straight, it is well to sit at a table which is close to the wall, and then you can put one end of the circular against the wall and bring the other end over and fold it. This plan will save a great deal of time, and make a neat looking circular.

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

Wrought Loose Pin	60	10
Wrought Table	60	10
Wrought Inside Blind	60	10
Wrought Brass	75	
Blind, Clark's	70	10
Blind, Parker's	70	10
Blind, Shepard's	70	
BLOCKS.		
Ordinary Tackle, 11st April 1892	60	10
CRADLES.		
Grain	dis.	50 & 62
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		58
Central Fire	dis.	25
CHISELS.		
Socket Firmer		70 & 16
Socket Framing		70 & 16
Socket Corner		70 & 10
Socket Slicks		70 & 10
Butchers' Tanged Firmer		40
COMBS.		
Curry, Lawrence's	dis.	40
Hotchkiss		25
CHALK.		
White Crayons, per gross	120 12 1/2	dis. 10
COPPER.		
Planned, 14 oz cut to size	per pound	25
" 14x52, 14x56, 14x60		20
Cold Rolled, 14x56 and 14x60		25
Cold Rolled, 14x48		25
Bottoms		25
DRILLS.		
Morse's Bit Stocks		50
Taper and straight Shank		50
Morse's Taper Shank		50
DRIPPING PANS.		
Small sizes, ser pound		07
Large sizes, per pound		64
ELBOWS.		
Com. 4 piece, 6 in.	dos. net	70
Corrugated	dis.	40
Adjustable	dis.	40 & 10
EXPANSIVE BITS.		
Clark's, small, \$18; large, \$26		30
Ives', 1, \$18; 2, \$24; 3, \$30		25
FILES—New List.		
Disston's	dis.	60 & 10
New American		60 & 10
Nicholson's		60 & 10
Heller's		5
Heller's Horse Rasps		5
GALVANIZED IRON.		
Nos. 16 to 20; 22 and 24; 25 and 26; 27		2
List 12 13 14 15 16 1		
Discount, 60		
GAUGES.		
Stanley Rule and Level Co.'s	dis.	5
KNOBS—New List.		
Door, mineral, jap. trimmings	dis.	5
Door, porcelain, jap. trimmings		5
Door, porcelain, plated trimmings		5
Door, porcelain, trimmings		5
Drawer and Shutter, porcelain		7
LOCKS—DOOR.		
Russell & Irwin Mfg. Co.'s new list	dis.	5
Mallory, Wheeler & Co.'s		5
Branford's		5
Norwalk's		5
MATTOCKS.		
Adse Eye	\$16.00, dis.	6
Hunt Eye	\$15.00, dis.	6
Hunt's	\$18.50, dis. 20 & 10	
MAULS.		
Sperry & Co.'s, Post, handled	dis.	5
MILLS.		
Coffee, Parkers Co.'s		4
" P. S. & W. Mfg. Co.'s Malleables		4
" Landers, Ferry & Clark's		4
" Enterprise		4
MOLASSES WHEELS.		
Stebbin's Pattern	dis.	60 & 10
Stebbin's Genuine		60 & 10
Enterprise, self-measuring		60 & 10
NAILS.		
Advance over base, on both Steel and Wire		15
Steel nails, base		1
Wire nails, base	1 75 & 1 8	
60	Base	Bas
50		1
40		2
30		3
20		4
16		4
12		4
10		4
8		6
7 & 6		7
4		1
3		1
2		1
Fine 8		1
Case 10		0
" 8		0
Finish 10		0
" 8		0
" 6		1
Clinch 19		0
" 8		0
" 6		0
Barrell %		1
PLANES.		
Ohio Tool Co.'s, fancy	dis.	2
Sciots Bench		2
Sandsky Tool Co.'s, fancy		2
Bench, first quality		2
Stanley Rule and Level Co.'s wood		50 & 10
PANS.		
Fry, Acme	dis.	60
Common, polished	dis.	10
RIVETS.		
Iron and Tinned		50
Copper Rivets and Burs		50
PATENT PLANISHED IRON.		
"A" Wood's pat. planished, Nos. 24 to 27	10	
"B" Wood's pat. planished, Nos. 25 to 27	10	
Broken packs %c per pound extra		9

HAMMERS.	
Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel Hand.....	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. ¼ 14 and longer.....	3 ¼
Screw Hook and Eye, ¼.....	net 10
" " " ½.....	net 8 ¼
" " " ¾.....	net 7 ¼
" " " 1.....	net 7 ¼
Strap and T.....	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti-friction.....	60&10
Kidder, wood track.....	40
HOLLOWWARE.	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 38 ¼&10
WIRE GOODS.	
Bight.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s.....	dis. 70
ROPES.	
Sisal, ¼ inch and larger.....	9
Manilla.....	13
SQUARES.	
Steel and Iron.....	75
Try and Bevels.....	60
Mitre.....	30
SHEET IRON.	
Com. Smooth. Com.	
Nos. 10 to 14.....	\$4 05 \$2 95
Nos. 15 to 17.....	4 05 3 05
Nos. 18 to 21.....	4 05 3 05
Nos. 22 to 24.....	4 05 3 15
Nos. 25 to 26.....	4 25 3 25
No. 27.....	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86.....	dis. 50
SASH CORD.	
Silver Lake, White A.....	list 50
" " Drab A.....	50
" " White B.....	50
" " Drab B.....	55
" " White C.....	35
Discount, 10.	
SASH WEIGHTS.	
Solid Eyes.....	per ton 25
SAWS.	
" Hand.....	20
" Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dia. X Cuts, per foot.....	50
" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.	
Steel, Game.....	dis. 60&10
Oneida Community, Newhouse's.....	35
Oneida Community, Hawley & Norton's.....	70
Mouse, choker.....	15c per doz
Mouse, delusion.....	\$1.50 per doz
WIRE.	
Bright Market.....	dis. 65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 ½
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 80
" painted.....	2 40
HORSE NAILS.	
An Sable.....	dis. 40&10
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickelled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Bird Cages.....	dis. 50
Pumps, Claster.....	75&10
Screws, New List.....	70&10
Casters, Bed a D Plate.....	50&10&10
Dampers, American.....	75&10
Forks, hoes, rakes and all steel goods.....	85&10
METALS.	
PIG TIN.	
Pig Large.....	28c
Pig Bars.....	28c
ZINC.	
Duty: Sheet, 24c per pound.	
600 pound casks.....	6 ½
Per pound.....	7
SOLDER.	
Extra.....	16
Extra Wiping.....	15
The prices of the above other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson.....	per pound
Hallett's.....	13
TIN-MELTN GRADE.	
10x14 IC, Charcoal.....	\$ 7
14x20 IC, ".....	9
10x14 IX, ".....	9 25
14x20 IX, ".....	9 25
Each additional X on this grade, \$1.75.	
TIN-ALLAWAY GRADE.	
10x14 IC, Charcoal.....	\$ 6 75
14x20 IC, ".....	6 75
10x14 IX, ".....	8 25
14x20 IX, ".....	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester.....	6 50
14x20 IX, " ".....	8 50
20x28 IC, " ".....	12 50
14x20 IC, " Allaway Grade.....	6 00
14x20 IX, " ".....	7 50
20x28 IC, " ".....	12 50
20x28 IX, " ".....	15 50
BOILER SIZE TIN PLATE.	
14x28 IX.....	\$14 00
14x21 IX.....	15 00
14x54 IX, for No. 8 Boilers, ½ per pound.....	10 00
14x60 IX, " ".....	10 00



## Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

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Published at

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E. A. STOWE, Editor.

WEDNESDAY, JULY 19, 1893.

## VICTORY IN THE LOWER COURT.

"I can drive a coach and four through any law ever put upon the statute book by the (British) House of Commons." So said Daniel O'Connell many years ago. If he were alive now and in this country, it is hard to imagine what he would think of the laws, especially the ordinances passed by some of our city governments. The Common Council of the city of Grand Rapids has been very prolific of laws and ordinances which would not "stick," but are broken upon the first test. A case in point is the ordinance relative to the licensing of hawkers and peddlers, which, while not exactly "knocked out," was yet withdrawn from operation for fear it would be.

Two sections were added and passed by the Council, and the police were again entrusted with the work of its enforcement. The original ordinance was passed and went into effect early in May, and all these weeks a third-rate attorney has been able to render nugatory the excellent work done by the police force, and to baffle Assistant City Attorney Carroll, who is admittedly a lawyer of ability, in his efforts to bring the violators of the ordinance to justice. However, an important victory was gained last week when a number of peddlers were convicted in the Police Court of peddling without a license. Three were fined varying sums, and the remainder were released under suspended sentence upon furnishing bonds. The three cases which were finished in the Police Court were appealed and will be carried to the Superior Court and the validity of the ordinance determined. In the meantime the police force will go on arresting offenders, and the ordinance will be in active operation until the decision is rendered by the Superior Court. Several of those who, under Attorney McBride's leadership, have been "fighting the ordinance," as they called it, have grown tired of paying lawyer's fees for nothing and have taken out licenses. It is safe to say, had it not been for McBride's advice, opposition to the ordinance would have died out long ago, and licenses taken out. This one man has done everything in his power to involve the city in needless litigation, besides putting his "clients" to useless expense, which, in many in-

stances at least, will exceed the amount of the license fee.

The passage of the ordinance and its proper enforcement was an act of simple justice to the legitimate grocery trade of the city. The men who have large interests in the city, who are taxed, and taxed heavily for the support of the city government, believe the imposition of the fees for peddling under the ordinance would be some slight protection against a class of men who have no interest whatever in the city, who pay no taxes, and who, as a rule, are opposed to all government. The retail grocers of the city are not beggars and they do not go to the Mayor or Council whining about their poverty and their inability to pay their taxes. They demanded the passage of the ordinance as a matter of justice, as they now demand its proper enforcement. If, as has been said, it is a matter of politics, the grocers and their friends want to know it. Then, when the proper time comes, they will be in a position to do what is necessary to be done, and to do it effectively. "A word to the wise is sufficient."

## TAXING CLASSES FOR MASSES.

It is generally conceded that when a law is passed in the interest of any particular section of the community, the cost of its administration should fall upon those who receive the benefit from it; but that if the whole community is equally benefited, then the cost of its administration should fall upon all alike. In the case of the "Inspection of Weights and Measures" ordinance, we have a law passed in the interest of the whole city, with the cost of administration levied upon a comparatively small portion of the community. This is not in accordance with even the common idea of justice. The law is, undoubtedly, a good one, and one which, if properly and impartially enforced, is of great benefit to the public generally, but that the users of weights and measures should pay the salary of the official sealer is a palpable injustice. It may be true that the fees collected, or at least returned to the City Treasurer, do not always pay his salary, but the fact remains that the fees are imposed to defray the expenses of the office, the purpose being to make it self-sustaining; and if the work is done as it ought to be, and fees collected for the work done, not only would the sealer's salary be paid, but the city would receive a handsome profit.

If the city is ever to have efficient, honest inspection of weights and measures, with the cordial co-operation of all concerned, then the payment of fees must be abolished, and the entire expense of the work met by a tax upon the whole city. Why an honest dealer should be fined, for it virtually amounts to that, for using honest scales and measures, while the dealer who is dishonest is treated no worse, is beyond the comprehension of the average mind. No honest dealer will object to having his scales and measures inspected and tested; but he does object, and very reasonably, to paying all the cost of inspection.

There is another reason why the fees in connection with this office should be abolished. It may be true that the sealer pays over all the money collected to the City Treasurer; but the city has nothing for it but the sealer's bare word. He is, perhaps, an honest man, and nothing said here is to be taken as implying that

he is not. Still, the fact that he collects the fees, and that it is utterly impossible to tell how much money he actually does collect, is sufficient to raise a suspicion of dishonesty in the minds of a good many people. It shows loose business methods on the part of the city, to have in its employ a man who is constantly collecting money, upon whom the city has no check and who cannot possibly be called to account. The fact that the sealer keeps a record of all fees collected means nothing. How can the city be sure that all fees collected are recorded? The only way to be certain that everything is all right is to abolish the fees altogether. That a new inspection ordinance is a necessity is almost self-evident; but no ordinance is wanted such as the one now engaging the attention of the courts relative to peddling. What is wanted is an ordinance which will provide for the inspection of scales and measures by a competent official, the burden of which will be shared equally by all.

## PLANS FOR CURRENCY REFORM.

It is quite evident that the repeal of the Sherman law and the abandonment of the policy of maintaining silver on a parity with gold would involve a complete change in our currency system. This has, naturally, become apparent to everybody, and, as a consequence, the Treasury Department is said to be deluged with suggestions as to the best methods of reconstructing our currency.

It is announced from Washington that one of the plans proposed is the issue of a uniform currency or Treasury note for the purpose of redeeming all the outstanding sorts of money guaranteed by the Government. This scheme would make the Treasury a great National bank for the issue of notes, to the exclusion of the National and other banks of the country.

We are not prepared to condemn the plan proposed, or any other plan for that matter, but it seems to us that the suggestion of schemes for currency reform in advance of the repeal of the Sherman law, which must necessarily antedate all such improvements, is entirely premature and calculated to do harm by distracting public attention from the main issue, which is the stoppage of the compulsory purchase of silver.

The repeal of the Sherman law promises to be a sufficiently serious task, hence it would be better to devote all energy to the creation of a strong popular sentiment against that dangerous law, rather than to discussing possible schemes for currency reform which would be entirely worthless should the movement for the repeal of the Sherman act prove a failure.

The proposition advanced by the New York Chamber of Commerce, a few days ago, on this subject of currency reconstruction, appears to us to be the wisest recommendation that has yet been made. The New York institution recommends that, after the repeal of the Sherman law by the special session, a select commission be appointed to carefully study the currency systems of other countries and to prepare a plan to be submitted to the regular session of Congress which meets in December.

This suggestion has the merit of relieving Congress of the immediate consideration of currency reform in connection with the repeal of the Sherman law,

and promises to have prepared against the regular session in December a well-considered scheme for the remodeling of our circulating medium which would be calculated to meet the approval of all classes as well as guard against mistakes similar to those made in the past, through a too hasty adoption of proposals submitted to Congress by individual members of that body. The selection of a commission would also prevent the introduction of a confusing mass of bills that would only serve to embarrass the Coinage Committee and delay needed reforms.

## DESTINY OF THE BRITISH COLONIES.

The senseless report circulated in San Francisco, a few days ago, to the effect that Australia had declared her independence of the mother country, serves, in a measure, to call to mind the speculations that have been indulged in from time to time as to the future of the English colonies scattered over the world. That they will maintain their allegiance to the British crown as long as that connection does not prove excessively inconvenient there is little doubt, but the question arises: Will they persist in remaining colonies even in the face of coercion by the home government where the interests of the colonies are interfered with, or would Great Britain seek to prevent her colonies from declaring their independence by force of arms?

That these possibilities have already engaged the attention of British statesmen is evidenced by the efforts which have been made from time to time, in recent years, to inaugurate a movement of Imperial federation which would give the colonies a voice in all imperial affairs and an interest in the general defense. As the distant colonies have become more populous and prosperous, their capacity for self-government has increased, and there is unquestionably a danger that some of them may eventually desire that even the light tie which still holds them to the British crown may be severed. Undoubtedly an effort will be made, sooner or later, to so cement the relations between the colonies and the mother country that the danger of future separation will be minimized.

As far as the revolution in Australia, which was reported, is concerned, it is likely that the matter was a canard; but it is true that attempts have been made frequently, in recent years, to unite the several colonies in that part of the world into a federation or dominion, similar to that of Canada. It may be that the revival of some such movement led to the reported revolution.

Lying is much more expensive than truth telling. The money a business man pays out for legal services is much greater than that he gives to the preacher.

## A Use for Gum Chewing.

It is now reported that at least one good, practical use has been found for the disgusting and hitherto useless practice of chewing gum. It is said that it will infallibly stop the nose-bleed. How it operates is not explained, but it is said to be a fact that if, while the nose is bleeding, the jaws are worked vigorously the bleeding will stop in a very few minutes. It is recommended for persons subject to bleeding at the nose that they have a piece of gum convenient, not necessarily in the mouth, preferably in the pocket, and when the feeling of fullness in the head, which usually precedes an attack, comes on, the danger can be averted in a few minutes by a vigorous mastication of the gum.



## THE BRIGHTENING OUTLOOK.

Whatever may be the reason for it, the feeling of the business world has become much more cheerful than it was. The first of July has passed by without any of the runs upon savings banks which were feared, and without producing any conspicuous default, except that upon the Reading Consolidated Mortgage interest, which was expected, and therefore created no sensation; money, though not yet abundant and cheap, is easier to borrow upon good collaterals; the New York banks have nearly stopped taking out Clearing House certificates, and have begun to retire some of those already issued; not only do the exports of gold remain suspended, but small imports of it have been made, and the fall in the price of silver, which followed the closing of the Indian mints to the free coinage of the metal, no longer inspires alarm, but rather the contrary. These things are not of themselves efficient causes of returning prosperity, but they are signs of it, and tend to work their own fulfillment.

In the face of the fact that business affairs have thus improved spontaneously, as it were, without any help from the Federal Government and weeks before Congress will meet under the President's call and be able to legislate, it is remarkable that the New York Chamber of Commerce, which is supposed to embody the quintessence of the mercantile financial wisdom of that city, should have committed itself to the declaration that the silver purchasing clause of the Sherman act is alone responsible for our present troubles, and that the repeal of that clause is the one essential to the prompt restoration of national prosperity. It is, indeed, true that the operation of this clause has been to pour into our already abundant currency many additional millions of dollars of legal tender notes redeemable in gold, and it has thus facilitated the export of gold to supply the Austrian demand for the metal. Indirectly, therefore, the clause has contributed to the alarm which prevails, and the consequence of which has been the paralysis of business which the Chamber of Commerce deplors, but it is not true that it has been alone in producing this result, nor that the mere repeal of it will restore prosperity. These purchases of silver had been going on for several months when the Baring collapse of 1890 imperiled credit in London and made as great trouble here. They steadily continued while we went through that crisis, and we endured them for two years and more without suffering. Then, about the middle of last February, Secretary Foster took it into his head to try and coerce the New York banks into supplying him with gold by the threat of stopping gold payments if his demand was not complied with, and that was the real beginning of the present stringency. President Harrison promptly put his foot on his silly Secretary's schemes, but the mischief had been done. The country banks, on hearing of the Secretary's alarming declarations, concluded that a panic was imminent and began to draw currency from their New York correspondents; which, in turn, had to contract their loans, and thus to make borrowers uneasy. Then came the bankruptcy of the Reading Railroad Company early in March, the order by Secretary Carlisle to suspend gold payments on Treasury notes, which would have been carried in-

to effect but for the remonstrances of Treasurer Jordan, the continued outcry for the sale of bonds to maintain the arbitrary \$100,000,000 Treasury gold reserve, and, finally, the collapse, early in May, of the National Cordage Company, followed by numerous bank and manufacturing corporation failures in different parts of the country, which revealed financial unsoundness in so many unsuspected quarters that distrust of all but the strongest debtors became universal.

All this time the Sherman act has been kept steadily at work grinding out paper money at the rate of between \$3,000,000 and \$4,000,000 per month, and the mill cannot be stopped for two months to come, at least, and perhaps more. Yet, as we see, gold shipments have ceased, and a little of the metal is coming this way again; Europe is buying rather than selling our securities, and now that all the concerns which ought to fail have acknowledged the fact, those which remain solvent are beginning to enjoy the credit they deserve. The purchases of silver with Treasury notes, under the Sherman act, ought undoubtedly to be stopped, but so far from their being the sole cause of the prevailing monetary stringency, they have mitigated it, and their cessation will, for a time, hinder rather than promote the return of financial ease.

The Chamber of Commerce, after thus exaggerating the mischief produced by the purchases of silver under the Sherman act, proceeded to express its desire for the appointment of a commission by Congress to prepare a comprehensive plan for that will-o'-the-wisp of financiers, a safe and "elastic" currency. One would think that their experience with the law they had just denounced, with its "elastic" currency expanding at the rate of \$3,500,000 per month, and finally driving gold out of the country by the shipload, would have contented them, but it seems that it has not. As people cling to the possibility of perpetual motion, of squaring the circle, and of the transmutation of base metals into gold, so our business men cling to the idea that it is possible to have a currency which shall contract automatically as well as expand, notwithstanding the teachings of experience that currency once brought into existence stays in existence, and is never withdrawn from circulation until its withdrawal is made compulsory. This is one of the objections to the repeal of the prohibitory tax on State bank notes. Take off that tax and the country will be flooded with all sorts of paper money, which, whether "safe" or unsafe, will, besides doing other mischief, inflate prices and lead to excessive speculation, to be followed in due time by a revulsion far worse than that from which we are now suffering. A currency to be really useful must be inelastic. Only on this condition will it check the excessive expansion of credit, which by its own inherent nature is elastic, and keep enterprise within due bounds.

The promulgation of these errors by so respectable and representative a body as the New York Chamber of Commerce is the more to be regretted at this juncture because it tends to overcloud the brightening prospects of affairs and to prolong the continuance of doubt and distrust. Everybody knows, or ought to know, that the coming contest in Congress over the Sherman act will avail nothing in es-

THIRTY-SIX YEARS established business bespeaks itself the perfectness and solidity of the eminent firm of

## MICHAEL KOLB & SON, WHOLESALE CLOTHING MANUFACTURERS, ROCHESTER, N. Y.,

MR. CRAMER, clothing merchant of Kalamazoo, Mich., remarked: "It's quite true when I have failed to fit a man in other lines I have got a 36 coat of Kolbs, for a man who takes a 36, and it is sure to fit. Then again Mr. Tripp, a clothing traveler, remarked: "Mr. Connor, you may well sell so many goods, for Mr. Kolb's clothing is as staple as flour, always reliable, well made and excellent fitters." Mr. Mercer of East Saginaw, clothier, says: "Mr. Connor, don't leave Kolb, for his goods cannot be beat, besides Mr. Kolb is a good, square dealing man, and no one can find fault with his prices."

I am in my eleventh year with Kolb & Son. Write me for printed references, or send for me, and I will soon be with you to show you my samples. Address,

WILLIAM CONNOR,  
Box 346, Marshall, Mich.

Please note that I shall be at SWEET'S HOTEL, GRAND RAPIDS, MICH. on THURSDAY, FRIDAY and SATURDAY next, 20th, 21st and 22d inst. Customers' expenses allowed.

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... JOBBERS OF ...



ORANGES,  
LEMONS AND  
FOREIGN NUTS.

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For

SOCIETIES,  
CLUBS,  
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DELEGATES,  
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The Largest Assortment of Ribbons  
and Trimmings in the State.

THE TRADESMAN CO.

## PYRAMID PILE CURE.

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

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

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

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

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

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

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

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

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

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

tablishing the confidence of American as well as of European investors in our securities unless it is accompanied by a complete and final overthrow of the partisans of free silver coinage. A repeal of the silver purchase clause of the Sherman act upon any terms which leave open the possibility of a future substitution of silver for gold as our standard of value will be only a temporary palliative. The silver men in Congress are united and determined, and in the debates which will take place there on financial measures they will be sure to make as much use of the mistake of their opponents as they possibly can. When, therefore, they show, as they can show, that the merchants and bankers of New York fail to comprehend the true character and causes of the present distress, and recommend a totally impossible and inadequate remedy for it, they go far to discredit the opinions of those same merchants and bankers in reference to free silver. It is a sufficient argument against the purchases of silver under the Sherman act that they unduly inflate the currency, but in abandoning this ground, and in denouncing the purchases as the cause of evils which they have not produced, as well as in giving their sanction to the favorite heresy of the West and Southwest, an "elastic" currency, the Chamber has surrendered tenable ground and planted itself upon a bog.

Nevertheless, I have no doubt of the final overthrow of silver, in spite of the skill and audacity of its advocates and of the blunders of its opponents. The contest now making on its behalf singularly resembles that made on behalf of slavery during the years immediately preceding the war of secession, and it undoubtedly will have a similar ending. The partisans of slavery were really few in number compared with the mass of their fellow citizens, and their interests were not identical with their interests. They comprised the political leaders of all parties and the large planters and land owners of their section, and the social system they struggled to maintain was detrimental to everybody but themselves. Yet they contrived to make their cause the cause of the whole South, and so cunningly did they "fire the Southern heart" that it took four years of costly and bloody war to put them down. In the same way, the comparatively few silver miners, landowners, and speculators at the West and Southwest, as well as the Tory landowners of Great Britain, have put themselves forward as the champions of silver, and as we are told in Scripture, that when David was in the cave of Adullam, "every one that was in distress and every one that was in debt and every one that was discontented gathered themselves unto him," so now every man who is burdened with debt, and sees no way of relief but through a depreciated dollar, has rallied to the standard of free silver coinage. The band will make a stubborn fight, and some of them may even vainly attempt, like the slave-owners, a resort to force. The struggle with them should, as Representative Hendrix has well said, be made as short and decisive as possible, and to that end none but sound arguments should be employed.

MATTHEW MARSHALL.

It must take the conceit out of a man to be made aware of the fact that no man can ever become so wise as a parrot looks.

#### STORMS AND STORM SCIENCE.

In reading the published reports of the recent death-dealing tornado in Iowa, even the most superficial observer will notice several remarkable occurrences which show that extraordinary and most potential forces were at work while the storm was wreaking its fury, and not all of these can be credited to the wind. It is worth while to mention them.

At Pomeroy, where the deadly work was worst, the iron cylinder of a threshing machine was torn out of the sockets in which it was held and carried away a distance of twenty rods. Near Newell, a year-old baby was found in a field completely stripped of clothing, but entirely unhurt. At the same place trees were stripped of their bark. Three-quarters of a mile west of Pomeroy, the south wall of a drug store was torn out, leaving the rest of the building intact and contents undisturbed. Rocks weighing several hundred pounds, imbedded in the ground, were torn up and hurled long distances, and, in one instance, the iron pipe of a deep drove well, which projected only four feet above the surface, the balance being inserted in the well, was completely drawn out.

The above are some of the astonishing operations of this storm, but they are not greatly different in kind from others that have been reported of many other, perhaps of every other, serious tornadoes in the United States. Now, all persons who have paid much attention to the force of the wind as commonly manifested on the sails of ships, or the broad surfaces of buildings or other such objects which are opposed to the moving force of the air, must be sensible that acts are charged to wind force which it cannot accomplish. The moving force of wind is in proportion to its mass and the velocity with which it moves. A mass of air one mile long with a front of the area of the sails of a ship, or of that of the side of a house, to which it might be opposed, the atmospheric wave moving at the rate of 100 miles an hour, would exert force enough to sweep the ship before it, or it would strike the building with such a shock as to demolish it. Such a force can be measured and its operations understood.

But when it comes to tearing a wheel or cylinder out of a machine, or to stripping the bark from a tree without uprooting the tree from the ground, or to tearing rocks from their beds in the earth, there are evidences of forces which no mere wind can exert, but there must have been in operation a power, sudden, spasmodic and tremendous, like that furnished by gunpowder or other explosives, or, possibly, electricity. But how different from the forces that are required to produce these violent and explosive effects is the power that can transport a baby through the air, divest it of all its clothing, and leave the little innocent on the grass without a bruise. How, too, will any theory of wind account for a force that will remove from a house one of its side walls and leave the others standing, and all the contents and interior arrangements entirely undisturbed?

It is plain, then, that we must reverse all our theories about wind storms. There are forces at work which we can estimate, measure and classify, and at the same moment there are elements in the storm which are wholly different in their operations and effects, and which possess

## 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.



**Any Time**

is the right time for everybody to drink

**Hires' Root Beer**

A temperance drink.  
A home-made drink.  
A health-giving drink.  
A thirst-quenching drink.  
A drink that is popular everywhere.  
Delicious, Sparkling, Effervescent.

A 25 cent package makes 5 gallons of this delicious beverage. Don't be deceived if a dealer, for the sake of larger profit, tells you some other kind is "just as good"—it's false. No imitation is as good as the genuine HIRSES'.

## 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.



## ASPHALT FIRE-PROOF ROOFING

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

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

## FIRE-PROOF ROOF PAINT,

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

**H. M. REYNOLDS & SON,**  
Practical Roofers,

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**Fire & Marine Insurance Co.**

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the power to choose for their special victims particular places, persons and things, and at the same moment to choose others to be spared and saved, as if by miracle, among the general havoc. After all, what do we know of the atmosphere? It is a body of vaporous matter resting upon the earth and extending outward indefinitely into space. No matter how brilliantly and powerfully the sun may shine and heat up the atmosphere at the earth's surface, we know by the snow on the mountains and by the temperatures experienced in balloon ascensions, at the height of from five to seven miles above the earth the air is always freezing cold, and at the height of forty miles, which is supposed to be the outside limit of the atmosphere, the cold is believed to be so extreme as to reach 360 degrees below zero. A few months ago Prof. Dewar, of London, demonstrated in the presence of a large assemblage that air can be reduced to a liquid form. It was at such a temperature that Mr. Dewar liquified air. In this form air was found to possess extraordinary properties under the influence of electricity, while it transmitted rays of light and heat capable of producing combustion in other objects, while its own temperature was not affected.

In the upper regions of space is nature's laboratory, where the cyclone and the tornado are prepared, and armed with chemical, mechanical and electric energies of enormous potentiality, they are dropped down to work their will upon the things of our planet, but controlled by laws so authoritative as that, while sinking or stranding navies and laying waste continents, they can transport unharmed a helpless infant and undress and lay it to rest in safety. The universal ignorance of the nature and destructive power of these tremendous meteors is a standing reproach to science. Let Condens turn the physical philosophers loose upon this great problem by offering a reward of \$10,000 to any one who will elucidate the nature of tornadoes and furnish an efficient warning of such storms at least twelve hours in advance.

FRANK STOWELL.

#### Loafing in Country Stores.

Postmaster-General Bissell found it necessary to revoke his order regarding the appointment of country storekeepers as postmasters. To have attempted to enforce such an order would have resulted in a rebellion or a revolution. Does any one man, however powerful, propose to do away with the country postoffice as it at present exists? Let the Postmaster-General undertake to graft a banana plant on the North Pole; let him assume a contract to bring down the moon to illuminate the E street front of the department building; let him endeavor to measure the infinity of boundless space with a foot rule, or to chill the red, bubbling cauldron of Vesuvius with an ice machine; but he must pause and reflect before he proposes to wipe out of existence the country store as a mail distributing point. The country postoffice is so time-honored an institution in the United States that it has come to be esteemed one of the main pillars of the Republic. Around its cheerful ruddy stove the politicians of the neighborhood while away the winter evening by converse on subjects political and social, the storekeeper postmaster usually presiding as chairman of the social group. The country postoffice is the real center of village thought and opinion. Upon its walls are tacked all public notices, from the announcement of an auction to the tempting invitation of the next church sociable. To the infant mind its stores of fly-specked candy seem inexhaustible; to the youth its ar-

ray of base balls and marbles is ever tempting; to the school girl its dolls and trinkets are deserving of admiration. At mail time it is a meeting place for young men and maidens, and the matrons of the neighborhood exchange greetings and gossip before the mail boxes.

#### The Necessity of Steering Straight.

From the American Grocer.

"There is only one road to success, and that is in a bee line from where you stand." That saying of a well-known writer upon commercial topics might be classed as one of the axioms of trade. Men follow it and attain success, and then comes the danger, the deviations and disaster. The successful man gains, besides money, a supreme confidence in himself. And he has a right to. He has demonstrated that he is the possessor of those qualities which the world has endorsed as the chief requisites of success. His straight steering has brought him to affluence and given him a surplus. That surplus is the reef upon which the successful man is apt to become a wreck.

He seeks to employ it in lines or ventures foreign to the business he has pursued for a lifetime. The personal equation is largely eliminated when the surplus goes into the Central American Gold Mining Company; the Irreproachable Patent Dish Washing Machine; the Consolidated New Process Refrigerating Company; the Paradise Railway, or other promising corporation or scheme.

His money goes into the control of others, to be used in operations of which he has no technical knowledge. He has a voice as a director or officer, in a line of business of which he is not a master—only a novice. He can be and is misled, deceived, disappointed—often ruined.

We recall X—with \$50,000. He became interested in a patent for making a very merchantable article in twenty-four hours, which ordinarily required days. He pinned his faith and put up his money to back the enterprise. He was told by a shrewder man, that while the process was feasible, the product lacked keeping qualities. He was blind to all objections; went ahead, built a factory, produced the stuff, saw it spoil as predicted, was chagrined over the failure; lost his money and died broken-hearted.

Recently the newspapers announced the failure of a man trained to a business that netted him \$75,000 per year. That would enable him to spend \$25,000 per annum for living, and put away \$50,000 per annum, and thereby add \$750,000 or more to his fortune every ten years. But he was fond of schemes; particularly those controlled by patents, and into them his money poured; they proved so many sinkholes, and finally left him high and dry, minus his prestige, business and fortune. Almost every day the newspapers tell a similar story.

A few days since, a manufacturer who started in life with nothing but one superior article, refused \$12,000,000 for his business. He steered straight from the beginning up to the present. Money rolls in upon him in huge volume, and he is solicited to enter innumerable enterprises. Approached to invest in another long-established and profitable business, he said: "No! I have one inflexible rule. Never to touch any enterprise other than my chosen business. I will not have the care and responsibility of divided interests. My surplus income goes into first-class dividend-paying bonds." That man's only trouble outside of his business is cutting coupons.

It is common rumor on Wall Street that one of the richest associations of capitalists in this country has lost money in nearly all of its operations outside of that in which it is legitimately engaged, and which has made some of the greatest fortunes in America. Within a short time they were forced to put up millions of money to protect an outside investment. They have been saddled with enterprises that are unproductive and minus a future.

What is true of giants in the business world is equally true of the men of smaller means. Temptation to outside investment comes to the proprietor of a news stand or peanut vendor, if he has



Have you Use for a High Grade Laundry Soap?

Made Expressly for

**Washing,  
Cleansing and  
Purifying.**

It is **SILVER SOAP,**

MANUFACTURED BY

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

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



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

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



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.

F. H. WHITE,

Manufacturers' agent and jobber of

**PAPER AND WOODENWARE,**

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**PECK'S HEADACHE POWDERS**

Pay the best profit. Order from your jobber.

**BUY THE PENINSULAR  
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Once and You are our Customer for life.

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**KALAMAZOO PANT & OVERALL CO.**

221 E. Main St., Kalamazoo, Mich.

Chicago Office: 305 Central Union Block.  
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Our full 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.

loose money, with the same persistency that it pursues a millionaire.

We have noted retail grocers who have taken an interest in a patent buzz saw, carriage spring, or other notion, and which little side show has withdrawn their attention from business, and led them into annoyance and losses.

The road to success is easy, plain and very straight. From success to disaster is a very inviting road, and many there are traveling thereon. The remedy is to invest surplus money where it brings an income from sources that do not demand personal attention, and call for additional capital. Risks there must be, but keep them as light as possible. To-day there are tens of thousands wishing they had in their main business the dollars they put into outside enterprises.

#### Reminiscences of a Lobster Packer.

From the Portland Transcript.

An elderly citizen of Portland, who was one of the first to pack lobsters in Maine, and who began business in 1850, talks very interestingly in regard to the great changes in the business since that early period. In 1850 the lobsters caught in Portland Bay and those brought from Friendship and Bristol were sufficient in quantity, but the business grew, and in 1859 the firm established a large plant further down the coast. But comparatively few traps were necessary then, for every day each trap would catch from twenty-five to thirty lobsters, and frequently when it was pulled up three or four great savage fellows, weighing from fifteen to twenty pounds, would be clinging to the outside. Disturbed by the movement of the trap, they had seized it and pugnaciously held on. There was no close time then. They packed lobsters there for seventeen summers, and at the end of that time it almost took twenty-five traps to catch a lobster. They had been packing an average of about 20,000 lobsters a day. All that time they were filling orders from the great firm of Crosse & Blackwell, in London. They sent them annually from ten to twenty thousand

dozen cans a year. The English were very fond of the spawn or red roe of lobsters, and one specification was that each can should contain a piece of it. Little girls were employed to remove this from the female lobsters. About seventy-five to one hundred pounds of it were handled daily. Of course, this meant the destruction of possible myriads of lobsters in the future; but the present law is no more effective than the absence of law then. It provides that no female lobster shall be taken with eggs attached outside, but those with the eggs, or roe, inside are still taken. A law prohibiting the catching of any female lobsters during the proper months (between April and September, perhaps) would alone prevent the rapid annihilation of this delicious shell-fish that is going on to-day.

In 1874 the firm was obliged to remove to Nova Scotia in quest of sufficient lobsters. Theirs was the first or possibly the second plant on that coast, every little cove of which has now a packing establishment. They then paid 35 cents for 100 pounds. Now the price is \$1.50. In so far as he knows our informant was the first to stop the cruel and unnecessary practice of thrusting small pegs of wood into the joint of the lobster's claw to prevent their biting each other when placed in the cans. It was fully twenty years ago that he told his men not to "plug" the lobsters that year. They were placed in the car and the trifling injury they did each other was nothing compared to the value of the cans of the meat that had been spoiled by one of those pine plugs being boiled with it. Also the vast time and labor of making the plugs and plugging the lobsters was saved. The plugs were about an inch and a half long, flat on one side, round on the other and with a sharp point. We learned for the first time, and believe that many who read this will have a similar experience, that lobsters are right and left-handed, so to speak. The two long claws on either side of the head are different. The larger has no sharp teeth on the edges, and is used to hold the

prey or food, while the smaller has many sharp teeth and is used to tear the food, held by the larger, and carry the fragments to the mouth. These claws are on right and left sides indiscriminately and apparently with no preference either way, as will be seen by examining any pile of lobsters. Our informant says that few people are aware of this fact, that he has seldom known of a retail fish dealer that knew of it and offered to make the experiment at the nearest fish market. We found that the dealer, though he had handled lobsters for years had never noticed this peculiarity of their claws. A right-handed lobster would be one whose smaller claw, which does the tearing of food and feeding of the mouth, is on the right side and vice versa.

There is an unusually large catch of lobsters this year; not for many years have the smacks brought so many to this market. Our authority says it is due to the fact that there have been fewer heavy storms along the Nova Scotia coast than for many years. Always during his long experience he has found that more lobsters are caught under such conditions. The more the water is disturbed the more they hide away under the rocks, and vice versa.

#### Sugar as a Hobby Horse.

From the Grocer and General Merchant.

The grocers on the other side of the Atlantic are taking up the various phases of the sugar question, and trying to evolve a plan which shall give them a fair profit on sugar as well as on all other articles that they handle. They feel that the time has come to cease riding as a hobby horse; in other words, that they ought to do away with the system of commercial legerdemain whereby one article is sold at a loss in order to get an extra profit on another article. The custom has prevailed on both sides of the water of selling sugar exceedingly cheap in order to make it a "leader" to attract customers. The English grocers maintain that the method is a bad one, and that every article should be sold at a fair living profit.

There is now a movement among the wholesalers in this country looking to an adjustment of the sugar question, and the indications are that the day for exceedingly low profits on sugar is at an end. The big sugar trust clears about \$20,000,000 every year, and it is only fair that the wholesalers and retailers should make a reasonable profit, too.

Thus it would seem that the day is about over for riding sugar as a hobby-horse. Wideawake grocers everywhere are adopting other methods which are decidedly more attractive and modern.

#### To Put Down "Lie Tea."

It is reported that the Chinese Government has taken alarm at the great falling off of the tea trade of that country, and the increase of the sale of Indian teas in Europe, and has come to the conclusion that its own people are largely responsible for this undesirable state of affairs. The authorities of Likin have issued a proclamation against the manufacture of "lie tea." The document points out that this scandalous practice has done much to bring about the lamented decline in the tea trade, and declares that the authorities are determined to put a stop to it. People are warned not to make any tea except from the genuine tea leaf; but, says the proclamation, if any person should disregard the warning the punishment will be severe, namely, transportation for life, for the maker, the seller, the buyer and everybody else concerned in the transaction.

It does not look reasonable that six to twelve months should be needed to make a billiard ball, but a first-class ball cannot be made in less time, owing to the tendency of carved ivory to shrink. If it shrunk equally a ball could be cut and polished in a few hours, but it does not, the shrinkage being greater in the direction of the width than of the length of the tusk. A ball must thus be roughly shaped, then kept for a number of months until the shrinking process has been completed, when the fine cutting and polishing may be done.

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

SO, 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.



## THE CORONATION OF CORN.

The return of the special agent of the Agricultural Department of the general Government, revives the interest taken in the effort made by the last administration to introduce the use of maize in Europe. It is strange to read of the prejudice developed against the use of the Indian corn products among those who are likely to reap the greatest benefit from it. In Ireland, this opposition was overcome sometime since, and it now uses more of this cereal than all the rest of the old world. In Germany a good beginning has been made, and other countries are giving it fair consideration. The methods employed by the agent is to secure a semi-official endorsement, and with this prestige gained, to open public kitchens where the food properly prepared is dispensed to the public at cost of materials or less. In Sweden a corn banquet was given, at which the United States Minister presided, and many notables of the kingdom were present. Everything offered to the guests had cornmeal as its principal ingredient, and such is the fertility of the agent's resources in this respect, that it is said he could continue these banquets almost indefinitely without repeating himself. This sounds to the American, well acquainted with this food supply, as a good deal like boys' play, but few enterprises of the general Government for the increase of the National trade offers so good a promise of valuable returns. There are great masses of people in Europe that are on the verge of starvation from one year's end to another from a lack of cheap food. To them, the cornmeal which is chiefly used in America for feeding animals, will prove the greatest boon. It is nutritious and palatable, and when compared with the black bread so common to the peasantry of Europe, it is a delicacy of the first order. This cereal, when once introduced, will become a favorite food supply to this class, and as it cannot be successfully grown, save in the southern latitudes of the old world, a great market will be opened to the American supply. The development of this trade will doubtless be slow, but sufficient progress has already been made to warrant a continuance of the efforts begun a year or two ago. The prospect of a poor harvest in some parts of Europe promises additional aid to this corn propaganda, and it is probable that the exportation of this cereal will attain important proportions in the aggregate commercial exchanges of the nation. Its influence upon the corn producing states of the central area of this country will be of the most gratifying kind. Corn will resume its royal sway, and a degree of prosperity will be infused into all the activities of life that will mark a new era.

## The Drug Market.

Quinine is dull and German is a trifle lower.  
Gum opium is lower.  
Morphia is unchanged, but is tending lower.  
Balsam fir is in better supply and lower.  
Malaga olive oil has declined.  
Oil cloves is dull and lower, in sympathy with the buds.  
Hemp seed has advanced.  
Canary seed is lower.  
Turpentine has declined.

## GOTHAM GOSSIP.

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

Special Correspondence.

NEW YORK, July 15—Slow and easy. That is the present status of the market, and in that condition it is likely to remain for an indefinite period. Stocks with jobbers are small, yet they seem to be amply sufficient to meet the demands. There is hardly a particle of inquiry for dried fruits or canned goods, yet prices are such that ordinarily there would be a good demand. Many retailers in different parts of the country are making the most of the "stringency" to put off until the last moment the payment of bills due, and in some cases it is apparent that this excuse is being worked for all it is worth. It seems certain that many canneries will limit their output this year, and in not a few instances will cease operations altogether. It requires more money to operate a plant of this kind than can easily be obtained. Stocks are so low that if confidence is restored there will be a great rush to fill up the depleted store-rooms, and for this end we are all anxiously watching.

Canned tomatoes, contrary to expectations, are still way up, and, it is said, hard to obtain at a lower figure than \$1.30@1.40. In all other articles in the

canned goods line, prices are low and demand quiet.

Dried fruits are feeling the effects of the money stringency, and it is reported that fancy evaporated apples are sold at 7½c, and choice at 7c.

Butter and cheese are unchanged, and prices are well held. The supply of best grades of butter is small, and, unless augmented within a few days, we will see an advance. Nine cents is top for best full cream cheese, and it must be extra, indeed, if it brings more.

Coffee is firm and buyers are becoming convinced that they will make nothing by longer holding off. Mild sorts are selling slowly, and Maracaibo is quotable at 19@21c.

Granulated sugar is selling well, and some very large lots have changed hands during the week.

In the provision market the changes have been small, but numerous, with no change at the close to speak of. Pork is worth, for new mess, \$18.50@19; city family, \$19; short clear, \$20@21.50; smoked hams, 13½@14c; smoked shoulders, 9½c.

Eggs are worth 15½c for fancy Michigan, but the market is dull and sales are not active. It is hard work to obtain strictly fresh stock.

Potatoes are in liberal supply, and selling at about \$2.25 for best Long Island in bulk. Southern are held at \$2@2.50.

California fruits have arrived in such large quantities that the growers must feel "sick" as they get returns. When apricots sell for 75c a crate it is most discouraging for the Golden State.

Lemons, oranges, pineapples, bananas all in very moderate demand. The former article is worth \$2.50@3.50 as to quality, while fancy stock is quotable as high as \$5 per box.

Watermelons are here in profusion, as usual, and are worth \$15@20 per hundred; apples, \$2@3.50 for good Early Harvest; pears, \$3.50@4 per bbl. The supply of peaches from Georgia and Mississippi is interfering seriously with the monopoly California usually enjoys, and it is likely that each season will see an increased supply from the South of all sorts of staple fruits. The fruit is a long time on the way, and when it reaches here is apt to be overripe, and brings very low prices, but with the supply constantly enlarging, the railway companies will, doubtless, hasten the arrival, and competition for this market between the South and the "Far West" is bound to be more and more active. JAY.

Manistee — The Stokoe-Nelson mill, which has been sawing on cedar shingles exclusively all season, has closed down until the market for that commodity braces up somewhat.

# The President of the United States of America,

To

**HENRY KOCH**, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

**Whereas**,

it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

## ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

**Now, Therefore,**

we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

**By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,**

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

**Witness,**

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk.

ROWLAND COX,

Complainant's Solicitor.

## Drugs & Medicines.

### State Board of Pharmacy.

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

### A Ramble Through the City Market.

Written for THE TRADESMAN.

He or she who has never visited the city market at this season of the year has never yet witnessed one of the most interesting spectacles connected with the city's daily routine of business. In the "wee sma' hours" of early morning many a farm and market garden yard within a radius of fifteen miles is a busy scene of preparation. Horses are being fed, curried, and harnessed; lanterns flit about, and in the farm kitchen is heard the rattle of dishes and cooking utensils in preparing and partaking of an early meal; fruits and vegetables, gathered the day before, are brought from cellars, packing houses and cool repositories, and loaded on wagons; women flit about in preparing the products of the dairy and poultry yard for these miscellaneous loads; the little wants of the day are hurriedly enumerated and as hurriedly jotted down; hundreds of wagons begin to move, and, as they roll out into the highway, hundreds of "bye-byes" are shouted out into the vanishing darkness from upper windows, by hundreds of little tow-headed apparitions in white robes, as gentle reminders of the promise to bring them something from the city. About 4 a. m. the wagons begin to arrive on the market, and, during the preceding hour, these wagons loaded with produce and all the fruits and vegetables of the season, may be seen approaching the market from every point of the compass, on every avenue leading into the city.

Long before the average citizen has awakened from his slumber this vast daily supply of life's necessities has changed hands, and by the time he makes his appearance on the streets, it has been transferred to the grocery stores where it is temptingly spread out beneath cool and spacious awnings. If the grocer's day of labor were reduced to eight hours, nearly one-half of it would be put in before the aforesaid average citizen crawled out of bed. It is possible for the grocer to regulate the closing hour, but at the commencement of his day's labors he is a creature of circumstances—he must be on the market, or miss that which he must have and cannot otherwise get without incurring additional expense. The grocer is an early riser by force of circumstances if not by his own free choice.

A visit to the market in the early morn when the air is fresh and bracing, is not only healthful and pleasurable, but it is a grand object lesson in the study of human nature. Everyone on the market at this early hour is there for purposes of traffic, and at no time will men or women reveal as much of their true, inner natures as when they are trying to buy or sell something. Every grocer, hotel-keeper, and boarding house proprietor in the city is there, either per-

sonally or by proxy, and that means a conglomeration of every known freak of nature of itself, to say nothing of the multitude of vendors who represent both sexes and every nationality, kindred and people so far discovered. Besides this may be seen a fair sprinkling of citizens of both sexes who have come to the market to take advantage of first prices and save a few pennies. The grocer buys to sell again, and therefore he makes his purchases as clandestinely as possible. Occasionally two or three are seen consulting with each other as to the price and quality of certain lots, but, as a rule, each grocer takes his own head for it, flitting up and down the long rows of wagons, looking wise and trying to impress his brother grocers with his superiority as an expert buyer, and leading them to think that he buys his stuff cheaper than they do theirs. The only way I can account for these sharp practices is, that they are all trying to act on the oft repeated maxim, "a thing that is well bought is half sold," and that the natural, innate desire to clip each other's wings, which is peculiar to the fraternity, prompts each to try to make the others believe that his stuff is half sold before he buys it. Sometimes a grocer and a farmer are seen engaged in a spirited mouth and ear contest—that is, the grocer does the spirit and mouth part while the farmer listens, puffs away at his pipe, and gazes demurely at the feet of his off horse. They stand out in the street where none but the horses can hear what is said, and the grocer is proving the metal that is in him. As the flood of honied words are poured into the farmer's ear, he seems to be diagraming the whole matter on the palm of the left hand by using the index finger of the right hand. He tells the farmer that beans are away off and that peas are not in it any more. He says he had to sell one-half the berries he last bought of him at less than cost, and the other half spoiled on his hands. He would rather buy of him than of any other man on the market, and if he could buy the farmer's red raspberries so as to get out of it without losing more than 2 cents on the quart, he would take all the farmer had on the wagon; but he couldn't afford to lose more than 2 cents on the quart; he would sooner keep store without berries. There is nothing that pleases the average farmer better than to sell something to a grocer for a higher price than the grocer is able to get for it, and so he accepts the offer of 5 cents per quart, and in less than a half hour they are spread out under the grocer's awning decorated with a big card with the figure 10 on it.

What a heterogeneous conglomeration a market is, anyway. What a variety of horses standing in a line resting after their journey over the sandy roads. Their heads are all in line, and as one passes through the street in front of them and looks into their long faces and sees a reflection of the tall buildings on the opposite side in their big eyes, he wonders what they are all thinking about. They have come to the market, and backed up to the sidewalk, and stood in that long line, and stared at those brick walls on the opposite side, and listened to the hub-bub, the bickering and the bantering behind them so many times, that they could tell you (if they could speak your language) just the exact number of bricks in that wall.

They could give you pointers which would be of great value in buying, for they are better acquainted with their masters than you are. If they were ashamed of their masters and complained of cruel treatment at their hands—of curses, kicks, blows, excessive burdens and short rations, you would know that these were the fellows who brought pethy, wind-stuffed radishes to town, and whose packages contain beautiful top-layers beneath which there is nothing but disappointment and vexation of spirit. Of course, horses think. But here is one poor old grey-headed fellow sound asleep. His under lip hangs down and wobbles around like a rubber bowl. He hauls in a load of garden truck every morning, which is made up, just now of butter beans, peas, cabbage, onions, turnips, carrots, beets, a cross-eyed boy and a freckled-faced woman—but the poor old fellow looks tired this morning. Ah! he has passed through the heat and borne the burdens of many a day. The old hide that is drawn so tightly over his frame, bears many a sear—sad reminders of man's inhumanity—but let us tread lightly by and disturb not his slumbers, for he is only waiting till his teeth are a little longer grown when he will receive a summons from the glue factory.

What long line of queer looking craft is that moored to the docks on the west side of Spring street? Some look like mud scows, while others resemble the bunk section of a lumber camp. There are single deckers, double deckers, and triple deckers with canopy tops cut on the bias and set up on the "skew-gaw" principle of architecture. These are the one-horse prairie schooners that navigate the streets and back-alleys of the city with cargoes of fruits and vegetables gathered up on the market after the grocers have selected their supplies. It would be cruel to call them market scavengers, yet, were it not for these squeaking, omnipresent hucksters, a large amount of stuff brought to the market would not find buyers. The doctors say the remarkable scarcity of house flies is an augury of a cholera visitation this fall, and if this be true, let us spare the hucksters, for who can tell what dire calamity might befall us if the brood were to suddenly disappear?

What a vast quantity of edibles are seen on the market, beside a vast quantity of stuff that is not edible,—it is from the latter stock that the cargoes for the prairie schooners are selected. In visiting the market for the first time, the visitor is forcibly impressed with the thought that it must be an extraordinary occasion. There is such a variety and such a quantity of everything, and it looks so fresh, crisp and tender in the farmers' wagons at this early hour, that he begins to wonder how in the world it can be preserved until it is all used up. After looking it all over, he makes up his mind that it will require a whole week, at least, for the city to consume it. Men always underestimate their eating capacities. When careful estimates are made of the number of barrels of water, tea, coffee, buttermilk, beer, and whiskey, besides mill-ponds of other liquids, that pass down our gullets in a certain given time, and the figures are placed before us, we stand aghast with amazement. Think of a man smoking a cigar a mile long! What a long suck that would be; and yet, right here in Grand

Rapids there are plenty of men who smoke a cigar a mile long every seven years! Don't you believe it? Figure it out for yourselves and be convinced. Consumption statistics always startle us with their magnitude, and so, when we look over this great quantity of produce in the market, we are startled to learn that it is only the regular daily supply, and that to-morrow morning there will be a similar supply, the daily demand being equal to the daily supply.

To give the readers of THE TRADESMAN some idea as to the quantities of stuff absorbed in this market, I will close this article by giving a few notes in reference to strawberries. From the time strawberries first appeared in the market in farmers' wagons, to the close of the pick, twenty-eight days elapsed. During this time 513,000 quarts, or 16,000 bushels of this delicious, succulent fruit exchanged hands in this market. I have no authority for naming an average price, but at five cents a quart it represents the enormous sum of \$25,650 paid out for strawberries alone! Particular pains were taken in consulting with the most expert market estimators in the city, and the above figures, without the least doubt, are as near correct as it is possible to make them. Truly, the human appetite is something wonderful, and a visit to the city market is the best way to sharpen it.

E. A. OWEN.

### Canadian Cheese.

From the Canadian Grocer.

During the past thirty odd years the cheese trade of the Dominion has advanced by leaps and bounds. In 1860 we exported \$13,675 worth; \$674,486 in 1870, \$3,893,366 in 1880, \$9,372,212 in 1890, and for the year closing March 31, 1893, \$13,687,851. A peculiarity of the exports of the last named year was that they were in millions of dollars what they were in thousands thirty-three years before. As is well known, nearly all the cheese we export goes to Great Britain. The Canadian High Commissioner, in his report prepared in January last, says: "Canada now occupies the position of sending more cheese to Great Britain than any other country. The total value of the imports for the year just ended have been £5,417,770, of which Canada's share was £2,493,625, as against £1,961,407 from the United States." Judging from the result at Chicago, the Canadian article is still gaining on the American.

The *Grocers' Monthly Review*, in an article on the absurd manner in which abbreviations are used in making out invoices and statements, says: "In this connection we cite the case of the old countryman, who, upon the receipt of his bill from the grocer, enquired of his wife what she had been doing with so much ditto. She informed him that she'd had no ditto. With this assurance he started for the grocer's, where the matter was soon cleared up. Upon his return his wife asked him what he had found out, and he told her he had found that he was an ignoramus, and she was ditto."

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

PRICE TO THE TRADE:

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

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



## Wholesale Price Current.

Advanced—Hemp seed.	Canary seed.	Declined—Gum opium.	Olive oil.	Balsam fir.
		Oil Cloves.	Turpentine.	
<b>ACIDUM.</b>				
Aceticum.....	80 10	Cubebae.....	2 30	
Benzolium German.....	65 75	Exechthitis.....	2 50	
Boricum.....	25 35	Erigeron.....	2 00	
Chloricum.....	50 52	Gaultheria.....	2 00	
Hydrochlor.....	30 5	Geranium, ounce.....	70 75	
Nitricum.....	10 12	Gossypii, Sem. gal.....	70 75	
Oxalicum.....	10 12	Hedera.....	2 10	
Phosphoricum dil.....	20 30	Juniper.....	50 52	
Salicylicum.....	1 30	Lavandula.....	30 32	
Sulphuricum.....	1 10	Linonis.....	2 40	
Tannicum.....	1 40	Mentha Piper.....	2 75	
Tartaricum.....	30 33	Mentha Verid.....	2 20	
<b>AMMONIA.</b>				
Aqua, 16 deg.....	3 10	Morruae, gal.....	1 00	
" 30 deg.....	5 10	Myrica, ounce.....	50 52	
Carbonas.....	12 14	Picis Liquida, (gal. 35).....	10 12	
Chloridum.....	12 14	Ricini.....	1 20	
<b>ANILINE.</b>				
Black.....	2 00	Rosmarini.....	75 100	
Brown.....	4 50	Rosae, ounce.....	6 50	
Red.....	4 50	Succini.....	40 45	
Yellow.....	2 50	Sabina.....	30 32	
<b>BACCAR.</b>				
Cubae (po 40).....	3 40	Sassafras.....	50 52	
Juniperus.....	80 10	Sinapis, ess, ounce.....	50 52	
Xanthoxylum.....	25 30	Tigili.....	40 50	
<b>BALSAMUM.</b>				
Copaiba.....	42 45	Thyme.....	40 50	
Peru.....	41 50	Theobromae.....	150 20	
Terabin, Canada.....	45 50	<b>POTASSIUM.</b>		
Tolutan.....	35 50	Bi Carb.....	150 18	
<b>CORTEX.</b>				
Abies, Canadian.....	18	Bichromate.....	130 14	
Cassiae.....	11	Bromide.....	38 42	
Cinchona Flava.....	18	Carb.....	120 15	
Eunymus atropurp.....	30	Chlorate (po 33).....	24 26	
Myrica Cerifera, po.....	12	Cyanide.....	50 55	
Prunus Virgini.....	10	Iodide.....	2 00	
Quillaja, grd.....	12	Potassa, Bitart, pure.....	27 30	
Sassafras.....	12	Potassa, Bitart, com.....	27 30	
Ulmus Po (Ground 15).....	15	Potass Nitras, opt.....	80 10	
<b>EXTRACTUM.</b>				
Glycyrrhiza Glabra.....	24 25	Potass Nitras.....	70 9	
" po.....	33 35	Prussiate.....	28 30	
Haematox, 15 lb. box.....	110 12	Sulphate po.....	150 18	
" 18.....	130 14	<b>RADIX.</b>		
" 14s.....	140 15	Aconitum.....	20 25	
" 16s.....	160 17	Althae.....	2 25	
<b>FERRU.</b>				
Carbonate Precip.....	15	Anchusa.....	12 15	
Citrate and Quinia.....	23 50	Arum, po.....	12 15	
Citrate Soluble.....	20 50	Calamus.....	20 40	
Ferrocyanidum Sol.....	15	Gentiana (po 12).....	80 10	
Solut Chloride.....	15	Glycyrrhiza, (pv 15).....	160 18	
Sulphate, com'l.....	7	Hydrastis Canaden.....	20 30	
" pure.....	7	" (po 35).....	150 20	
<b>FLORA.</b>				
Arnica.....	18 20	Helicore, Ala, po.....	150 20	
Anthemis.....	30 35	Inula, po.....	150 20	
Matricaria.....	50 65	Ipecac, po.....	2 30	
<b>FOJIA.</b>				
Barosma.....	18 50	Iris plox (po 35).....	35 40	
Cassia Acutifol, Tin.....	25 28	Jalapa, pr.....	40 45	
" Alx.....	35 50	Maranta, 1s.....	35 40	
Salvia officinalis, 1/2s.....	15 25	Podophyllum, po.....	150 18	
Ura Ursi.....	80 10	Rhei.....	75 100	
<b>GUMMI.</b>				
Acacia, 1st picked.....	75	" cut.....	75 100	
" 2d.....	45	" pv.....	75 100	
" 3d.....	40	Spigelia.....	35 40	
" sifted sorte.....	25	Sanguinaria, (po 35).....	30 32	
" po.....	60 80	Serpentaria.....	65 70	
Aloe, Barb, (po 60).....	50 60	Senega.....	65 70	
" Cape, (po 30).....	12	Similia, Officinalis, H.....	10 12	
Socotri, (po 60).....	50	Scilla, (po 35).....	10 12	
Catechu, 1s, 1/2s, 1/4s.....	10	Symplocarpus, Fecti.....	2 35	
<b>HERBA.</b>				
Arnica.....	18 20	Valeriana, Eng. (po 30).....	150 20	
Anthemis.....	30 35	" German.....	150 20	
Matricaria.....	50 65	Zingiber j.....	180 20	
<b>SEMIN.</b>				
Barosma.....	18 50	Anisum, (po 20).....	15 18	
Cassia Acutifol, Tin.....	25 28	Apium (graveleons).....	150 18	
" Alx.....	35 50	Bird, 1s.....	40 6	
Salvia officinalis, 1/2s.....	15 25	Carul, (po 13).....	10 12	
Ura Ursi.....	80 10	Cardamon.....	10 12	
<b>SPICES.</b>				
Acacia, 1st picked.....	75	Coriandrum.....	10 12	
" 2d.....	45	Cymbalis Sativa.....	75 100	
" 3d.....	40	Cydonium.....	10 12	
" sifted sorte.....	25	Chenopodium.....	10 12	
" po.....	60 80	Dipterix Odorate.....	2 25	
Aloe, Barb, (po 60).....	50 60	Foeniculum.....	10 12	
" Cape, (po 30).....	12	Poenigreek, po.....	10 12	
Socotri, (po 60).....	50	Lini.....	4 4 1/2	
Catechu, 1s, 1/2s, 1/4s.....	10	Lini, grd, (bbl 3 1/2).....	4 4 1/2	
<b>SPONGES.</b>				
Arnica.....	18 20	Accacia.....	50	
Anthemis.....	30 35	Zingiber.....	50	
Matricaria.....	50 65	Ipecac.....	50	
<b>SYRUPS.</b>				
Barosma.....	18 50	Ferri Iod.....	50	
Cassia Acutifol, Tin.....	25 28	Aurant Cortes.....	50	
" Alx.....	35 50	Rhei Arom.....	50	
Salvia officinalis, 1/2s.....	15 25	Similia Officinalis.....	50	
Ura Ursi.....	80 10	Senega.....	50	
<b>OLIVUM.</b>				
Acacia, 1st picked.....	75	Scilla.....	50	
" 2d.....	45	" Co.....	50	
" 3d.....	40	Tolutan.....	50	
" sifted sorte.....	25	Prunus virg.....	50	
" po.....	60 80			

Morphia, 2 P. & W.....	2 30	25	Sedlitz Mixture.....	20	20
S. N. Y. Q. &.....	2 10	25	Sinapis.....	20	20
C. Co.....	2 10	25	" opt.....	20	20
Moschus Canton.....	40	40	Snuff, Maccaboy, De.....	20	20
Myristica, No 1.....	50	70	Voos.....	20	20
Nux Vomica, (po 20).....	20	20	Soda Boras, (po 11).....	10	11
Os. Sepia.....	20	22	Soda et Potass Tart.....	27	30
Pepsin Saac, H. & P. D.....	20	22	Soda Carb.....	1 1/2	2
Co.....	20	22	Soda, Bi-Carb.....	5	5
Picis Liq, N. C., 1/2 gal.....	20	22	Soda, Ash.....	3 1/2	4
doz.....	20	22	Soda, Sulphas.....	2	2
Picis Liq, quarts.....	20	22	Spts, Ether Co.....	50	55
plnts.....	20	22	" Myrcia Dom.....	25	25
Pil Hydrarg, (po 80).....	20	22	" Vini Rect, hpl.....	2	2
Piper Nigra, (po 22).....	20	22	Less 5c gal., cash ten days.....	2	2
Piper Alba, (po 25).....	20	22	Strychnia Crystal.....	1 40	45
Pix Burgun.....	20	22	Sulphur, Subl.....	2 1/2	3
Plumbi Acet.....	14	15	" Roll.....	2	2 1/2
Pulvis Ipecac et opil.....	10	10	Tamarinds.....	80	10
Pyrethrum, boxes H.....	20	20	Terebenth Venice.....	25	30
& P. D. Co., doz.....	20	20	Theobromae.....	45	45
Pyrethrum, pv.....	20	20	Vanilla.....	9 00	16 00
Quassia.....	80	10	Zinci Sulph.....	70	8
Quinia, S. P. & W.....	20	34			
" S. German.....	20	34	<b>OILS.</b>		
Rubia Tinctorum.....	12	14	Whale, winter.....	Bbl.	Gal
Saccharum Lactis pv.....	20	22	Lard, extra.....	1	1 15
Salacin.....	1 75	21	Lard, No. 1.....	65	70
Sanguis Draconis.....	12	14	Linseed, pure raw.....	51	54
Sapo, W.....	10	12			
" M.....	10	12			
" G.....	10	12			

## HAZELTINE &amp; PERKINS DRUG CO.

Importers and Jobbers of

## DRUGS

CHEMICALS AND

## PATENT MEDICINES

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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.

<b>AXLE GREASE.</b>		<b>Fruits.</b>		<b>Sap Sago.</b>		<b>1, per hundred.</b>		<b>No. 1, 6.</b>		<b>GUNPOWDER.</b>	
Aurora.	55	doz gross	3 lb. standard.	85	Schweitzer, imported.	22	No. 2, 6.	1 50	Rifle—Dupont's.		
Castor Oil.	60	7 00	York State, gallons.	3 00	" domestic.	24	XX wood, white.		Kegs.	3 50	
Diamond.	50	5 50	Hamburg.		<b>CATSUP.</b>		No. 1, 6 1/2.	1 35	Half kegs.	2 00	
Frazer's.	75	8 00	Apricots.		Blue Label Brand.	2 75	No. 2, 6 1/2.	1 25	Quarter kegs.	1 15	
Mica.	65	7 50	Live oak.	1 75	Half pint, 25 bottles.	4 50	Manilla, white.	1 00	1 lb cans.	30	
Paragon.	55	6 00	Santa Cruz.	1 75	Quart 1 doz bottles.	3 50	Coin.	95	1/2 lb cans.	18	
<b>BAKING POWDER.</b>			Lusk's.	1 75	Triumph Brand.		Mill No. 4.	1 00	Choke Bore—Dupont's.	4 50	
Acme.	45		Overland.	1 75	Half pint, per doz.	1 35			Kegs.	2 50	
1/2 lb. cans, 3 doz.	85		Blackberries.		Pint, 25 bottles.	4 50			Half kegs.	1 40	
1 lb. " 1	1 00		B. & W.	95	Quart, per doz.	3 75			Quarter kegs.	1 34	
Bulk.	10		Cherries.		<b>CLOTHES PINS.</b>				1 lb cans.	34	
Arctic.			Red.	1 10	5 gross boxes.	40 45			Eagle Duck—Dupont's.		
1/2 doz 6 doz case.	55		Pitted Hamburg.	1 20	<b>COCOA SHELLS.</b>				Kegs.	11 00	
1/2 " 4 doz "	1 10		White.	1 30	35 lb. bags.	23			Half kegs.	5 75	
1 " 2 doz "	2 00		Erie.	1 30	Less quantity.	23 1/2			Quarter kegs.	3 00	
5 " 1 doz "	9 00		Damsons, Egg Plums and Green.		Pound packages.	6 1/2			1 lb cans.	60	
Fosfon.	80		Gages.		<b>COFFEE.</b>				<b>HERBS.</b>		
5 oz. cans, 4 doz. in case.	2 00		California.	1 10	Green.				Sage.	15	
Red Star.	40		Gooseberries.	1 70	Rio.				Hops.	15	
1/2 " 4 doz "	75		Common.	1 25	Fair.	17			<b>INDIGO.</b>		
1 " 1 doz "	1 40		Peaches.	1 25	Good.	18			Madras, 5 lb. boxes.	55	
Telfer's.	45		Maxwell.	1 65	Prime.	20			S. F., 2, 3 and 5 lb. boxes.	50	
1/2 lb. cans, doz.	85		Shepard's.	2 20	Golden.	20			<b>JELLY.</b>		
1 " 1 doz "	1 50		Monitor.	1 65	Peaberry.	22			17 lb. pails.	55	
Our Leader.	45		Oxford.		Fair.	18			30 " "	50	
1/2 lb cans.	45		Pears.		Good.	21			<b>LICORICE.</b>		
1 lb cans.	1 50		Domestic.	1 30	Peaberry.	22			Pure.	30	
Dr. Price's.			Riverside.	2 10	Mexican and Guatemala.	21			Calabria.	25	
Dime cans.	95		Pineapples.	1 00	Fair.	21			Sicily.	12	
4-oz.	1 40		Common.	1 00	Good.	22			<b>LYE.</b>		
6-oz.	2 00		Johnson's sliced.	2 50	Fancy.	24			Condensed, 2 doz.	1 25	
8-oz.	2 60		Booth's sliced.	2 50	Prime.	23			4 doz.	2 25	
12-oz.	3 90		Quinces.	2 75	Milled.	24			<b>MATCHES.</b>		
16-oz.	5 00		Common.	1 10	Interior.	25			No. 9 sulphur.	1 65	
2 1/2 lb.	12 00		Raspberries.	1 30	Private Growth.	27			Anchor parlor.	1 70	
4 lb.	18 25		Red.	1 30	Mandehling.	28			No. 2 home.	1 10	
5 lb.	22 75		Black Hamburg.	1 50	Mocha.	25			Export parlor.	4 00	
10 lb.	41 80		Erie, black.	1 30	Roasted.	28					
<b>BATH BRICK.</b>			Lawrence.	1 25	To ascertain cost of roasted						
2 dozen in case.	90		Hamburg.	1 25	coffee, add 1/2c. per lb. for roasting						
English.	80		Erie.	1 25	and 15c. per cent. for shrinkage.						
Bristol.	80		Terrapin.	1 10	<b>Package.</b>						
Domestic.	70		Whortleberries.	1 00	McLaughlin's XXX.	33 30					
<b>BLUING.</b>			Blueberries.	1 00	Bunola.	22 95					
Arctic, 4 oz. ovals.	3 60		Meats.		Lion, 60 or 100 lb. case.	33 45					
8 oz.	7 00		Corned beef Libby's.	1 85	Extract.						
pints, round.	9 00		Roast beef Armour's.	1 75	Valley City 1/2 gross.	75					
No. 2, sifting box.	2 75		Potted ham, 1/2 lb.	1 40	Fells.	1 15					
No. 3.	4 00		" tongue, 1/2 lb.	1 35	Hummel's, foll. gross.	1 50					
No. 5.	8 00		" chicken, 1/2 lb.	95	tin.	2 50					
1 oz ball.	4 50		Vegetables.		<b>CHICORY.</b>						
Mexican Liquid, 4 oz.	3 60		Beans.		Bulk.	5					
8 oz.	6 80		Hamburg stringless.	1 25	Red.	7					
<b>BROOMS.</b>			French style.	1 25	<b>CLOTHES LINES.</b>						
No. 2 Hurl.	1 75		Limas.	1 35	Cotton, 40 ft. per doz.	1 25					
No. 1.	2 25		Lima, green.	1 40	50 ft.	1 40					
No. 2 Carpet.	2 50		soaked.	75	60 ft.	1 60					
No. 1.	2 75		Lewis Baked.	1 35	70 ft.	1 75					
Common Whisk.	90		Bay State Baked.	1 35	80 ft.	1 90					
Fancy.	1 15		World's Fair Baked.	1 35	90 ft.	2 00					
Warehouse.	3 25		Picnic Baked.	1 00	Jute.	2 00					
<b>BRUSHES.</b>			Corn.		72 ft.	1 00					
Stove, No. 1.	1 25		Hamburg.	1 40	<b>CONDENSED MILK.</b>						
" 10.	1 50		Livingston Eden.	1 20	4 doz. in case.						
" 15.	1 75		Purity.								
Rice Root Scrub, 2 row.	85		Honey Dew.	1 50	N. Y. Condensed Milk Co's brands						
Rice Root Scrub, 3 row.	1 25		Morning Glory.	75	Gail Borden Eagle.	7 40					
Palmetto, goose.	1 50		Soaked.		Crown.	6 25					
<b>BUTTER PLATES.</b>			Hamburg marrofat.	1 35	Daisy.	5 75					
Oval—250 in crate.			early June.	1 50	Champion.	4 50					
No. 1.	60		" petit pois.	1 75	Magnolia.	4 25					
No. 2.	70		" fancy sifted.	1 90	Dime.	3 35					
No. 3.	80		Soaked.	75	<b>COUPON BOOKS.</b>						
No. 5.	1 00		Harris standard.	75	1.	2 00					
<b>CANDLES.</b>			VanCamp's marrofat.	1 10	5.	2 50					
Hotel, 40 lb. boxes.	10		early June.	1 30	"	3 00					
Star, 40.	9		Archer's Early Blossom.	1 35	"	3 50					
Paraffine.	10		French.	2 15	"	4 00					
Wicking.	24		Pumpkin.		"	4 50					
<b>CANNED GOODS.</b>			Squash.	95	"	5 00					
Fish.			Hubbard.	1 25	"	5 50					
Clams.			Succotash.		"	6 00					
Little Neck, 1 lb.	1 30		Hamburg.	1 40	"	6 50					
" 2 lb.	1 90		Soaked.	1 50	"	7 00					
Clam Chowder.			Honey Dew.	1 50	"	7 50					
Standard, 3 lb.	2 25		Erie.	1 35	"	8 00					
Cove Oysters.			Tomatoes.		"	8 50					
Standard, 1 lb.	1 00		Hancock.		"	9 00					
" 2 lb.	1 85		Excelsior.		"	9 50					
Star, 1 lb.	2 50		Eclipse.		"	10 00					
" 2 lb.	3 50		Hamburg.		"	10 50					
Picnic, 1 lb.	2 00		Gallon.	3 75	"	11 00					
" 2 lb.	2 90		<b>CHOCOLATE.</b>		"	11 50					
Standard, 1 lb.	1 25		Baker's.		"	12 00					
" 2 lb.	2 10		German sweet.	23	"	12 50					
Mustard, 2 lb.	2 25		Premium.	37	"	13 00					
Tomato Sauce, 2 lb.	2 25		Breakfast Cocoa.	43	"	13 50					
Soured, 2 lb.	2 25		<b>CHEESE.</b>		"	14 00					
Salmon.			Amboy.	2 1/2	"	14 50					
Columbia River, fat.	1 90		Acme.	2 1/2	"	15 00					
" tails.	1 75		Lenawee.	9 1/2	"	15 50					
Alaska, Red.	1 45		Riverside.	9 1/2	"	16 00					
" pink.	1 25		Gold Medal.	8 1/2	"	16 50					
Kinney's, flats.	1 95		Skim.	6 1/2	"	17 00					
Sardines.			Brick.	11	"	17 50					
American 1/2s.	5		Edam.	1 00	"	18 00					
Imported 1/2s.	10 1/2		Lenden.	25	"	18 50					
Mustard 1/2s.	25		Limburger.	210	"	19 00					
Boneless.	21		Pineapple.	225	"	19 50					
Break, 3 lb.	2 50		Roquefort.	235	"	20 00					



<b>Root Beer Extract.</b>		<b>Thompson &amp; Chute Brands.</b>		<b>Smoking.</b>		<b>shoulders</b>	2 84	<b>BULK.</b>		<b>15 "</b>	1 60
Williams', 1 doz.	1 75	Silver	3 65	Catlin's Brands.		Sausage, blood or head	2 7	Scallops	2 00	" 17 "	2 25
" 3 doz.	5 00	Mono	3 35	Kiln dried	17	" liver	2 7	Shrimps	1 50	" 21 "	2 75
Hires', 1 doz.	1 75	Savon Improved	2 50	Golden Shower	19	" Frankfort	2 84				3 00
" 3 doz.	5 00	Sunflower	3 05	Huntress	26	Mutton	7 2	<b>PAPER &amp; WOODENWARE</b>		Baskets, market.	35
<b>SPICES.</b>		Golden	3 25	Meerschm	29	Veal	7 8			" shipping bushel.	1 25
<b>Whole Sifted.</b>		Economical	2 25	American Eagle Co.'s Brands.						" full hoop "	1 35
Allspice	10	<b>Scouring.</b>		Myrtle Navy	40	<b>FISH AND OYSTERS.</b>		<b>PAPER.</b>		" willow cl'ths, No. 1	6 25
Cassia, China in mats	7	Sapallo, kitchen, 3 doz.	2 50	Stork	30 32	F. J. Dettenthaler quotes as follows:		Straw	1 14	" " " No. 2	7 50
" Batavia in bund	15	hand, 3 doz.	2 50	German	15	<b>FRESH FISH.</b>		Rockford	2	" " " No. 3	8 50
" Saigon in rolls	32	<b>SUGAR.</b>		Frog	33	Whitefish	2 8	Rag sugar	2 14	" splint	No. 1 3 50
Cloves, Amboyana	22	The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 35 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 35 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.		Black Bass	8 10	Trout	2 8	Hardware	2 14	" " " No. 2	4 25
" Zanzibar	12			Halibut	2 15	Brook Trout	25 35	Bakers	2 14	" " " No. 3	5 00
Mace Batavia	80			Clasoes or Herring	2 5	Black Bass	8 10	Dry Goods	5 26	<b>INDURATED WARE.</b>	
Nutmegs, fancy	75			Bluefish	2 16	Brook Trout	25 35	Jute Manila	2 14	Pails	3 15
" No. 1	70			Fresh lobster, per lb.	20	Black Bass	8 10	Red Express No. 1	5 14	Tubs, No. 1	13 50
" No. 2	60			Cod	11	Halibut	2 15	No. 2	4 14	Tubs, No. 2	12 00
Pepper, Singapore, black	10			No. 1 Pickerel	2 8	Clasoes or Herring	2 5	" No. 3	3 14	Tubs, No. 3	10 50
" white	20			Pike	2 8	Bluefish	2 16				
" shot	16			Smoked White	2 8	Frog	33	<b>TWINES.</b>		<b>POULTRY.</b>	
Pure Ground in Bulk	15			Red Snappers	12	Java, 1/8 foli.	32	48 Cotton	20	Local dealers pay as follows:	
Allspice	15			Columbia River Salmon	20	Banner Tobacco Co.'s Brands.		Cotton, No. 1	17	<b>DRESSED.</b>	
Cassia, Batavia	18			Mackerel	25	Banner	16	Sea Island, assorted	30	Fowl	
" and Saigon	25			<b>OYSTERS—CANS.</b>		Banner Cavendish	38	No. 5 Hemp	15	Turkeys	
" Saigon	35					Gold Cut	28	No. 6 "	15	Ducks	
Cloves, Amboyana	22					Scotten's Brands.				<b>LIVE.</b>	
" Zanzibar	18					Warpath	15	Tubs, No. 1	7 00	Live broilers 1 1/2 lbs. to 2 lbs.	
Ginger, African	16					Honey Dew	15	No. 2	6 00	each, per doz	
" Cochin	20					Gold Block	26	Pails, No. 1, two-hoop.	1 35	Live broilers less than 1-1/2 lbs. each, per doz.	
" Jamaica	22					F. F. Adams Tobacco Co.'s Brands.		No. 1, three-hoop.	1 60	Spring Chickens	15 50
Mace Batavia	70					Peerless	26	Clothespins, 5 gr. boxes	40	Fowls	9 20
Mustard, Eng. and Trieste	25					Old Tom	18	Bowls, 11 inch.	80	Turkeys	9 25
" Trieste	25					Standard	22	" 13 "	1 00	Spring Ducks	11 13 1/4
Nutmegs, No. 2	75					Globe Tobacco Co.'s Brands.					
Pepper, Singapore, black	10					Handmade	41				
" white	24					Leidersdorf's Brands.					
" Cayenne	30					Rob Roy	26				
Sage	30					Uncle Sam	28 32				
" Absolute in Packages	30					Red Clover	32				
						Spaulding & Merrick.					
						Tom and Jerry	25				
						Traveler Cavendish	38				
						Black Horn	30				
						Puck Boy	30 32				
						Corn Cake	16				

## MISTAKEN IDEAS OF GOVERNMENT.

The *Boot and Shoe Recorder* in its last issue did me the honor and courtesy to publish in full the comments I made upon its article on "Governmental Control of Monopolies," which appeared in a recent issue of that journal. I am sorry I cannot return the courtesy, but the columns of THE TRADESMAN are not at my disposal. I did not take the *Recorder* to task for its utterances; the editor of that journal has the same right to give expression to his opinions as every individual has in this country, as have the gentlemen who spoke at the recent Social Science Congress in Chicago and who were referred to as "demagogic cranks" by the editor of the *Recorder*, and as has the humble individual who is writing these lines.

The *Recorder* says, in reply to my article, "It" (the article referred to) "is a fair sample of the loose style of generalization and rash assertion which is made to do duty as argument and proof." I simply stated, what is a fact, that we, in this country, elect men to do our business for us, referring, of course, to public business. There is no very great amount of generalization or rashness about that. "It is true in theory," says the *Recorder*, "that the people elect men to offices, and it is true in theory that these men are responsible as employees, and can be removed at stated periods." I have always understood a theory to be an idea which lacks the confirmation of actual practice; on the other hand, a fact is something actually accomplished. That we elect men to office in this country seems to me to be a fact, or, at least, it should be, after being in practice a round hundred years; and that these men so elected are responsible to the people who elected them is a fact. If they were not responsible, they would not make such a desperate attempt at election time to convince their constituents that their record in office was a good one. "But how is it in practice?" asks the *Recorder*. The fact that some of our public officers have been false to the trust reposed in them does not affect the fact of their election by the people, nor, what is common practice, that they will be removed at the earliest opportunity if their faithlessness is established. There is no theory about this, as both Republicans and Democrats can abundantly testify.

It is not true, as the *Recorder* asserts, that "almost all forms of government of which we have any historical record started originally with the idea of an elected ruler or chieftain." The first form of government, "of which we have any historical record," was the patriarchal, next came the monarchical, and, after many centuries, "the idea of an elected ruler;" but never until the founding of our own Republic was there any attempt made at establishing responsible government. It is hardly necessary, even if I had the space at my disposal, to give the reasons why other peoples failed to establish responsible government, "of the people, for the people, and by the people," and why the attempt was successful on this continent.

"The success of modern democratic forms of government, in so far as they have succeeded, is due to the fact that the powers given to the elected rulers have been strictly limited and encroachments zealously guarded." Exactly, and so they will continue to be zealously

guarded, though I am somewhat surprised the *Recorder* should confess that the power of any man elected to do public business can be limited, or that encroachments can be guarded against.

The *Recorder* asserts that government officials do not give service for the salaries they receive equal to the service rendered by employees of private individuals or corporations. It may be true that some government employees are paid more than their services are worth, but the majority are not overpaid. The President of the United States gets \$50,000 a year; the president of one of the great railroad corporations gets \$100,000 a year, and spends much of his time in Europe. The Chief Justice of the United States gets \$25,000 a year; the solicitors for several of the great railway corporations receive \$50,000 a year. Without a doubt those who hold office under the government are qualified to make much more money than they receive from the Government. As to "public work under the direction of public officials," being "practically prohibited by law, national, state, and municipal," there is no such law; but in this case, as in so many others, custom governs, though as a matter of fact, many municipalities do their own work. It would be much better if the contract system were abolished in connection with public works altogether. The "jobbery" in connection with such contracts is notorious. Take the cities of New York, Brooklyn, Chicago, Detroit, and even Boston, and read the history of their public works, which have all been done by contract, and one will inevitably conclude that almost anything would be better than a system which permits of such gigantic boodling as has obtained in these cities. What the *Recorder* fears is that honest men could not be found to do the public work in this connection and also in connection with the great industries if the government should assume control of them. Honest men have been found to do the work of the Treasury department, and so far as the writer's knowledge goes, not even the shortage of a cent has ever been discovered in the books of that department. The disbursing officers of the government have been uniformly honest and capable, so with all having charge of national business. Political "machines" may control "public patronage," but they dare not name a man for office who is not both capable and reliable. The machine would soon find itself "out of a job" if it did. I think it will be generally conceded that the national officeholders of the United States are as honest and discharge their duties as conscientiously as do those of any country in the world. We have nothing to do, in this discussion, with state and municipal officeholders, for it would be the national government which would have control of the industries.

The *Recorder* says the administration of the postal department is a "howling farce." This is the first time the writer ever heard such an assertion. It is the general opinion that no department of the government is more efficiently and economically administered. The *Recorder* thinks the business should be done without showing a deficit at the end of the year. It never will be until the country is thoroughly settled from one end to the other, and we have rapid transit along every route now traversed by Uncle Sam's mail carriers. The remotest hamlet has to be reached by the mails,

## MICHIGAN BARK AND LUMBER CO.



18 and 19

Widdicomb Building.

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

Correspondence Solicited.

## WE ARE MAKING

Special Low Prices on



## LAWN :- MOWERS

Write Us for Price  
If in Need.

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



generally at a cost out of all proportion to the business done. The postal system is being constantly extended into remote sections of the country which do not, and will not for years, pay more than a moiety of the expense of the service. Then, again, steamboat and railroad companies have to be paid enormous sums for carrying the mails, which would be saved to the country if the government controlled the carrying system of the country. Perhaps the *Recorder* is aware of the fact that very many of the mail routes of the country are "bid off," to the lowest bidder, who is seldom, if ever, the mail carrier, but is some one who makes a business of "contracting" with the government to carry the mail over certain routes (for one man sometimes secures contracts for a dozen routes) and who then sublets to some one else to do the work. This is another evidence of the beauty of the contract system. If the government made the contract directly with the man who carries the mail it would result in a great saving to the country. The only waste in connection with the postal service is found in that part of it which is done by contract. There is no comparison between the postal service and the express business. Thousands of towns have no express offices which must and do have postoffices. The express business would stop very quickly if there was no profit in it, but the postal service must go on though the entire cost of it were to be paid by taxes. Does the *Recorder* imagine that when he puts a 2-cent stamp on a letter and starts it on its long journey to, say, San Francisco, that he has given full value for the service rendered by the department in taking that letter to its destination? If he does, let him ask the express company to deliver it for him. "Who would think of sending a valuable package by mail?" laughs the *Recorder*. Thousands of people not only think of it, but do it, every year, and the parcel post business of the department is constantly on the increase. Millions of dollars are entrusted to the postal service every year, and I venture to say that in no business of equal magnitude, if there is one of equal magnitude, is there as small a percentage of loss from dishonesty. The *Recorder* says:

Just try to imagine this system (of governmental control) extended to one or two great industries with the political director generals and assistants way down to the common workers. Try to imagine all these as rewards in the way of spoils for the victors in election contests. How much independence would such employees have as voters in calling the director generals and grand high supreme managers to account? What human being, once in control of such tremendous power as supreme ruler, would admit incompetency and quietly give it up?

The system, as has been said, works admirably in connection with the postal service, the *Recorder* to the contrary notwithstanding, and would work equally well if applied not only to one or two but to all of the great industries. The *Recorder* has scared himself by the big names he has applied to the men who, if in charge of a private business, would be called plain managers. "Director generals and grand high supreme managers." A Secretary of Industries might be appointed, if the position were raised to the dignity of a cabinet portfolio. We don't ask an employee to admit incompetency in private business; if he is proved to be incompetent he is dismissed.

The people of this country do not take kindly to dictation; whether in private or public life, and the man who sought to be a dictator would soon find himself "out of a job."

It is unnecessary to criticize further. What I have said will suggest an answer to every question raised by the *Recorder*. I am glad to see the prominent trade journals discussing this and other public questions. It shows that the leaven is working. There is difference of opinion, as there always will be, and it is fitting that both sides should be heard.

DANIEL ABBOTT.

#### Detraction of Business Rivals.

From the Dry Goods Chronicle.

Some merchants were talking about methods and principles of business in a hotel lobby the other night, and the subject turned upon the advisability of painting rivals in dark colors.

"For my part," said one, "I believe that, apart from the injustice of running down a rival, it is very bad policy. I have always held to the theory that the less you talk about your competitors the better. Does the customer say, 'Jones has the finest line of goods in the market,' don't blurt out that Jones is a fakir, and his goods are poor sellers. If the customer really thinks Jones' goods are the best, your mud-slinging won't prevent his buying from Jones. On the contrary, he is apt to consider your contradiction of his assertion an insult to his judgment, or he may be prejudiced against you by your show of bitterness towards Jones, or he may think your remark inspired by the knowledge that Jones' goods are the best, mixed with a consequent jealousy and soreness."

"It is much wiser to receive the customer's remarks with a quiet jest, or a look of doubt and shrug of the shoulders. Those will have a great deal more effect upon the customer's mind. The very worst thing a man can do is to make slurring remarks about competitors which are not provoked by anything said by the customers. If the latter tells you Jones said your goods were poor, don't fly in a rage; don't say Jones is a blankety-blank fool, liar, cheat or anything else. Just smile knowingly, and if you feel forced to say anything, content yourself with the assertion that Jones seems to be greatly disturbed about your goods. If you do that, the chances are ten to one that the customer will be impressed with the belief that Jones was inspired by a fear of your goods, and that the latter must have some wonderful quality to arouse such a feeling."

"I had an experience a short time ago which proved to me the soundness of my theory. I had secured a very creditable stock at the beginning of the season at an unusually low cost. I was, therefore, able to quote very low prices. The competition in my town is very fierce, though, and I soon found that a good many lies were being circulated about me. One day I was in my office when an old customer came in. 'Say, Johnson,' he said to me, 'do you know what your competitors are saying about you?' 'No, I haven't heard,' said I. 'Well,' said he, 'they say you will probably burst in a short time. Smithers said to me to-day, 'I hear Johnson's going up the spout as sure as fate. I wouldn't be surprised, for he's offering his goods at less than the cost of manufacture.' 'Did Smithers say that?' I asked. 'Upon my word, he did,' said my customer, 'and I know he's telling the same story to every man he meets.' 'Well,' said I, 'I haven't anything to say one way or another. Of course, you know if what he says is true, my customers will profit by it. They ought to hurry along before the smash comes.' Then I winked at him. He grinned, and said he'd come around that afternoon to place his order."

"Some of my salesmen were paralyzed at the way I had taken his remark. 'Why, Mr. Johnson,' said one of them, 'don't you think you will hurt yourself by not denying Smithers' talk?' 'My dear fellow,' I said to him, 'the more that story gets around the better pleased I

will be. Smithers couldn't do me a better turn than by spreading that yarn far and wide. It will have the very effect he wants to prevent. It will make all the town flock here in the hope of getting the advantage of our unreasonably low prices before the failure.'

"The result bore out my assertion. Our store was jammed with customers all through the season and each one of them bought at least 50 per cent. more of us than he would have otherwise, on the strength of Mr. Smithers' assertion, that my goods were sold below cost. Why, my salesmen had to work nights to accommodate the crowd, and if I had opened my store on Sunday we would have been busy then, too."

"As for Smithers, it will be a wonder if he himself isn't the victim of the smash-up he predicted for me. While I was doing a tremendous business, his men were standing around his salesroom with their hands in their pockets."

Chinese cigars are notoriously bad; but the Americanized John only smokes the best Havanas he can afford, and during the past year a petition from the dead Chinamen in America for smokes has resulted in cigars and cigarettes being added to the pyre of roast pig that is consumed at New Year's Eve on the Chinese graves. Egypt is represented by a heavy black cigar shaped like a barrel, not quite three inches long; it looks strong enough to draw a load of wood, and has thick white veins upon its wrapper which look like pieces of string rolled around it.

## CHICAGO

JUNE 25, 1893

### AND WEST MICHIGAN R'Y.

#### GOING TO CHICAGO.

Lv. G'd Rapids. 7:25am 8:50am 1:25pm \*11:50pm  
Ar. Chicago. 12:30pm 3:55pm 6:50pm \*6:30am

#### RETURNING FROM CHICAGO.

Lv. Chicago. 8:25am 9:00am 5:45pm \*11:35pm  
Ar. G'd Rapids. 1:20pm 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. 7:30am \*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  
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. 7:25am 1:25pm \*11:30pm  
To Petoskey, Lv. G. R. 7:30am 1:40pm 11:15pm  
To G. R. Lv. Chicago. 8:25am \*5:45pm \*11:35pm  
To G. R. Lv. Petoskey. 6:05am \*1:30pm \*8:20pm  
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. 22
G'd Rapids, Lv	6:45am	10:20am	3:25pm	7:40pm
Ionia, Ar	7:40am	11:25am	4:27pm	8:45am
St. Johns, Ar	8:25am	12:17pm	5:20pm	9:42am
Owosso, Ar	9:00am	1:20pm	6:05pm	10:25am
E. Saginaw, Ar	10:50am	3:45pm	8:00pm	
Bay City, Ar	11:32am	4:35pm	8:57pm	
Flint, Ar	10:05am	3:45pm	7:05pm	
Pt. Huron, Ar	12:05pm	5:50pm	8:50pm	
Pontiac, Ar	10:53am	3:05pm	8:25pm	
Detroit, Ar	11:50am	4:05pm	9:25pm	

#### WESTWARD.

Trains Leave	+No. 81	+No. 11	+No. 13	+No. 15
G'd Rapids, Lv	7:25am	1:00pm	4:55pm	10:20pm
G'd Haven, Ar	8:30am	2:10pm	6:00pm	11:25pm
Milwaukee Str			6:20am	6:30am
Chicago Str	4:00pm		6:00am	

\*Daily except Sunday  
Sunday only train leaves Grand Rapids at 8 a. m. for Spring Lake and Grand Haven; and at 7 p. m. to connect with Sunday night steamer at Grand Haven for Chicago.

Trains arrive from the east, 7:20 a. m., 12:50 p. m., 4:45 p. m. and 10:00 p. m.

Trains arrive from the west, 6:40 a. m., 10:10 a. m., 3:15 p. m. and 9:35 p. m.

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

Westward—No. 11 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 26, 1893.

#### TRAINS GOING NORTH.

Arrive from	Leave going	North.	South.
For McKinaw, Trav. City and Sag.	6:50 a m	7:20 a m	
For Traverse City & Mackinaw	1:10 p m	1:20 p m	
For Cadillac & Saginaw		4:15 p m	
For Petoskey & Mackinaw	8:10 p m	8:30 p m	
From Kalamazoo	9:10 a m	10:30 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	Leave going	North.	South.
For Cincinnati	6:30 a m	7:00 a m	
For Kalamazoo and Chicago		8:00 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 am 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 solid train with through Wagner Parlor Car. 9:50 p m train daily, through Coach and Wagner Sleeping Car.

**Muskegon, Grand Rapids & Indiana.**  
For Muskegon—Leave. From Muskegon—Arrive

6:55 a m 10:15 a m  
11:25 a 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. Alquist, 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. Depart  
10:20 p m. Detroit Express. 6:55 p m

10:00 a m. Day Express. 1:20 p m

6:00 a m. Atlantic and Pacific. 10:45 a 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. ALQUIST, Ticket Agent.

Union Passenger Station.

## DETROIT, LANSING & NORTHERN R. R.

MAY 28, 1893.

#### 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.



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

Time Table in effect May 14, 1893.

VIA D., L. & N. R. R.  
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. R.  
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.



## NO DEPRESSION.

## Michigan Merchants Note no Diminution in Trade.

Very much is heard at present about the "hard times" wave which has swept over the country. It is said trade is depressed and dull, and that very far from the usual volume of business is being transacted. This may be true in some sections and in certain lines of trade, but it is very far from being true in all parts of the country, this State being so fortunately situated as to feel the effects of the depression as little as any State in the Union. The reasons why this State has been so prosperous when all the indications and predictions were to the contrary, are obvious. As a rule, agriculture is in good condition and farmers are fairly prosperous. Prices for farm products, with the exception of wheat and wool, have ruled high, and, as a consequence, farmers have been buying much more liberally than previously. Among the manufacturers trade has been brisk, good wages have been paid, and so the mechanic has been in better circumstances. These are the two main factors in the case; there are others, but these in themselves are sufficient to have sustained the volume of trade, and even to have given it a very substantial increase. THE TRADESMAN interviewed a number of the more prominent business men of the city, and the result is a gratifying corroboration of what has been and is the opinion of this journal concerning the prosperity of the State. The following are the statements made:

E. A. Moseley (Moseley Bros.): Our business during that period has been entirely satisfactory, and collections have been good. I believe it is true that Michigan generally has felt the effect of the money stringency less than any other State in the Union.

W. P. Granger (Grand Rapids Packing & Provision Co.): Business has been much better during the past six months than for the same period last year.

Henry Spring (Spring & Company): Taken altogether there has been a slight increase in the volume of business done. Collections have been good.

W. S. Gunn (Gunn Hardware Co.): Last year was an exceptionally good one in our business, and we hardly expect to excel it, but, so far this year, will run slightly ahead of last, and collections have surprised us, notwithstanding the hard times. We are, as we have every reason to be, satisfied with our trade so far this year.

T. S. Freeman, merchandise broker: With me business has been very decidedly better during the six months just closed than during the corresponding period last year.

C. T. Bunting (Bunting & Davis): Our business has been satisfactory during the period named, though we have felt the stringency in the money market somewhat.

Frank E. Leonard (H. Leonard & Sons): Much ahead of last year. Collections good.

S. M. Lemon (Lemon & Wheeler Company): We can speak only for ourselves. For the month of June our sales and collections were larger than for any corresponding month during our business career, and the first six months of this year showed a marked increase in our business over any previous corresponding period. As to the immediate future our opinion would, at the best, be mere

speculation; but for the past sixty or ninety days retail merchants have been reducing their liabilities, and, of necessity, have to some extent reduced their stocks; therefore, few, if any, have much surplus stock on hand at present, consequently "a hand to mouth" policy may be pursued for some months to come—and, by the way, that is after all a safe policy to pursue, particularly in close times. Assuming, therefore, that merchants are now carrying light stocks, and that the people must eat in order to live, we see no good reason why we may not look for the usual volume of trade.

Amos S. Musselman (Musselman Grocer Co.): Have nothing to complain of. Are doing a better business every day.

Frank Jewell (I. M. Clark Grocery Co.): Trade so far this year is better than a year ago, and collections have been very good. Business generally throughout the State has been very good, and we have lost less money during the period named than in any similar period since the house was organized.

Milton Reeder (Reeder Bros. Shoe Co.): Business is better this year than last, and collections good. We are satisfied with it.

M. S. Goodman (Hazelton & Perkins Drug Co.): Our business was fully 4 per cent. better during the six months just ended than during the same period last year. This is very satisfactory; considering that the country is suffering from the worst attack of hard times it has had for years.

Ben W. Putnam (Putnam Candy Co.): Our business shows an increase of from 10 to 12 per cent. for the first six months of this year over the corresponding period last year, and collections have been good. But the financial crisis and the World's Fair will undoubtedly have a bad effect upon business for the next six months.

Ed. Donnally (Houseman, Donnally & Jones): Our business has been very satisfactory. Possibly "the dull season" has led us to put forth an extra effort to get business; anyway, we got it.

Wm. Judson (Olney & Judson Grocer Co.): Both sales and collections are ahead of last year, and we are very much gratified with the business done.

S. F. Stevens (Foster, Stevens & Co.): Our business up to July 1 this year was never better, and collections have been good. As to the future, I am no prophet, and have no opinion to offer.

J. Snitseler (Voigt, Herpolsheimer & Co.): We have had a prosperous half year. Collections have been very good.

A. E. Brooks (A. E. Brooks & Co.): Our business has exceeded that of last year in the period named. Collections have been excellent. I see no good reason why we should not have a good fall trade; crop prospects are good, and, when that is the case, business is always good.

Fred. H. Ball (Ball-Barnhart-Putman Co.): Each month has shown a surprising and very gratifying increase over last year's business. Collections are good. The stringency in the money market has not affected country dealers to any appreciable extent. The pinch has been felt mostly in the money centers and among manufacturers. The prospect for the future might be brighter, but we are hoping for the best.

J. W. Thomas (Hudson Tower Clothing Co.): Business has been better this

year than last. The fine weather through March and April started the summer trade somewhat earlier than usual, but the half year was above the average all through.

E. B. Stevens (L. F. Swift & Co.): Business this year is far ahead of last, and collections are satisfactory.

J. S. Hirth (Hirth, Krause & Co.): Business has been satisfactory with us so far this year, but the prevailing depression has affected us somewhat. We expect a still further depression, not only in our line, but in trade generally. You see, the fear of poor business tends to bring about the very thing feared. The retail dealer fears he may not be able to sell, and so orders sparingly. Small orders from the retail dealer means less business for the wholesaler, and, if the wholesaler cannot sell as much as formerly, he cannot buy from the manufacturer, who is compelled either to shorten the pay or the hours of his employees. This means a diminished purchasing power on the part of workmen, and so results in reduced sales by the retailer—it runs in a circle so to speak.

It is evident from the above statements, made by some of the leading business men of the city, that business is in anything but a bad condition, and that all the signs point to a fairly prosperous fall and winter.

## Weekly Report from Secretary Mills.

GRAND RAPIDS, July 17—I desire to say to the members who have failed to receive notice of assessments Nos. 3 and 4, issued June 24 and closing July 24, for \$2, that an unsealed envelope, with "return after 10 days" on same, 1-cent stamp, containing notice of the above assessments, one application blank and circular letter from President Jones, was addressed to and mailed to every member upon our membership list, either in good standing or delinquent, and as the envelopes were carefully verified with above list, before mailing, the failure to reach the parties addressed is either from the address being wrong or the letter mistaken for one of the many worthless circulars now flooding the mails and destroyed before learning the contents. In proof of the former explanation, many of the letters have been returned to us, marked "no such person at address." In many instances this is the fault of the member in not having notified the Secretary of his change of residence, thereby necessitating much extended correspondence to find his present address, as it is our intention to find every delinquent member and get him back, as we have succeeded in finding a number such. If the members who have not received notices of the above assessments will kindly drop me a postal, giving their present address, I will mail them a duplicate notice and correct their address on our new list.

I would specially call the attention of our members to the programme of the Columbian Associated Travelers' Week in Chicago from July 25 to the close of the same week, and trust our Association may be well represented.

Bear in mind that assessments No. 3 and 4 close July 24. Thirteen new members were added to the list the past week and certificates will be mailed during the present week. L. M. MILLS, Sec'y.

## Bank Notes.

A. B. Taylor, the veteran Saugatuck merchant, has arranged to do a regular banking business, having purchased a new 4,000 pound fire and burglar proof safe, with the latest improved time lock.

A Lawton correspondent writes: This town is suffering for the want of a bank. The town is flooded with checks and farmers and traders don't know what to do with them. Harry D. Brown, Cashier of the defunct American Bank, will be

obliged to seek employment elsewhere. He was very popular.

The suspension of the Northern National Bank of Big Rapids created no surprise in business circles, as it was known that the finances of the institution were in hard lines, owing to the losses the bank recently sustained in the failure of the Cotter Lumber Co., of Louisville, and the McElwee Manufacturing Co., of Big Rapids.

## PRODUCE MARKET.

Apples—The horse variety from Tennessee commands \$4 per bbl.

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

Beets—15c per doz.

Butter—The market has sustained a sharp advance, due to the drought in some parts of the country. Dealers now pay 14@16c for choice dairy, holding at 16@18c. Creamery is in fair demand at 20c.

Cabbage—Home grown, \$3 per 100.

Carrots—15c per doz.

Celery—Home grown has put in an appearance, commanding 20c per bunch.

Cherries—Red are 50c higher than a week ago, commanding \$2 per bu. Contrary to expectation, the price will probably not go lower this season, as the people are taking unusually large quantities for canning purposes.

Currants—Red command \$2 per bu. The crop is disappointingly light in amount.

Eggs—Higher and stronger at the advance. Dealers pay 13½c, holding at 15c.

Green Beans—Wax, 50c per bu.

Green Onions—10@15c per doz. bunches.

Green Peas—30c per bu. for marrowfat.

Honey—White clover commands 15c per lb. dark buckwheat brings 12½c.

Onions—Tennessee stock commands \$1.25@1.35 per bu.

Pineapples—Very scarce and hard to get, as the crop is about exhausted.

Plums—California command \$1.50 per 4 basket crate.

Potatoes—Missouri stock commands 75c per bu. Radishes—7@10c per doz. bunches.

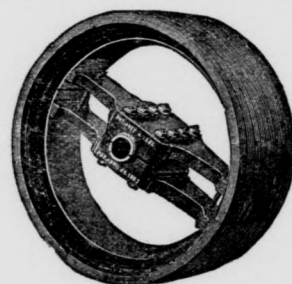
Raspberries—Black command \$2 and red 50c per bu. more. The crop is large and the quality fine. This will be the big week.

Squash—5c per lb.

Tomatoes—\$1.25 per 4 basket crate.

Turnips—Home grown, 15c per dozen bunches. Watermelons—The Georgia crop is coming in freely, commanding 15@20c apiece.

Whortleberries—The Northern Michigan crop is beginning to arrive, commanding about \$2.75 for first quality stock.



## DODGE

## Independence Wood Split Pulley

THE LIGHTEST!

THE STRONGEST!

THE BEST!

## HESTER MACHINERY CO.,

45 So. Division St., GRAND RAPIDS.

## S. A. NORMAN,

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.



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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.

## MILTON KERNS' El Puritano Cigar.



THE FINEST  
10 Cent Cigar on Earth

TRADE SUPPLIED BY  
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## Dry Goods, Carpets and Cloaks

We Make a Specialty of Blankets, Quilts and Live  
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OVERALLS OF OUR OWN MANUFACTURE.

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## UNITED STATES BAKING CO., Muskegon, Mich.

Originators of the Celebrated Cake, "MUSKEGON BRANCH."

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

Mail orders a specialty.

HARRY FOX, Manager.

## F. J. DETTENTHALER,

## WHOLESALE OYSTERS, FISH and GAME,

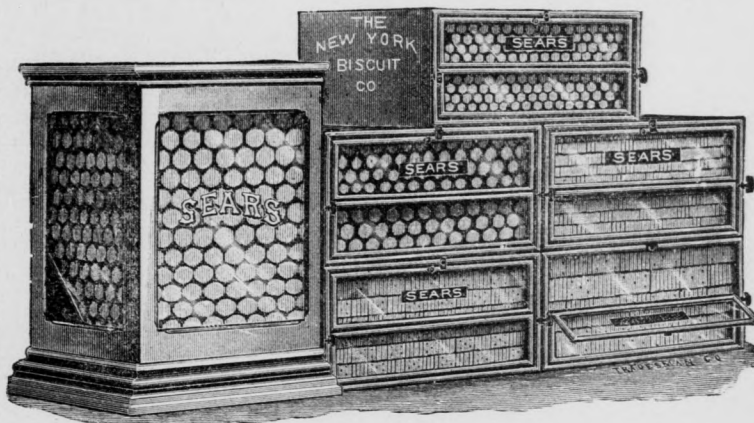
LIVE AND DRESSED POULTRY.

Consignments solicited. Chicago and Detroit market prices guaranteed.

117 Monroe St., Grand Rapids, Mich.

## Cracker Chests.

## Glass Covers for Biscuits.



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

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

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

## NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

## THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

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



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

## THE YOST MFG. CO.,

TOLEDO, OHIO.

# H. Leonard & Sons

CAN SAVE YOU MONEY ON

## FRUIT JARS!

WRITE FOR QUOTATIONS ON

THE MASON JARS,

Packed 1 doz. in a box, or the old style of 6 and 8 doz.; also

**THE DANDY FRUIT JARS,**

The only perfect, self-sealing, all glass can on the market.

**KEEP YOUR STOCK UP DURING THE SEASON.**

We are also headquarters for

Tin Top Jelly Glasses,

PRESERVE JARS,

LARGE MOUTH TOMATO JUG,

CAN RUBBERS,

SEALING WAX,

FRUIT PRESS, ETC.

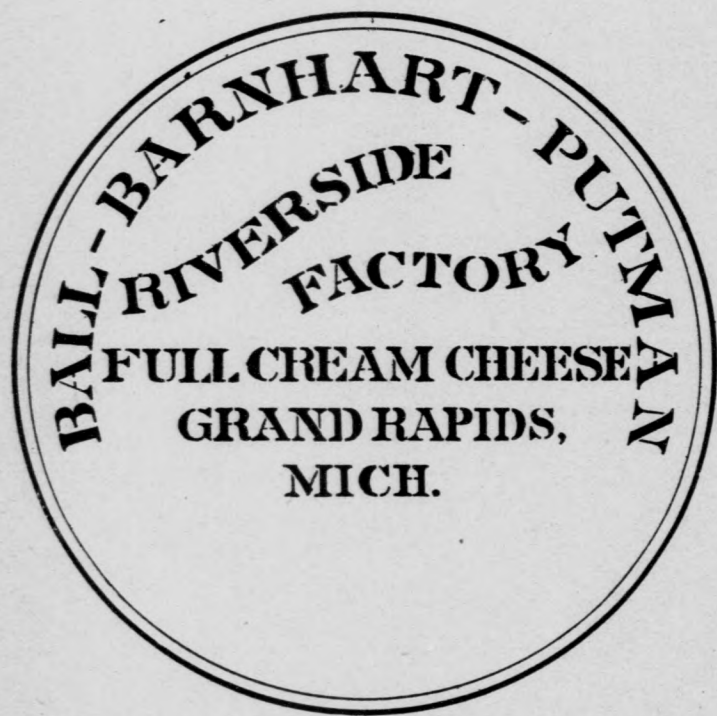
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JELLY TUMBLERS.

GRAND RAPIDS, MICH.



THE DANDY.



**QUALITY WINS!**

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

**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.

**CLARK CIGAR COMPANY**

Corner Ottawa and Lyon Streets,  
**GRAND RAPIDS, MICHIGAN.**

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**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.

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IF YOU WANT A



**Harvard Leather Bag!**

WE ARE GIVING THEM TO OUR FRIENDS.

WRITE FOR PARTICULARS.

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**Grocery**  
**Co.**