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NO. 514

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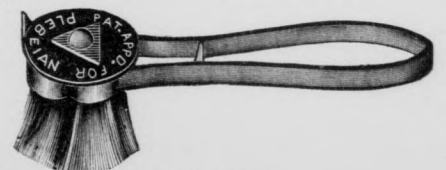


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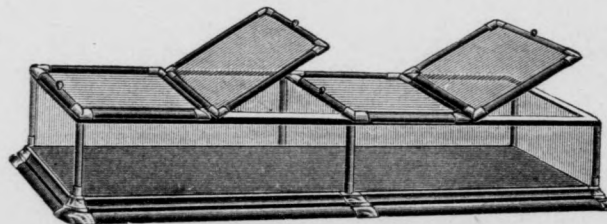
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VOL. X.

GRAND RAPIDS, WEDNESDAY, JULY 26, 1893.

NO. 514



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STRIKING BACK.

George Streeter was in Paris, because he hoped and expected to meet Alfred Davison there. He knew that Davison was going to be in Paris for at least a fortnight, and he had a particular reason for wishing to come across him in the streets of Paris rather than in the streets of London.

Streeter was a young author who had published several books, and who was getting along as well as could be expected, until suddenly he met a check. The check was only a check as far as his own self-esteem was concerned; for it did not in the least retard the sale of his latest book, but rather appeared to increase it. The check was unexpected, for where he had looked for a caress he received a blow. The blow was so well placed and so vigorous, that at first it stunned him. Then he became unreasonably angry. He resolved to strike back.

The review of his book in the *Argus* was vigorously severe, and perhaps what maddened him more than anything else was the fact that, in spite of his self-esteem, he realized the truth of the criticism. If his books had been less successful, or if he had been newer as an author, he might possibly have set himself out to profit by the keen thrusts given him by the *Argus*. He might have remembered that although Tennyson struck back at Christopher North, calling him rusty, crusty and musty, yet the poet eliminated from later editions all blemishes which musty Christopher had pointed out.

Streeter resolved to strike back with something more tangible than a sarcastic verse. He quite admitted, even to himself, that a critic had every right to criticize—that was what he was for; but he claimed that a man who pretended to be an author's friend, and who praised his books to his face, had no right to go behind his back and pen a criticism so scathing as that which appeared in the *Argus*, for Streeter knew that Alfred Davison had written the criticism in the *Argus*, and Davison had pretended to be his friend; and had pretended, as well, that he had a great admiration for Streeter's books.

As Streeter walked down the Boulevard des Italiens, he saw, seated in front of a cafe, the man whom he hoped to meet; and, furthermore, he was pleased to see that the man had a friend with him. The recognition of author and critic was mutual.

"Hello, Streeter!" cried Davison; "when did you come over?"

"I left London yesterday," answered Streeter.

"Then sit down and have something with us," said Davison, cordially. "Streeter, this is my friend Harmon. He is an exile and a resident in Paris, and, consequently, likes to meet his countrymen."

"In that case," said Streeter, "he is probably well acquainted with the customs of the place?"

"Rather!" returned Davison; "he has

become so much of a Frenchman—he has been so contaminated, if I may put it that way—that I believe quite recently he was either principal or second in a duel. By the way, which was it, Harmon?"

"Merely a second," answered the other. "I don't believe in dueling myself," continued Davison; "it seems to me an idiotic custom, and so futile."

"I don't agree with you," replied Streeter, curtly; "there is no reason why a duel should be futile, and there seem to be many reasons why a duel might be fought. There are many things, worse than crimes, which exist in all countries, and for which there is no remedy except calling a man out; misdemeanors, if I may so term them, that the law takes no cognizance of; treachery, for instance—a person pretending to be a man's friend, and then, the first chance he gets, stabbing him in the back."

Harmon nodded his approval of these sentiments, while Davison said jauntily; "Oh, I don't know about that! It seems to me these things, which I suppose undoubtedly exist, should not be made important by taking much notice of them. What will you have to drink, Streeter?"

"Bring me a liqueur of brandy," said Streeter to the garcon who stood ready to take the order.

When the waiter returned with a small glass, into which he poured the brandy with the deftness of a Frenchman, filling it so that not a drop more could be added, and yet without allowing the glass to overflow, Streeter pulled out his purse.

"No, no!" cried Davison; "you are not going to pay for this—you are drinking with me."

"I pay for my own drinks," said Streeter, surlily.

"Not while I invite you to drink with me!" protested the critic. "I pay for this brandy."

"Very well; take it then!" said Streeter, picking up the little glass and dashing the contents in the face of Davison.

Davison took out his handkerchief.

"What the devil do you mean by that, Streeter?" he asked, as the color mounted to his brow.

Streeter took out his card and penciled a word or two on the pasteboard.

"There," he said, is my Paris address. If you do not know what I mean by that, ask your friend here; he will inform you."

And with that the novelist arose, bowed to the two and departed.

When he returned to his hotel, after a stroll along the brilliantly-lighted boulevards, he found waiting for him Mr. Harmon and a Frenchman.

"I had no idea you would come so soon," said Streeter, "otherwise I would not have kept you waiting."

"It does not matter," replied Harmon, "we have not waited long. Affairs of this kind require prompt action. An insult lasts but twenty-four hours, and my friend and principal has no desire to put you to the inconvenience of repeating your action of this evening. We are

taking it for granted that you have a friend prepared to act for you; for your conduct appeared to be premeditated."

"You are quite right," answered Streeter; "I have two friends to whom I shall be pleased to introduce you. Come this way, if you will be so kind."

The preliminaries were speedily arranged and the meeting was to take place next morning at daylight, with pistols.

Now that everything was settled, the prospect did not look quite so pleasant to Streeter as it had done when he left London. Davison had asked for no explanation; but that, of course, could be accounted for, because this critical sneak must be well aware of the reason of the insult. Still, Streeter had rather expected that he would perhaps have pretended ignorance, and on receiving enlightenment might have avoided a meeting by apologizing.

Anyhow, Streeter resolved to make a night of it. He left his friends to arrange for a carriage and see to all that was necessary, while he donned his war-paint and departed for a gathering to which he had been invited, and where he was to meet many of his countrymen and countrywomen in a fashionable part of Paris.

His hostess appeared to be overjoyed to see him.

"You are so late," she said, "that I was afraid something had occurred that would keep you from coming altogether."

"Nothing could have prevented me from coming," said Streeter, gallantly, "where Mrs. Woodford was hostess!"

"Oh, that is very nice of you, Mr. Streeter," answered the lady; "but I must not stand here talking with you, for I have promised to introduce you to Miss Neville, who wishes very much to meet you. She is a great admirer of yours and has read all your books."

"There are not very many of them," said Streeter, with a laugh; "and, such as they are, I hope Miss Neville thinks more of them than I do myself."

"Oh, we all know how modest authors are!" replied his hostess, leading him away to be introduced.

Miss Neville was young and pretty; and she was evidently pleased to meet the rising young author.

"I have long wanted to see you," she said, "to have a talk with you about your books."

"You are very kind," said Streeter, "but perhaps we might choose something more profitable to talk about?"

"I am not so sure of that. Perhaps you have been accustomed to hear only the nice things people say about you. That is the misfortune of many authors."

"It is a misfortune," said Streeter, "What a writer needs is somebody to tell him the truth."

"Ah!" said Miss Neville, "that is another thing I am not so sure about. Mrs. Woodford has told you, I suppose, that I have read all your books. Did she add that I detested them?"

Even Streeter was not able to conceal the fact that this remark caused him

some surprise. He laughed uneasily and said:

"On the contrary, Mrs. Woodford led me to believe that you had liked them."

The girl leaned back in her chair and looked at him with half closed eyes.

"Of course," she said, "Mrs. Woodford does not know. It is not likely that I would tell her I detested your books while I asked for an introduction to you. She took it for granted that I meant to say pleasant things to you, whereas I had made up my mind to do the exact reverse. No one would be more shocked than Mrs. Woodford—unless, perhaps, it is yourself—if she knew I was going to speak frankly with you."

"I am not shocked," said the young man, seriously; "I recognize that there are many things in my books which are blemishes."

"Of course you don't mean that," said the frank young woman; "because if you did you would not repeat the faults in book after book."

"A man can but do his best," said Streeter, getting annoyed in spite of himself, for no man takes kindly to a candid friend. "A man can but do his best, as Hubert said whose grandsire drew a longbow at Hastings."

"Yes," returned Miss Neville, "a man can but do his best, although we should remember that the man who said that said it just before he was defeated. What I feel is that you are not doing your best, and that you will not do your best until some objectionable person like myself has a good serious talk with you."

"Begin the serious talk," said Streeter; "I am ready and eager to listen."

"Did you read the review of your latest book which appeared in the *Argus*?"

"Did I?" said Streeter, somewhat startled—the meeting that was so close and which was coming closer, and which he had forgotten for the moment, flashing over him. "Yes, I did; and I had the pleasure of meeting the person who wrote it this evening."

Miss Neville almost jumped in her chair.

"Oh, I did not intend that you should know that!" she said. "How did you know it? How did you know that I wrote reviews for the *Argus*?"

"You!" cried Streeter, astonished in his turn. "Do you mean to say that you wrote that review?"

Miss Neville sank back in her chair with a sigh.

"There!" she said, "my impetuosity has, as the Americans say, given me away. After all, you did not know that I was the writer!"

"I thought Davison was the writer. I had it on the very best authority!"

"Poor Davison!" said Miss Neville, laughing, "why he is one of the best and stanchest friends you have; and so am I for that matter—indeed, I think I am even more your friend than Mr. Davison, for I think you can do good work, while Mr. Davison is foolish enough to believe you are doing it."

At this point in the conversation Streeter looked hurriedly at his watch.

"Ah! I see," said Miss Neville; "this conversation is not to your taste. You are going to plead an appointment—as if anyone could have an appointment at this hour in the morning!"

"Nevertheless," said Streeter. "I have; and I must bid you good-bye. But I assure you that my eyes have been

opened, and that I have learned a lesson to-night which I will not soon forget. I hope I may have the pleasure of meeting you again and continuing this conversation. Perhaps some time I may tell you why I have to leave."

Streeter found his friends waiting for him. He knew it was no use trying to see Davison before the meeting. There was a long drive ahead of them, and it was gray daylight when they reached the ground and found the other party waiting.

Each man took his place and the pistol that was handed to him. When the word "Fire!" was given Streeter dropped his hand to his side. Davison stood with his pistol still pointed, but he did not fire.

"Why don't you shoot, George?" said Davison.

Harmon, at this point, rebuked his principal, and said he must have no communication with the other except through a second.

"Oh!" said Davison, impatiently, "I don't pretend to understand the rules of this idiotic game!"

Streeter stepped forward.

"I merely wished to give you the opportunity of firing at me if you cared to do so," he said; "and now I desire to apologize for my action at the cafe. I may say that I did what I did under a misapprehension. Anything that I can do to make reparation I am willing to do."

"Oh, that's all right!" said Davison; "nothing more need be said. I am perfectly satisfied. Let us get back to the city. I find it somewhat chilly out here."

"And yet," said Harmon, with a sigh, "Englishmen will have the cheek to talk of the futility of French duels!"

ROBERT BARR.

A Reprehensible Practice.

From the Confectioners' Journal.

In this pushing, driving age, many practices are often resorted to to secure trade which are entirely at variance with the golden rule of doing "to others as you would wish them to do unto you," besides being unprofitable from a purely selfish point of view. One of these practices, and not the least pernicious either, is that of dividing profits with a customer in order to secure the trade of a competitor. Besides accustoming people to a scale of prices which is entirely incompatible with reasonable profit, thus demoralizing trade, it is the baneful source of competitive strife which often leads to the most extravagant limits, and ultimately to all kinds of adulterations and sophistications, from which traders and customers are alike sufferers. In all classes of business, especially in the large cities and towns, are found pica-yune dealers and manufacturers who have no reputation at stake, and very little money, but are willing to do business on a small margin, or even at cost or below. These guerillas are to be found everywhere, and are pests wherever they are, but it is a great mistake to fight them with their own weapons, as you enable them to be your masters from the moment that you consent to follow their lead. This undercutting is rarely resorted to except by men who have neither capital nor reputation at stake, whilst you have both to protect. As a rule it is always the best thing to ignore these pests altogether, and try to hold your trade intact by keeping up the quality of the goods you sell and prices in harmony with that quality. This kind of competition is never very long-lived, and it is always the most profitable course to let these desperados do the fighting whilst you simply look on. You may suffer some loss for the time being, but it will be far less as a passive spectator than as an actual slugger. This is one of the many cases where the old axiom comes in, and is as applicable in business as in morals: "Of two evils choose the least."

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Is Often a Lost One!

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TRADESMAN COMPANY,

GRAND RAPIDS.

THE CONSPIRACY AGAINST GOLD.

The recovery in business so anxiously desired will be greatly accelerated if, at the coming session of Congress, the Sherman act is repealed promptly and unconditionally, and by a vote sufficiently decisive to put an end to all further agitation for the free coinage of silver. For it is not to be denied that the fear of repayment in silver hinders the flow to this country of European capital, which would both supply the demand for money and furnish means for carrying on many useful enterprises now suspended. In itself, indeed, the Sherman act is not so mischievous as most people think it is. Its primary tendency is to inflate the currency and drive out gold, but this, just now, is more than counteracted by the shrinkage of credit going on, and is not, therefore, harmful. The purchases of silver which it requires also do no more than furnish the silver miners with a market for their product at high prices. Still, the indications are that the repeal of the act will be made the test of the strength in Congress of the cause of free silver, and the vote upon it will be to that extent significant.

The fall in the price of silver, which was produced by the announcement that the free coinage of the metal had been suspended in India, and the further fall which our American silver miners so passionately declare will follow the repeal of the Sherman act, have demonstrated that the struggle on behalf of silver is no longer a struggle for its admission to coinage in conjunction with gold, but one for the exclusion of gold from use as money altogether. For with the increase of the production of silver in the world from 63,000,000 ounces in 1873 to 152,000,000 ounces in 1892, and with a consumption of the metal in manufactures of only, at the utmost, 25,000,000 ounces a year, it is impossible to coin it at the ratio of 16 to 1 and retain gold in circulation. In spite of all the assertions about the high cost of mining silver, the fact remains undisputed that in the face of a steadily declining price the quantity produced has steadily increased since 1877. In that year the world's product was 62,648,000 ounces and the average price was \$1.20 per ounce. The next year, although the price declined to \$1.15 per ounce the product increased to 73,476,000 ounces. The price went on falling year by year till it was \$1.05 per ounce in 1890, but the product had continued to increase until in that year it reached 134,380,000 ounces. In 1891 the price was 99 cents per ounce and the product 143,994,000 ounces. In 1892 the price was between 80 and 90 cents per ounce and the product was 152,000,000 ounces. Now that the price is 72 cents per ounce, there is, for the first time, talk of reducing the production.

It needs no prophet to foretell that when 15½ or 16 ounces of coined silver shall have been made by law equal to one ounce of gold the coinage of gold will cease. It was suspended in this country from 1790 to 1834 merely because we made one coined ounce of it equal to but 15 coined ounces of silver, whereas Europe was giving 15½ ounces of coined silver for one ounce of gold. The coinage of silver likewise ceased in this country in 1834, because we then began to require 16 ounces of it as the equivalent of an ounce of gold, whereas Europe would give an ounce of gold for 15½ ounces of silver. So long, there-

fore, as the gold miner can sell his gold in Europe as he can now for a price equivalent to thirty ounces of silver or thereabouts, coining it at a ratio of 16 to one is out of the question.

It is idle in the face of this simple truth for the silver men to assert that a conspiracy has been formed against silver. It is they, on the contrary, who are conspiring against gold. The real, though not avowed, object of their conventions, their speeches, their resolutions, their addresses, and their frantic appeals to the avarice of debtors, is to substitute silver for gold as the single standard of value. Much of what they say is indeed so extravagant that they must know that it will not be taken seriously. When Mr. Warner asserts that the present monetary stringency has been made artificially for the purpose of creating a public sentiment, under cover of which the single gold standard may be established, and the closing of the mints of India is "part of the same great conspiracy" we are in doubt whether to regard him as a lunatic or as a wilful liar. To "establish" the single gold standard in this country neither a panic nor a conspiracy is necessary. It is already established and has been established since 1834. All through the war the Government received only gold for customs duties and paid in gold the interest on its bonds. It was in gold, and not in silver, that we undertook in 1875 to resume specie payments, and the coin which we procured for the purpose was gold coin and not silver coin. At this very moment gold is the universal standard of value all over the country, as the silver men themselves complain. They advocate the free coinage of silver because, being cheaper than gold, prices measured in it, they say, will be higher than they are now. If this is not so, the argument they address to the cotton and wheat growers, that with the free coinage of silver the prices of their products will rise, is based upon a falsehood.

Still more absurd is the assertion in the address adopted by the Silver Convention at Denver, that the repeal of the Sherman act is "the consummation of the conspiracy organized at the close of the Franco-Prussian war to destroy one-half of the coined money of the world," and even this is outdone by the following paragraph in the same address:

It is idle to hope that reducing the value of silver to the lowest stage will force Great Britain to seek international solution of the dilemma. The home of the single standard is in her islands. Its members have fully anticipated the low degree to which silver will descend. They have discounted its disturbance of her Indian trade and steeled their hearts against their Indian subjects. The power that could plot for seventy-seven years; that could force its yoke upon Germany, the Latin Union, Austria and the United States; that could gain to its use the daily press of the country; that could control for twenty years the National conventions of the great American political parties—granting in their platforms professions of bimetalism, but always securing Presidential candidates unalterably opposed to it; that could change an overwhelming sentiment among the people for bimetalism to a feeling of enmity or indifference, can never be induced to relent; for it has counted the cost and has learned its power.

This reminds one of nothing so exactly as of the letter written on behalf of the Watertoast Association of United Sympathizers by Gen. Cyrus Choke, and recorded in the veracious pages of Dick-

ens' "Martin Chuzzlewit." "In freedom's name, sir," says the General, "I advert with indignation and disgust to that accursed animal with gore-stained whiskers, whose rampant cruelty and fiery lust have ever been a scourge, a torment to the world. The naked visitors to Crusoe's Island, sir; the flying wives of Peter Wilkins; the fruit-smeared children of the tangled bush; nay, even the men of large stature anciently bred in the mining districts of Cornwall, alike bear witness to its savage nature. Where, sir, are the Cormorans, the Blunderbore, the great Feefofums named in history? All, all exterminated by its destroying hand. I allude, sir, to the British Lion." Still crazier and more violent is the talk of the Governor of Colorado about an appeal to arms, and threatening that "blood shall flow to the horses' bridles" if the single gold standard is maintained.

Of the 58,000,000 ounces of silver produced in the United States in 1892, Colorado contributed 24,000,000 ounces, Montana, 17,500,000 ounces; Idaho, 3,000,000 ounces; Nevada, 2,500,000 ounces, and Utah, 7,750,000 ounces; making in all 54,750,000 ounces. The aggregate population of those States and Territories, according to the last census, is 888,408. This little handful of people, to uphold the price of their product, demand legislation the inevitable effect of which will be to abolish the gold standard and substitute silver in its place. They have conspired for the purpose with the speculators and landowners of the West and Southwest, and threaten to resort to war. Their success would reduce to half their present value the wages of 10,000,000 laboring men, the deposits of 5,000,000 savings bank depositors, and the life insurance of 1,250,000 policy holders, as well as the investments of unnumbered owners of railroad and municipal bonds, of shares in moneyed corporations, and creditors generally. That a scheme so monstrous should have even a chance of accomplishment is impossible. and the sooner it is knocked in the head the better.

MATTHEW MARSHALL.

It is popularly believed that bank checks and drafts cannot be raised in amount, without easy detection, where the amounts for which they are issued are punched out with perforating machines. This, however, is a mistake, as recently two drafts for \$20 and \$25 were raised to \$2,000 and \$2,500 respectively by the skillful punching out of additional ciphers, thus making the figures correspond with the amounts written, as they were changed. Care should therefore be taken in using perforating machines to cut out some character before and after the figures punched, which may prevent any further figures being punched without showing the alteration.

Impious and unholy Bob Ingersoll has lately expressed himself freely on the silver question now agitating the country. He said: "This is a bankers' panic. The bankers have been predicting a panic for years, and have done all they could to fulfill their prediction. They tell us that the Sherman law has done all the damage, and they point to the present price of silver as one of the results of the Sherman law. Certainly silver did not fall in price because the Sherman bill made a market for 4,500,000 ounces a month. You cannot put prices down by buying. Silver has fallen because it was demonetized. The value of a thing depends somewhat upon its use, and the main use of silver has been destroyed. Suppose gold had been demonetized instead of silver, what would gold be worth?"

Use Tradesman or Superior Coupons.

MOCCASINS.



New Styles for Fall and Winter.

HIRTH, KRAUSE & CO.,

Children's Shoes and Shoe Store supplies.
GRAND RAPIDS, MICH.

CUSHMAN'S Menthol Inhaler
CURES

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

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

Prevents and cures
Sea Sickness
On cars or boat.

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

H. D. CUSHMAN, Manufacturer,
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.

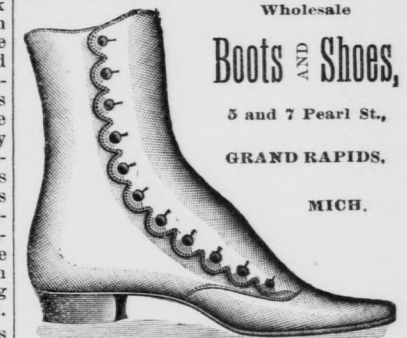
Wholesale

Boots AND Shoes,

5 and 7 Pearl St.,

GRAND RAPIDS,

MICH.



Agents for Wales-Goodyear Rubber Co.

Orders by mail given prompt attention

S. A. MORMAN,

Wholesale Petoskey, Marblehead and Ohio

LIME,

Akron, Buffalo and Louisville

CEMENTS,

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

WRITE FOR PRICES.

10 LYON ST., GRAND RAPIDS

AMONG THE TRADE.

AROUND THE STATE.

Hesperia—O. A. Rowland has sold his general stock to E. W. Rowland.

Eagle—A. R. Drogenstadt succeeds H. W. Partlow in the drug business.

Dundee—Ronig & Berg succeed Wm. H. Ronig in the grocery business.

Benton Harbor—Rowe & Hill succeed Bagley & Hill in the meat business.

Adrian—W. R. Palmer has purchased the grocery stock of Clarence Frost.

Ogden Center—S. A. Johnson succeeds S. A. Johnson & Co. in general trade.

Detroit—Geo. P. Harmon has purchased the drug stock of Daniel O'Leavy.

Bessemer—R. J. Bawden, Jr., succeeds R. J. Bawden, Jr. & Co. in general trade.

Detroit—F. Cronenwett, of the flour and feed firm of F. Cronenwett & Son, is dead.

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

Crosswell—Graham & Higgins succeed Graham Bros. in the drug and jewelry business.

Grayling—Harry W. Evans succeeds Carrie (Mrs. A. S.) Larrabee in the drug business.

Mulliken—B. I. Whelpley has purchased the hardware and drug stock of J. W. French.

Weston—Geo. W. Holden succeeds Holden & Morris in the agricultural implement business.

Reed City—Jos. Hyman succeeds the estate of A. Jacobson in the dry goods and clothing business.

Altona—Eli Lyons has enlarged the capacity of his general store by the erection of a substantial addition.

Saginaw—Dollie A. Jackson has been admitted into the drug firm of C. E. McLean & Co., Geo. F. Cross retiring.

Hartford—Silas Webb, Sr., has purchased the bakery stock of Frank Stowell and H. L. Gleason the stock of confectionery.

Detroit—Geo. N. Huff & Co., commission butter and egg dealers, have dissolved, Geo. N. Huff continuing the business.

Detroit—M. Hirsch & Co., manufacturers of clothing and hats and caps, have dissolved, M. Hirsch continuing the business.

Clarksville—L. A. Scoville has sold his drug stock to C. W. Williams, formerly a member of the drug firm of L. E. Benson & Co., at Woodland.

Watervliet—Mr. Syms has rented his store building to the Dunlap Drug & Grocery Co., of South Haven, which will put in stocks of drugs and groceries.

Traverse City—Cox & Hurley, who conduct a clothing and men's furnishing goods store at Elk Rapids, will open a similar store here about Aug. 1 under the style of Cox, Hurley & Co.

Negaunee—The clothing store of Jacobson, Levitan & Co. has been attached by Cohen Bros. & Co. of Milwaukee. Their claim is for only \$700, but was precipitated by chattel mortgages, recently filed. The stock is probably worth about \$10,000; liabilities undetermined.

MANUFACTURING MATTERS.

Saginaw—Col. Bliss has received 8,000,000 feet of logs from Georgian bay this season, a raft containing over 5,000,000 feet coming over last week. They are very fine, large logs. Lake rafting has been very successful this season. It is

said that there are more logs on the market now than at any previous period in six months. They have been snapped up as fast as offered until recently, but the changed conditions have affected the log market as in lumber.

Port Huron—Frank D. Jenks succeeds Smith, Jenks & Co. in the lumbering business.

Negaunee—Finch & Ericson succeed the Negaunee Sash & Door Co., A. Boulson, proprietor.

Cheboygan—Hays & Munroe are manufacturing from 90,000 to 150,000 shingles a day, and have set the stake at 20,000,000 for the season.

Saginaw—Brown & Ryan report that they sold \$12,000 worth of lumber last month at their Toledo & Detroit yards, against \$15,000 for the preceding month.

West Bay City—Ross, Bradley & Co. have 1,000,000 feet of lumber piled in their new yard here, and the work of erecting their new plant is progressing rapidly.

Traverse City—Chas. Cavis has sold his interest in the cigar factory of Cavis & Phillips to his partner, who will continue the business under the style of J. A. Phillips.

Clare—New machinery is being added and an addition being built to the dry kiln of the Clare Woodenware Co., which will increase the capacity of the plant about one-third. The factory has orders and stock to keep it busy the rest of the season.

Marshall—A stock company, composed of a few of Marshall's staunch business men, has been formed here for the purpose of manufacturing road and farm wagons, etc. This new corporation starts off with a capital of \$18,000, will afford employment to twenty-five men, and will occupy a portion of the buildings now used by the Page Bros.' carriage works, when they move into their new building. It will probably not commence active operations before the last of September or the first of October.

Bay City—The business stagnation has not affected lumber manufacturing as yet and the mills are making the usual record. There has been a falling off in new orders, but as a number of firms are sawing on contracts they have not as yet felt the depression to the extent that pervades other branches of business. So much lumber has been sold for delivery, of this season's cut, that there is not an over accumulation on the mill docks, and many of the local yards are engaged in filling orders booked before the depression struck us. While the impression exists that we are likely to have a dull fall and no higher range of values, there is no talk of a serious decline. Bay City lumbermen were never in better shape to meet dullness, although a continuation of the activity of the early months would have been very gratifying.

Au Sable—A decision of some interest to lumbermen was handed down by the Supreme Court the other day, affirming the verdict of the Circuit Court. The parties to the suit were John W. Hughes et al. vs. Charles Tanner, and arose out of the Potts failure at Au Sable. Tanner owned a mill at Oscoda and sawed lumber during the season of 1890 for the Potts company on a contract. Some lumber was sold by this company to Hughes, the lumber remaining on Tanner's dock at the time of the failure. Tanner then refused to let the lumber be taken from his docks except on payment of the saw

bill. Hughes replevined the lumber. A trial in Iosco county in February, 1892, resulted in a verdict for Mr. Tanner for \$2,644.09. Hughes appealed and the Supreme Court affirmed the verdict of the lower court.

Manistee—Louis Sands' shingle mill is doing good work. He made a good contract for his shingles before he began operations, and moves them as fast as made. There is very little accumulation of pine shingles here this season as most of the operators disposed of their cut early in the season, a good many going out by rail. Some of the Chicago yards are beginning to feel this scarcity already and are making inquiry for some of the popular brands of which they have not been able to procure a sample in the past two months. There was a great deal of rivalry among the operators last winter who were expecting a lively trade this summer and they ran up the price of logs, in some cases paying over \$7 for them. Still, if they can get as many thousand cedar shingles out of a thousand logs as they claim they can, they are making money even at \$1.75.

Bay City—There will be some clearing up and any number of small jobbers cutting hemlock, shingle timber and hardwood in this section of the State the coming fall and winter, but the number of big firms that will put in considerable quantities of logs can almost be counted on the fingers. The A. W. Wright Lumber Co. will put in the usual quantity in Clare county and C. Merrill & Co. will lumber on the Molasses. Bliss & Van Auken purchased 40,000,000 feet on the Twia Lakes branch and are now lumbering there, and the Smalleys have about 25,000,000 feet on the same branch to come here. Col. Bliss has five years' cut in Midland and Gladwin counties, and the Kern Manufacturing Co. has a number of years' stock that comes by rail from the Mackinaw division. Jonathan Boyce has also a stock for a number of years to come from Roscommon county, and it is said that S. O. Fisher has yet some timber tributary to the Mackinaw division. This constitutes the bulk of the operators who will put in timber in this section. The rest will nearly all of them depend upon Canada and other sources of supply. Of course, there will be numerous small lots of hemlock and hardwood cut that will come here.

Gripsack Brigade.

Frank Dela Clare has engaged to travel for Jennings & Smith, covering the trade of Southern Michigan and Northern Ohio and Indiana. He hails from Goshen.

Wm. Connor, traveling representative for Michael Kolb & Son, was in town two or three days last week. He will be here again the week of the races, beginning Aug. 8.

A. V. Wood has resigned his position as city salesman for the Crescent Milling Co. He is succeeded by T. J. Haynes, who was formerly connected with the defunct Model Mills.

J. B. Stone, who for the past three years has represented the Fox Machine Co. in England and on the continent, sails for his field of labor via City of Paris to-day. Mr. Stone has been visiting his brother, F. A. Stone, of the wholesale crockery house of H. Leonard & Sons.

James A. Massie was 42 years old last Saturday, and his wife improved the opportunity to treat him to a genuine sur-

prise in the evening. About forty neighbors and friends were present and a delightful evening was enjoyed by all. Progressive pedro and choice refreshments were the special order of the evening. The boys of the I. M. Clark Grocery Co. presented Mr. Massie with a handsome chair and other remembrances of the event were left by friends.

"I had a very conscientious customer in Peterboro," says a traveler in the *Canadian Grocer*. "He came to the conclusion one day that it was wrong for him to sell tobacco, so he quit. Shortly afterward he sold out his business and moved to Coburg, where he again started into business. By this time he had come to the conclusion that it was not wrong to sell tobacco, so he placed an order for a lot. But, would you believe it, the very night of the day that the tobacco arrived, burglars broke into his store and stole every blessed pound that he had."

BUSINESS CHANCES.

FOR SALE—THE STOCK OF SHOES OF THE late A. Foster. Address Foster Brothers, Port Huron, Mich. 760

FOR SALE—CLEAN STOCK OF GROCERIES in well settled residence locality in this city. Rent, reasonable. Living rooms connected with store if desired. Reason for selling, ill health. Address No. 761, care Michigan Tradesman. 761

FOR SALE—SQUARE MARBLE SODA Fountain, complete. Good as new. Cost \$125. Will sell for \$75. No trade is the reason for selling. Address P. M. Cleveland & Son, druggists, Nunica, Mich. 762

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 will inventory \$2,500; sales \$30 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 Fallas, 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 hustling 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 \$35,000 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

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. 749

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

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

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

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

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

GRAND RAPIDS GOSSIP.

Johnson & Co. have sold their grocery stock at 138 Stocking street to S. A. Curtis, formerly connected with the grocery store of O. W. Pettit on Plainfield avenue.

Ruby S. Walbridge has traded two lots in the Dunham addition for the John K. Meyer drug stock at Muskegon. Before the stock was all shipped, it was attached for debt by Dr. O. C. Williams, whose claim for rent amounted to about \$500. Mrs. Walbridge promptly furnished a bond for \$2,800, with two sureties, and replevined the stock, which she has since removed to this city.

L. W. Loveland recently sold his grocery stock at Belding to M. B. Divine, of Greenville, who took possession July 17. The Olney & Judson Grocer Co., which had a claim against Loveland amounting to about \$1,300, replevined goods to the amount of one-half its claims, and levied on a farm belonging to Loveland, and garnished his bank account at one of the savings banks in Belding to secure the balance of the claim. As the farm is a valuable piece of property, the attaching creditor will undoubtedly realize on its claim. The stock replevined was subsequently sold to Mr. Divine, who continues the business at the old stand.

A. Merryman, who recently uttered a bill of sale on his grocery stock at the corner of Wealthy avenue and East street to T. R. Van Wert, informs THE TRADESMAN that the document was issued with no intent of defrauding his creditors, as Van Wert promised to satisfy the claims of the creditors before putting the bill of sale on record. Instead of doing so, he immediately recorded the bill of sale, took possession of a horse, and took steps to obtain possession of the stock. Mrs. Merryman then asserted her rights and uttered a chattel mortgage for \$175 to the Olney & Judson Grocer Co. on the ground that the stock was hers and that the bill of sale was fraudulent. The Olney & Judson Grocer Co. foreclosed the mortgage, but subsequently stopped proceedings and placed Mr. Merryman in charge, with instructions to close out the stock and convert it into money as rapidly as possible, which he is proceeding to do.

It is a fact worth recording that, while other sections have suffered most severely from the existing monetary troubles, this city and section have so far escaped without serious losses. It is true that some inconvenience has resulted to business interests from scarcity of money, but the resulting trouble has been infinitesimal compared with that experienced in other parts of the country. This fact is being generally recognized and is even being commented upon by traveling men who cover a wide extent of territory and find the trade of Michigan in a more healthy condition than that of any other state. The cause of this comparative immunity from disaster which we now enjoy is to be found in the general conservatism and caution which have prevailed in business circles for more than a year past. It is also worth noting that there has been absolutely no inflation in this section. There were, therefore, no excessive liabilities to be liquidated, when the era of contraction set in, hence the only effect which has been experienced is the check to fresh enterprises which has resulted.

Although the present state of things hampers trade activity and discourages enterprise, it has prepared the business community to take prompt advantage of the earliest evidences of returning confidence. There are no wrecks to clear away here, and, in fact, nothing to prevent a prompt expansion of business activity in proportion to the gradual relaxing of the tension which has existed. The most encouraging feature of the outlook is the magnificent promise of the staple crops of this section. The condition of the crops and satisfactory prices in everything except wheat and wool make it certain that, whatever the present scarcity of available money may be now, there is a practical certainty that when the crops begin to move there will be a great improvement in money facilities. This promising outlook should encourage our business men to put up with existing inconveniences with patience and cheerfulness.

Legitimate trade scored a decisive victory last week. The cases of the three peddlers who were convicted in the Police Court of violating the peddling ordinance, and who entered appeals to the Superior Court, were discontinued, the peddlers paying the costs and taking out licenses. This virtually ends the opposition to the ordinance, as the fight was started in the first place by a third-rate lawyer, whose only hope was to make a little money out of the ignorance of the foreigners who were engaged in the peddling business. He probably discovered that nothing more was to be made after his defeat in the Police Court, and, seeing that his influence was gone, abandoned the cause. It was in the nature of a farce-comedy from the start, with the attorney for the defense in the part of star comedian. He filled the part to perfection, too. It had its serious side, however. Here were a number of foreigners, without the faintest conception of what citizenship means, many of them degraded to the lowest level consistent with any degree of civilization, whose only idea of the liberty which this country guarantees to all within its borders is the liberty to do as they please, in defiance of all law and authority, encouraged in their law breaking and anarchistic proclivities by a man who calls himself a lawyer, who was born and educated in this country, and who claims to be an American citizen. These people come here to make a living—that is good so far as it goes; and if they would go to work and make an honest living, obey the laws and live honestly and decently, they would receive nothing but encouragement from every right-thinking person. Instead of doing so, they herd together like animals in filthy dens which are hardly fit habitations for animals, live on what would nauseate a decent person, pay no taxes for the support of civil institutions, and then propose to go into a business which enters into direct competition with one of our most important commercial interests—the retail grocery trade—which pays large taxes and is a necessity to the comfort and convenience of every individual in the city. Then, because the city proposed to regulate a business that is generally regarded as a nuisance, and tax those engaged in it, there was a howl of rage from the whole dirty pack. The howl dwindled to a whine when they saw that the city was in earnest and would enforce the regulation; the Mayor and City Clerk

were besieged by them day after day in their frantic endeavors to obtain permission to peddle without paying the prescribed fee. It is to be regretted that, in some instances, they were successful, the Mayor exercising the "privilege" of his office and granting permits. Those who could not get permits refused to take out licenses because others had permits. Then "Lawyer" McBride came to the front with his "opinion" that the ordinance was invalid, advising the peddlers not to pay the fee. Then the fun began. One peddler opened up in front of police headquarters, so certain was he that the police could not interfere with him. He was promptly "run in," however. Several others were arrested, but, because of a flaw in the ordinance, the cases were discontinued. The ordinance was subsequently amended by the addition of inspection clauses, and other arrests immediately followed. These cases were tried in the Police Court before Judge Haggerty and a conviction secured in every instance. Then, with a great flourish of trumpets, it was announced that an appeal would be taken to the Superior Court, where the ordinance, which is "an outrage upon American freedom, sir," would be knocked higher than Gilroy's kite. Now comes the *finale*, the last act in the farce. Three of the cases in which convictions were secured were to be "taken up." It was so announced by the "star." He had made his victims believe that Judge Haggerty would not convict. But Judge Haggerty did convict, upon as positive testimony as was ever given in a court of law. This weakened their confidence in the ability of the "star" to play his part out before the higher court, and he evidently realized he could not, so that when the stampede began he made no effort to stop it. The appeal was dropped, and even the three men whose cases were to be appealed, took out licenses. Thus ended the farce, and the next man who endeavors to persuade the peddlers that they need not pay the license fee had better use the telephone and keep at a safe distance. They have been duped, and they know it. Not only have they been compelled to pay the fee for the license, but they had to "retain" Mr. McBride, and, finally, pay the costs of the suits. This is an important and decisive victory. It settles the peddling question, at least for this season. The only thing to be done now is to enforce the ordinance, and this is being done right along. The city officials have found that they have the decent public on their side, and are doing all in their power to carry out the public will, as expressed in the ordinance. Assistant City Attorney Carroll has proved himself to be the right man in the right place, and deserves the thanks of the entire community for his untiring efforts in the interests of law and legitimate trade; and too much praise cannot be given the police department, from Superintendent Carr down, for their vigilance and activity.

The Grocery Market.

Sugar—All grades of refined declined $\frac{1}{8}$ c Monday, in consequence of the decline of raw sugar in London. The latter decline was due to the failure of speculative holders and does not change the statistical position of the crop.

Oranges—Are in very poor supply, but the supply is fully equal to the demand. Last week's prices are still in force.

Lemons—The hot weather is the only thing which keeps the price where it is, and the price is nothing to brag about, considering that the supply is hardly equal to the demand. A drop in the thermometer means a drop in the price of lemons, while continued hot weather may, possibly, enhance the price somewhat. There is no change in the price from last week.

Bananas—Easy, with quotations same as last week.

Meant What He Advertised.

A merchant at Skagit, Wash., thus announces his intention of retiring from business in a local paper:

I am going to close out my entire stock of dry goods, clothing, hats, boots, shoes and notions. Also blankets, comforts, lamps and glassware. Hundreds of useful things that everybody needs. I don't want 'em. Come and get 'em. They will be sold at a price that will lift 'em from my store. I don't want 'em and won't have 'em. Have been keeping store for forty-five years, and its long enough. 'Nothing in it.' Goin' to raise hogs.

Elmer Thompson, book-keeper for Perkins & Hess, goes to Kinderhook Friday to spend a week with his brother. He will be accompanied by his family.

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

SMOKERS ONCE SMOKERS ALWAYS OF THE CELEBRATED

Ben - Hur,

The great 10c Cigar, and

Record Breaker,

The Great 5c Cigar.

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

GEO. MOEBS & CO.

MANUFACTURERS,

DETROIT.

Quick Sellers.

WHAT?

THE NEW FALL LINE

Manufactured by

SNEDICOR & HATHAWAY,

DETROIT, MICH.

All the Novelties in Lasts and Patterns.

State Agents Woonsocket and Lycoming Rubber Co.

Dealers wishing to see the line address F. A. Cadwell, 33 Park street, Grand Rapids, Mich.

THE QUESTION OF ANCESTRY.

The people who are striving to prove that they are descended from beasts instead of from ancestors who, according to the most ancient records, the most ancient human remains and from positive testimony of the most ancient description, agreeing with existing laws of nature, were always of the human species, propagating after their kind, are seriously put about to find arguments to support their theories. All their arguments are built upon mere fragmentary suggestions, and are built upon theories, not upon facts.

Here is an example: A writer in the Chicago Open Court finds great comfort in the fact that when people walk rapidly they swing their arms. To him this is the plainest sort of proof that man was once a quadruped, going upon four legs, but that by a long course of evolution he learned to stand on his hind legs like a bear or a monkey, and, finally, to use only his hind legs in the process of locomotion. Another partisan of man's beastly origin asserts that to the pernicious habit of walking erect must be attributed many of the diseases peculiar to women. If they had only remained quadrupeds they would have been free from many complaints to which they are subject. This is, of course, mere assertion, as there is not a particle of proof in any such assumption, and none is possible. The women of savage tribes walk as constantly erect as do those of civilized races, but they are seldom, if ever, afflicted with organic displacements and disturbances to which their civilized sisters are liable. Disorders that may be attributed to modes of dressing have nothing to do with the standing posture.

But the writer who sees in the swinging of the arms of the human pedestrian a relic of the four-footed gait which men are assumed to have once commonly used is confounded with the fact that the bear standing erect, or the monkey walking on his hind legs, does not swing his forelegs as if he were actuated by the quadrupedal instinct. On the contrary, he is forced to balance himself, to adjust the altered center of gravity to suit the new conditions, and so he does this, not by swinging his forelegs, but by moving them, as does a tight-rope actor his pole, merely as to preserve his equilibrium.

The joints of the human arms are more akin to those of a bird's wings. The ostrich when he runs flaps his rudimentary wings to help his progression, and that is why a man swings his arms when he walks fast. Man is quite as likely to be descended from a bird as from a four-footed beast.

The conformation of man is not fitted for four-footed progression. His knees should be in his arms and his elbows should be in his legs to suit such a mode of locomotion. The missing link which connects the ape with man has never been found, and, until he shall be, he must be regarded as purely an imaginary creature. Of course, there are some men so beastly in their natures as to suggest a beastly origin; but when human beings have a choice of ancestors, it is strange they should choose an ape instead of a man made in the image of God.

FRANK STOWELL.

The United States has more merchant vessels, including those on inland waters as well as those on the ocean, than any other nation. The figures are: United States, 24,383; Great Britain, 21,543; France, 15,047; Germany, 3,639.

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	6
Atlanta A.A.	6
Atlantic A.	6 1/2
" H.	6 1/2
" P.	6 1/2
" D.	6
" LL.	6
Amory	6 1/2
Archery Bunting	4
Beaver Dam A.A.	5 1/2
Blackstone O.	32
Black Crow	6
Black Rock	6 1/2
Boat, AL.	7
Capital A.	5 1/2
Cavanat V.	5 1/2
Chapman cheese cl.	3 1/2
Clifton C.R.	5 1/2
Comet	6 1/2
Dwight Star	6 1/2
Clifton C.C.	6 1/2
BLEACHED COTTONS.	
A B C.	8 1/2
Amazon	8
Amsburg	7
Art Cambric	10
Blackstone A.A.	7 1/2
Beats All.	4 1/2
Boston	12
Cabot	7 1/2
Charter Oak	5 1/2
Conway W.	7 1/2
Cleveland	6 1/2
Dwight Anchor	8 1/2
" shorts	8
Edwards	6
Empire	7
Farwell	7 1/2
Fruit of the Loom	7 1/2
Fitchville	7 1/2
First Prize	7
Fruit of the Loom	7 1/2
Fairmount	4 1/2
Full Value	6 1/2
HALF BLEACHED COTTONS.	
Cabot	7 1/2
Farwell	7 1/2
CANTON FLANNEL.	
Unbleached.	Bleached.
Housewife A.	Housewife Q.
" B.	" R.
" C.	" S.
" D.	" T.
" E.	" U.
" F.	" V.
" G.	" W.
" H.	" X.
" I.	" Y.
" J.	" Z.
" K.	"
" L.	"
" M.	"
" N.	"
" O.	"
" P.	"
CANTON FLANNEL.	
Peerless, white.	Integrity colored.
" colored.	White Star.
Integrity	" colored.
DRESS GOODS.	
Hamilton	8
"	9
"	10 1/2
G G Cashmere	20
Nameless	16
"	18
"	35
CORSETS.	
Coraline	50
Schilling's	9
Davis Waists	9
Grand Rapids	4
CORSET JEANS.	
Armory	6 1/2
Androsoggin	7 1/2
Bideford	6 1/2
Brunswick	6 1/2
PRINTS.	
Allen turkey reds.	6
" robes	8
" pink & purple	6
" buffs	6
" pink checks	6
" staples	6
" shirtings	6
American fancy	6 1/2
American Indigo	6
American shirtings	4 1/2
Argentine Grays	6
Anchor Shirtings	4
Arnold	6
Arnold Merino	6
" long cloth B.	10 1/2
" C.	8 1/2
" century cloth	10 1/2
" gold seal	10 1/2
" green seal TR	10 1/2
" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballou solid black	6
" colors	6
Bengal blue, green, red and orange	6
Berlin solids	5 1/2
" oil blue	6
" green	6
" Foulards	5 1/2
" red	7
" 4	10
" 3-4 XXXX	12
Cocheco fancy	6
" madders	6
" XX twills	6
" solids	5 1/2
TICKINGS.	
Amoskeag A.C.A.	12 1/2
Hamilton N.	7 1/2
" D.	8 1/2
" Awning	11
Farmer	8
First Prize	10 1/2
Lenox Mills	18
COTTON DRESS.	
Atlanta, D.	6 1/2
Boat	6 1/2
Clifton, K.	7
Geo. Washington	8
Glen Mills	7
Gold Medal	7 1/2
Green Ticket	8 1/2
Great Falls	8 1/2
Hope	7 1/2
Just Out	4 1/2
King Phillip	7 1/2
" O.P.	7 1/2
Lonsdale Cambric	10
Lonsdale	10 1/2
Middlesex	5
No Name	7 1/2
Oak View	6
Our Own	5 1/2
Pride of the West	12
Rosalind	7 1/2
Sunlight	4 1/2
Utica Mills	8 1/2
" Nonpareil	10
Vinyard	7 1/2
White Horse	6
" Rock	8 1/2
Dwight Anchor	8 1/2
CANTON FLANNEL.	
Unbleached.	Bleached.
Housewife A.	Housewife Q.
" B.	" R.
" C.	" S.
" D.	" T.
" E.	" U.
" F.	" V.
" G.	" W.
" H.	" X.
" I.	" Y.
" J.	" Z.
" K.	"
" L.	"
" M.	"
" N.	"
" O.	"
" P.	"
CANTON FLANNEL.	
Peerless, white.	Integrity colored.
" colored.	White Star.
Integrity	" colored.
DRESS GOODS.	
Hamilton	8
"	9
"	10 1/2
G G Cashmere	20
Nameless	16
"	18
"	35
CORSETS.	
Coraline	50
Schilling's	9
Davis Waists	9
Grand Rapids	4
CORSET JEANS.	
Armory	6 1/2
Androsoggin	7 1/2
Bideford	6 1/2
Brunswick	6 1/2
PRINTS.	
Allen turkey reds.	6
" robes	8
" pink & purple	6
" buffs	6
" pink checks	6
" staples	6
" shirtings	6
American fancy	6 1/2
American Indigo	6
American shirtings	4 1/2
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" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballou solid black	6
" colors	6
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TICKINGS.	
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" O.P.	7 1/2
Lonsdale Cambric	10
Lonsdale	10 1/2
Middlesex	5
No Name	7 1/2
Oak View	6
Our Own	5 1/2
Pride of the West	12
Rosalind	7 1/2
Sunlight	4 1/2
Utica Mills	8 1/2
" Nonpareil	10
Vinyard	7 1/2
White Horse	6
" Rock	8 1/2
Dwight Anchor	8 1/2

DEMINS.	
Amoskeag.....	13 1/2
" 9 oz.....	13 1/2
" brown.....	13 1/2
Andover.....	11 1/2
Beaver Creek A A.....	10
" BB.....	9
" CC.....	9
Boston Mfg Co. br.....	7
" blue.....	8 1/2
" d & twist.....	10 1/2
Columbian XXX br.....	10
" XXX bl.....	11
GINGHAMS.	
Amoskeag.....	6 1/2
" Persian dress.....	8
" Canton.....	8
" AFC.....	10 1/2
" Teazole.....	10 1/2
" Angola.....	10 1/2
" Persian.....	8
Arlington staple.....	6 1/2
Arasapha fancy.....	4 1/2
Bates Warwick dress.....	7 1/2
" staples.....	6 1/2
Centennial.....	10 1/2
Criterion.....	10 1/2
Cumberland staple.....	5 1/2
Cumberland.....	7 1/2
Essex.....	4 1/2
Elfin.....	7 1/2
Everett classics.....	8 1/2
Exposition.....	7 1/2
Glenarlie.....	6 1/2
Glenarven.....	6 1/2
Glenwood.....	7 1/2
Hampton.....	6 1/2
Johnson Jhon.....	7 1/2
" Indigo blue.....	9 1/2
" zephyrs.....	16
" Lancaster, staple.....	6 1/2
" fancies.....	8
" Normandie.....	8
" Lancashire.....	5 1/2
" Manchester.....	5 1/2
" Monogram.....	6 1/2
" Normandie.....	7 1/2
" Persian.....	8
" Renfrew Dress.....	7 1/2
" Rosemont.....	6 1/2
" Slatersville.....	6 1/2
" Somerset.....	7 1/2
" Tacoma.....	7 1/2
" Toli du Nord.....	10 1/2
" Wabash.....	7 1/2
" seersucker.....	7 1/2
" Warwick.....	7
" Whittenden.....	8
" heather dr.....	7 1/2
" indigo blue.....	9
" Wamsutter staples.....	6 1/2
" Westbrook.....	8
" Windsor.....	10
" Windmeier.....	10
" York.....	6 1/2
GRAIN BAGS.	
Amoskeag.....	16 1/2
Stark.....	19 1/2
American.....	15 1/2
" Valley City.....	15 1/2
" Georgia.....	13 1/2
" Pacific.....	13 1/2
THREADS.	
Clark's Mile End.....	45
Coats', J. & P.....	45
Holyoke.....	45
Barbour's.....	86
Marshall's.....	81
KNITTING COTTON.	
No. 6.....	33
" 8.....	34
" 10.....	35
" 12.....	36
" 14.....	38
" 16.....	39
" 18.....	40
" 20.....	41
" 22.....	42
" 24.....	43
" 26.....	44
" 28.....	45
CAMBRICS.	
Slater.....	4 1/2
White Star.....	4 1/2
Kid Glove.....	4 1/2
Newmarket.....	4 1/2
" Edwards.....	4 1/2
" Lockwood.....	4 1/2
" Wood's.....	4 1/2
" Brunswick.....	4 1/2
RED FLANNEL.	
Fireman.....	3 1/2
Creedmore.....	2 1/2
Talbot XXX.....	30
Nameless.....	27 1/2
" T W.....	23 1/2
" P T.....	32 1/2
" J R F, XXX.....	35
" Buckeye.....	32 1/2
MIXED FLANNEL.	
Red & Blue, plaid.....	40
Union R.....	22 1/2
Windsor.....	18 1/2
6 oz Western.....	32 1/2
Union B.....	32 1/2
" Grey S R W.....	17 1/2
" Western W.....	18 1/2
" D R P.....	18 1/2
" Flushing XXX.....	23 1/2
" Maulsba.....	23 1/2
DOMEST FLANNEL.	
Nameless.....	8 @ 9 1/2
" 8 1/2 @ 10.....	9 @ 10 1/2
" 8 1/2 @ 11.....	9 @ 11 1/2
CANVASS AND PADDING.	
Slate. Brown. Black.....	Slate. Brown. Black.....
9 1/2.....	9 1/2.....
10 1/2.....	10 1/2.....
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Hammers.	
Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel Hand.....	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	3 1/4
Screw Hook and Eye, 1/4.....	net 10
" " " 1/2.....	net 8 1/4
" " " 3/4.....	net 7 1/4
" " " 1.....	net 7 1/4
Strap and T.....	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, and friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japanese Tin Ware.....	25
Granite Iron Ware.....	new list 33&10
WIRE.	
Blight.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s.....	dis. 70
ROPES.	
Sisal, 1/4 inch and larger.....	9
Manilla.....	13
SQUARES.	
Steel and Iron.....	75
Try and Bevils.....	60
Mitre.....	20
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 28.....	4 25 3 25
No. 27.....	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER.	
List acct. 19, '86.....	dis. 50
SASH CORD.	
Silver Lake, White A.....	list 50
" " " Drab A.....	" 55
" " " White B.....	" 55
" " " Drab B.....	" 55
" " " White C.....	" 35
Discount, 10.....	
SASH WEIGHTS.	
Solid Eyes.....	per ton \$25
SAWS.	
" " Hand.....	dis. 70
" " Silver Steel Dia. X Cuts, per foot.....	70
" " Special Steel Dia. X Cuts, per foot.....	30
" " Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	35
Oneida Community, Hawley & Norton's.....	70
Mouse, choker.....	15c per doz
Mouse, delusion.....	\$1.50 per doz
WIRE.	
Bright Market.....	65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 80
" " painted.....	2 40
HORSE NAILS.	
An Sable.....	dis. 40&10
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Bird Cages.....	50
Pumps, Claster.....	75&10
Screws, New List.....	70&10
Casters, Bed a d Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65&10
METALS.	
PIG TIN.	
Pig Large.....	260
Pig Bars.....	280
ZINC.	
Duty: Sheet, 24c per pound.....	
600 pound casks.....	8 1/4
Per pound.....	7
SOLDER.	
1/20%.....	16
Extra Wiping.....	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson.....	per pound
Hallett's.....	13
TIN-MELYN GRADE.	
10x14 IC, Charcoal.....	7
14x20 IC, ".....	7 0
10x14 IX, ".....	9 25
14x20 IX, ".....	9 25
Each additional X on this grade, \$1.75.	
TIN-ALLAWAY GRADE.	
10x14 IC, Charcoal.....	\$ 6 75
14x20 IC, ".....	6 75
10x14 IX, ".....	8 25
14x20 IX, ".....	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester.....	6 50
14x20 IX, " ".....	6 50
20x28 IC, " ".....	13 50
14x20 IX, " Allaway Grade.....	6 00
14x20 IX, " ".....	7 50
20x28 IX, " ".....	12 50
20x28 IX, " ".....	15 50
BOILER SIZE TIN PLATE.	
14x28 IX.....	\$14 00
14x31 IX.....	15 00
14x56 IX, for No. 8 Boilers, } per pound.....	10 00
14x60 IX, " 9 ".....	

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

100 Louis St., Grand Rapids,

— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

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Communications invited from practical business men.

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

E. A. STOWE, Editor.

WEDNESDAY, JULY 26, 1893.

TOO MUCH EDUCATION.

There is an excessive supply of highly educated men in Germany.

Every able-bodied male between the ages of 18 and 45 years is liable to military duty in the German Empire. Not only is he liable, but he must serve. He must enter the active service and graduate through the entire course until he comes into the reserve. The laws of service are very strict, nevertheless they favor the educated classes, since university students have privileges which enable them to reside at home and complete their studies, while professional men of all descriptions enjoy certain exemptions from the drudgery of a soldier's life. One large result of these laws is that young men who desire to escape the hardships of military service have entered the universities and educated themselves for professional pursuits. This sort of thing has gone on until men with university education are largely in excess of the supply and find it difficult to earn a subsistence in following their professions.

In order to remedy the evils growing out of this state of affairs an effort is being made to ship the excessive supply of professionals to foreign countries. A circular letter addressed to prominent parties in this country, sets forth the situation. It says, in effect, that especially in the learned professions a superabundance of forces and talents is continually increasing and impelling its possessors to seek fields and opportunities for their application in foreign lands, being led by the same impulses that drove men from the fatherland to distant climes. The missionary spirit from time immemorial sent forth the clergymen, but now physicians, pharmacists, chemists, engineers, jurists, teachers and others would be willing to seek their fortune abroad if anyone call them, or at least instruct them about the places where they might display their talents and utilize their education. Aimless and aimless this surplus of forces will waste at home, aimless and aimless it will exhaust itself abroad, unless it be rightly informed and guided by special agencies and organizations established in its behalf.

Education in the German univer-

sities is considered very thorough, and many Americans yearly go to Germany for the purpose of extending their studies in those celebrated institutions of learning, and when they return to their own country they have no difficulty in securing posts of instruction in our best schools. But would it be desirable to encourage the wholesale immigration of these university men? How would it affect our home supply of teachers and professionals? The American theory is that it is impossible to have too many educated citizens, and, if it were possible, every citizen should be given a university education. In one sense this is all right. In a republic every citizen should have an opportunity and the best facilities possible for doing his best work and developing his talents to the highest point. It is by competition that the best results are secured in any department of life. Not all can reach the summit, but each can advance as far as his abilities will carry him, and each individual should be stimulated to put forth his best efforts.

Unfortunately, there is a notion, too commonly entertained, that education unfits men for manual work. It is impossible to dispense with hand skill. Handicraftsmen are precisely as necessary as are brain-workers. If education has the effect of unfitting men for handwork, there is something wrong in it. But THE TRADESMAN does not take any stock in such a notion. It is only a little learning that is dangerous. It is the smatterer who is accurate and well-informed in nothing that is undesirable for any sort of work. Thoroughly educated men, provided they are all right in character, habits and health, are good, no matter where they are placed. Their education is no bar to any sort of excellence. The more of them the better it will be for our great Republic.

THE WORLD'S MONEY.

The history of modern finance dates from the discovery of America. Then were opened to Europe the rich gold and silver mines of Mexico, Peru and other parts of Central and South America. The spirit of discovery and foreign adventure having been aroused by the voyages of the great Genoese, other nations, such as Portugal, Holland and England, imitated the example of Spain in colonizing and conquests in the Indies, both East and West.

It is estimated that in 1492 there was in Europe a total stock of coined money, both of gold and silver, of \$34,000,000, equal to \$170,000,000 of our money. The total population of Europe was 40,000,000, making to each head of population, \$4.25.

Up to 1492, and long afterwards, business was done for cash in coin or for barter. There was no paper money and foreign bills of exchange were not in use.

The chronic state of war which existed in all countries since the fall of the Roman Empire had produced a state of national disquiet which had impaired all national credits, and no loans were made save on pledge or pawn of valuables. National and personal credit are the result of long periods of peace and of extensive commercial intercourse and general prosperity, and of confidence begotten by such conditions. Paper money and banking are the fruits of civilization.

To-day the commercial nations of Europe and America can no longer be

separated from the rest of the world. Trade embraces every country and brings them into business relations. Once there was a time when India was thought of only as a country to be plundered. Now it is a commercial power, and the shutting of its mints against silver makes at once a most serious impression upon every other trading nation. An estimate, recently made by the director of the United States Mint, of the total amount of gold and silver coin and paper money in the world, gives, gold, \$3,632,000,000; silver, \$3,968,000,000; paper money not covered by deposits of bullion, \$2,285,000,000, making a grand total of \$9,885,000,000, while the earth has a population of some 1,200,000,000 people. What a contrast compared with the condition of the world's finances in 1492, as shown above. In the statement of the world's money the chief nations are credited as follows:

Countries	Gold	Silver
Great Britain.....	\$550,000,000	\$100,000,000
France.....	800,000,000	700,000,000
Germany.....	670,000,000	210,000,000
United States.....	654,000,000	575,000,000
Belgium.....	65,000,000	55,000,000
Italy.....	93,605,000	50,200,000
Switzerland.....	15,000,000	15,000,000
Greece.....	2,000,000	4,000,000
Spain.....	100,000,000	125,000,000
Portugal.....	40,000,000	10,000,000
Austria-Hungary.....	31,330,000	20,000,000
Netherlands.....	25,000,000	65,000,000
Scandinavian Union.....	32,000,000	10,000,000
Russia.....	190,000,000	60,000,000
Turkey.....	50,000,000	45,000,000
Australia.....	107,000,000	7,000,000
Egypt.....	100,000,000	15,000,000
Mexico.....	5,000,000	50,000,000
Central America.....		500,000
South America.....	45,000,000	25,000,000
Japan.....	90,000,000	50,000,000
India.....		900,000,000
China.....		700,000,000
Canada.....	16,000,000	5,000,000
Cuba, Hayti, etc.....	20,000,000	2,000,000
Totals.....	\$3,632,000,000	\$3,968,000,000

It will be observed that the silver countries in the order of the quantities held as money are India, China, France and the United States. The gold countries are France, the United States, Germany and Great Britain. France has an immense stock of silver, but is also largely provided with gold. The United States should have no difficulty in handling the present stock of silver, provided it be put into circulation and kept there and a gold supply for the Treasury be secured.

OPPORTUNITY FOR COUNTERFEITERS.

The present price of silver presents an unexampled opportunity for counterfeiters. Pure silver can be bought at 71 cents an ounce. An ounce of silver contains 480 grains troy. Take of it 371¼ grains of pure metal and 40¼ grains of copper and coin into a dollar of the proper fineness and weight. Of course, in stamp and external appearance it must be an exact imitation of the genuine. It will be of precisely the same weight and value. It will contain about 55 cents' worth of silver. It will be in every way as good as the genuine, save that it is made without the sanction of the law, and will, therefore, be a counterfeit, and those who make it will be subject to the penalties of the law. Nevertheless, if perfectly made, the mint and treasury authorities will be unable to detect it from the genuine.

Such a coin, containing 55 cents' worth of silver, can be manufactured in large quantities at a cost not exceeding 10 cents apiece. It will cost to its manufacturers 65 cents, and can be put upon the market without fear of detection, for 100 cents, leaving to the counterfeiter a profit of 35 cents. Of course, the counterfeiter would require dies and a coin-

ing press as good as those in use by the United States, but the unlimited opportunity for business, the large profit and security from detection invite to the enterprise. Counterfeit coins are commonly made of base metal, but when a money metal becomes so vastly cheaper than its official stamped value as that counterfeit coins can be profitably made of it, then some readjustment of values is necessary.

THE CRISIS IN AUSTRALIA.

The results of the financial crisis prevailing in Australia are now beginning to become manifest. The recent advices from that country report the prevalence of widespread distress as a sequel to the stagnation to general business resulting from the immense shrinkage in values, the shaking of confidence and the disasters to so many of the Australian banks.

The great number of bank failures have tied up the deposits of a very large number of persons and have withdrawn a large amount of money from circulation. As a result, a general process of contraction has followed, which has put a stop to manufacturing enterprise, paralyzed trade and thrown large numbers of people out of employment.

All these disasters are directly traceable to the extraordinary expansion which took place in Australia a few years ago. During the boom period all sorts of enterprises were overdone. There were investments in real estate to fabulous limits which absorbed vast sums of money. The actual expansion of the business of the country was not commensurate with the vast investments made, and, as a result, there has been a steady contraction, culminating in the recent panic.

The crisis in Australia is one of the most conspicuous instances of the inevitable reaction which must always follow undue inflation, and should serve as a lesson to those sections in our own country where there is a tendency to inaugurate fictitious booms.

THE TRADESMAN gives place, this week, to an interesting description of the recent cheese poisoning cases at Mansfield, Ohio. Such cases are of frequent occurrence, Michigan having had her due share of such troubles, although of recent years she has been singularly free from poisoning cases. It is a peculiarity of poisoning by cheese that no one has ever died from this cause. This statement is made on the authority of Dr. Vaughan, the discoverer of tyrotoxin, who bases the statement on scientific researches covering a period of more than 200 years.

From Out of Town.

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

E. W. Pickett, Wayland.
Geo. H. Smith, Pearle.
J. C. Neuman & Co., Dorr.
A. W. Fenton, Bailey.
N. Bouma, Fisher.
Thurston & Co., Central Lake.
E. E. Hewitt, Rockford.
Seymour Hunting, Rockford.
E. T. Coombs, Edgerton.
Jackson Coon, Rockford.
R. B. Gooding, Gooding.
H. C. Carpenter & Son, Woodland.
Geo. S. Curtiss, Edgerton.
B. I. Whelpley, Mulliken.
John Marin, Reed City.
J. Cohen, White Cloud.
T. J. Jardine, White Cloud.
John Kinney, Kinney.

Hyperbolic Bombast an Evidence of Enterprise.

Written for THE TRADESMAN.

I do not wish to be understood as intimating that hyperbolic bombast is enterprise, or that it is the key which unlocks the way to true prosperity; but I do say that it is a sure evidence that those who indulge in it to the greatest extent are the ones who are credited with being the most enterprising.

We Americans of the present generation have been reared on condiments. We do not relish plain food as we once did. Everything must be spiced and highly seasoned; and we are constantly demanding a change of diet. Our digestive organs are all out of "whack," being no longer able to masticate and digest good, old-fashioned, salted-down facts. There is a sort of mold on them which does not agree with us, and the only way we can get one down is to dilute it in about nine times its bulk of pure fiction and sugar-coat it with sensation. We have been fed on invention so long that nothing but the most startling mental impressions will attract our attention. This hyperbolic bombast is not confined to the mercantile world—it is universal. The largest congregations are found where the most sensational pulpit orators hold forth and the most successful revivals are those under the leadership of evangelists who are strikingly original in declaration and novel in method. The fakir on the street corner who catches the greatest number of suckers is the fellow who can invent the biggest lies and fire them off without a twitch or a twinge. In the literary world the writer who can hug the border of forbidden territory the closest without falling into it is the one who wins renown and gathers in the shekels, whether his productions are intended for the periodical, the library or for rehearsal upon the stage. The newspaper credited with the largest degree of enterprise and enjoying the most extensive circulation is the one which makes the most liberal use of expletives and explosives, and flaunts the most blood-curdling and soul-blistering headlines. As an illustration of modern journalism of the enterprising and public-pleasing type, let us suppose that some four corners somewhere not shown on the map, containing one store, two houses, a saloon, blacksmith shop and a barn, was visited by a wind-storm which blew the roof off the blacksmith shop and the sign off the store, killing the saloonkeeper's dog and skinning the storekeeper's nose. The next morning, while passing down the street, the enterprising paper's street agents arouse our morbid curiosity by shouting: "Morning Palliator—all about the cyclone—only five cents." We give up our last nickel, and, while we read the following glaring headlines, our eye-balls become transfixed:

A CYCLONIC TERROR.

A PROSPEROUS TOWN WIPED OFF THE FACE OF THE EARTH.

TREMENDOUS LOSS OF LIFE—LIST OF THE DEAD.

It is the evidences of mercantile enterprise I wish more particularly to point out. In the first place I wish to state—and I do so without the least fear of contradiction—that the retail merchant who conducts his business on strictly matter-of-fact principles is unrecognized by the public as an enterprising business man.

Such a man is dubbed a plodder. He clings to antiquated ideas and is looked upon, in this bombastic age, as a sort of a bump on a log. He is to the world of traffic what a cherry pit is to a pie—in it, but not of it. Were it not for the fact that he is compelled to occupy space, no one would know that he was in existence. A merchant who cannot be honest without confining himself to dry, hard, stale facts, and who cannot tell the truth without representing things just as they are, was born into the world at too late a date to ever win distinction as an enterprising business man. He is of too old a pattern to be made over, and will have to peg out the remainder of his days under the old superstitious notion that a business man can tell a lie if he wants to as easily as a man who is not in business. Funny, isn't it? Still, it must be remembered that they are the relics of a by-gone age, perfectly harmless, and will soon have disappeared entirely.

The enterprising merchant is a different kind of fellow. He is hyperbolically bombastic and is never caught posing as a roost for flies. Like the enterprising newspaper man, he humors the whims of the people, keeping plenty of bait on hand, so that the public is never permitted to tire of one kind before another is thrown out. He is in it up to his neck and if there be any game in the puddle he is going to have his share. He is enterprising in the modern sense of the term, and, therefore, not amenable to any code of morals. According to the latest improved ethical standard, he is divorced *et vinculo* from his own conscience, and invention, unlimited and universal, is placed at his disposal.

It is no evidence of enterprise to appear in a four-inch space and modestly announce that you have good, clean, fresh family groceries for sale at moderate prices. There is nothing startling about this; it sounds too much like a fact, and, whether it be one or not, the public looks upon it as such and turns it down. The public, nowadays, can be actuated only with a spirit of enterprise, and if a man feels as though he can't do business without springing a fact on the people every now and then, he will have to destroy its identity by inflating it with hyperbolic gas to seventeen times its true size, or get out of the way for more enterprising men. Elasticity is what the people are educated up to, and a business man who can't stretch himself up to an unlimited number of times his true size is a drone in the modern bee-hive. If you want to know who are setting the North River on fire, look over the morning paper—the great reflector of modern enterprise. There is Geta, Moveon & Co., with a whole page of bombast. They have salted down the proceeds of their spring trade and have recently laid in a heavy stock of "half-off" goods for the regular summer trade. Here is an exhibition of enterprise which the people dearly love—not a single depressing or discouraging fact in it. They have been waiting some time for the arrival of the "half-off" goods and now there is a regular stampede for them. Nothing shows the wonderful progress made in merchandizing by this spirit of enterprise to better advantage than a review of these summer sales. In old foggy times, midsummer was a breathing spell. Inventories were taken during the lull, and preparations made for the resumption of business in September; but, when

THE PUTNAM CANDY CO.,

JOBBER OF

ORANGES,
LEMONS AND
FOREIGN NUTS.

THE PUTNAM CANDY CO.

Badges

For

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

THE TRADESMAN CO.

If you are ever troubled with Piles in any form, itching, protruding or bleeding, do not forget that the safest and surest, as well as the quickest and cheapest remedy is the

PYRAMID PILE
CURE

The best known, the most successful and satisfactory of any remedy known for the cure of these annoying and oftentimes serious troubles.

Your druggist will tell you it gives complete satisfaction and immediate relief on the first application and accomplishes a complete cure without pain or inconvenience, and in most cases in a remarkably short time.

It is perfectly harmless, being composed entirely of vegetable ingredients, and contains not a particle of mineral poisons.

Last, but not least, it is so cheap as to be within the reach of every sufferer, and enables anyone to give it a trial at a trifling cost.

All druggists sell it.

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.

the spirit of enterprise asserted itself, summer siestas and periodical dozing spells were driven into the shadows. Special "off" lines of goods were provided for these occasions. At first it was "10 off," and, as soon as the people could stand it, "quarter off" lines were put in. Next came "third off" lines, and now the people have been educated up to a point where they will pay the big margins of profit levied on a "half-off" class of merchandise. This spirit of enterprise has caught the public fancy and the time is not far distant when the people will pay, without a twitch of reluctance, the enormous profits of a "three-quarter-off" special line of merchandise.

You will notice, also, the two-column, special sale "ad." of Hooperup, the River street shoe man. He got stuck with a heavy line of men's \$4 shoes. They must be sold, and Hooperup, being an enterprising man, is equal to the occasion. He marks those \$4 shoes up to \$5, advertises a "half-dollar-off" special sale of men's fine shoes, with a 25-cent (costs 12½ cents) blacking brush thrown in with each pair. Will it work? Most certainly it will—genuine enterprise always works. If Hooperup was not in the business for all there is in it, he would not be an enterprising man, and the sheriff would have to help him out at the present time. And there is the ever-present profile of Dr. O. Mud Clapp in the column adjoining that of Lydia E. Pinkham. The Doctor dearly loves to see his name in print. He declares he is the great and only two-legged trick-performer and miracle-worker that ever tamed a cyclone or sprouted new life into a dead man. Does he succeed? Well, I should say he did. The mail brings him bank notes every day from every point of the compass. It is simply a case of enterprise. The people don't care a continental for the intrinsic value of a thing, if it be sufficiently bombastic. They are swayed by their mental impressions received through the avenues of the senses; and these avenues, being in constant communication with the external sounds, sights, tastes and smells, are monopolized by enterprising men in molding these impressions for their own individual benefit. Modern advertising is based on this scientific principle. It matters not what method is made use of so that it is sensational or startling. It takes something unusual or extraordinary to form an impression, hence old barriers are broken down and the regions of invention are explored for wild exaggerations, extravagant figures of speech, crazy creations—anything to startle, and impress the public mind. No wonder that the matter-of-fact merchant is left out in the cold.

Leaving the morning paper and its "half-off" supporters out of the question, the drummer deserves a seat in the front row as the great champion "enterpriser" in the art of narrating events. His wonderfully varied experience, and his lingual attainments justly entitle him to this proud distinction. His lingo is, really, something remarkable. I do not wish to insinuate that the drummer makes use of linguistic colors not true to nature; but I do assert that were his territory extended so as to take in the sun, moon and stars; and were his experience a hundred-fold more multifarious, and the number of his eyes, ears and tongues exceeded that of a devil fish's arms, no one

would listen to his story, if it was a truthful narrative of the most extraordinary occurrence that was ever witnessed or experienced by him. The drummer is an enterprising business man. He keeps his finger on the pulse of the people. He knows they have become too delicate to digest facts, and he is too much of a gentleman to impose on them. In fact, no drummer in good standing, was ever caught in the act of palming off a fact on any one—not even his most inveterate enemy.

Facts went out of date when the drummer and the morning paper made their appearance. Enterprising business men recognize this fact and give the people the popular substitute—hyperbolic bombast.

E. A. OWEN.

What Makes a Good Clerk?

Clerks need to be live, energetic, obliging and original. At no time in the history of business was this more imperative than to-day. And no matter how well qualified a merchant himself may be he has little chance of success if his staff of clerks are not of the desired stamp. Here one meets a clerk who is little better than a machine. He shows the customer just what he wants to see and just what he asks for, nothing more and nothing less. New goods his employer may have in stock, but he apparently knows nothing about them, no matter how desirous it may be that they should be introduced. The only difference between the mechanical clerk and the nickel-in-the-slot machine is this: you drop a word in the ear of one and a nickel in the slot of the other. The advantage, however, is rather with the latter, because it is cheaper. And if the principle of the nickel-in-the-slot machine goes on extending in the future as it has in the past, it is probably but a matter of time before the metal machine will supplant the automatic clerk. You can already get a cup of coffee, a cigarette, and in fact numerous other things by dropping a nickel in the slot, and why not a pound of tea or sugar, or a can of fish, meat or vegetables?

A clerk, to be of any value, must be live and energetic, a man prolific in ideas and that has judgment to turn these ideas to account whenever a favorable opportunity offers. It is the only road to success. If one employer does not recognize your services it is only a matter of time before another will. Merit will meet with its reward in the long run. Push goods at every opportunity, and if you have a new or desirable line in stock be sure and acquaint each customer of the fact. But tact is as essential as any other qualification. It would be infinitely better for some clerks, and merchants, too, for that matter, if they never undertook to induce a customer to purchase something in addition to what he or she may have entered the store for. In their anxiety to sell they overreach themselves. It is not advisable to be too pressing; and here is where a good many make a mistake. Never force goods. To state that you have a nice line of such and such an article in stock, to point out its peculiarities as to quality or cheapness, and to politely ask if the customer would like to try it is practically all that is necessary. When they give a negative answer do not persist. People do not like to be bored. Some people are particularly difficult to approach; and this suggests the idea of the advisability of all clerks making a study of human nature in general and of the peculiarities of their customers in particular. No two are constituted alike, and the man who fails to realize this will neither make a successful merchant nor a successful clerk. Learn the likes and dislikes of your customers and how you can best handle them. That is the foundation of success; and there is no other.

Do You give PREMIUMS for cash Trade?
WHY NOT BEGIN NOW?
The NATIONAL BOOK & PICTURE CO.
 devotes its attention to preparing
PREMIUM PLANS which go.
LARGEST BUSINESS OF THE KIND IN THE WORLD.
 SEND FOR THE WINNER
TRADE MARK 167-169 Fifth Ave CHICAGO

ALL THE COMFORTS OF HOME
 includes the great temperance drink
Hires' Root Beer
 It gives New Life to the Old Folks,
 Pleasure to the Parents,
 Health to the Children.
 Good for All—Good All the Time.
 A 25 cent package makes Five gallons. Measure and get Hires'.

JAVA OIL

RAW AND BOILED.

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

Purely Vegetable,

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

Free From Sediment,

has better body, dries nearly as quick and with better gloss than Linseed Oil. Especially adapted to priming and mineral painting.

This Oil is a Winner!

Try a sample can of five or ten gallons. Write for prices.

H. M. REYNOLDS & SON

GRAND RAPIDS, MICH.

MICHIGAN

Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN

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 p r Day.

Elevated station only one block away; Cable cars pass door.

WM. H. HOOPS, Prop'r.

REPRESENTATIVE RETAILERS.

Wm. Brink, Senior Member of the Firm of Brink Bros.

Wm. John Brink was born July 8, 1835, in Rotten, Province of Drenthe, Netherlands. His father was a farmer. He early manifested a desire and aptitude for study, entering the public school at the extremely early age of 4 years, and at 5 years of age he was considered one of the best readers in the school. He continued in school twelve years, when he took his place as one of the "bread winners" of the family, working with his father on the farm. At 25 years of age he married, continuing to work as a farm laborer for three years longer, when he began peddling dry goods, at the same time conducting a small grocery store. He was 35 years of age when, in 1869, he took ship with his family for this country. Arriving here he went first to Illinois, but, after a short stay, came to Grand Rapids. Soon after his arrival he purchased the lot, now known as 34 Grandville avenue, where his present place of business is located, for \$400, paying \$80 down and erecting a small dwelling house. Securing a few necessary tools, Mr. Brink began work as a carpenter. After five months he entered the Widdicomb furniture factory, where he remained seventeen months. He then purchased the grocery business of M. Witter, on Monroe street, selling his property on Grandville avenue for \$800. The business on Monroe street was a partnership, the firm being known as Brummeler & Brink. The firm continued in business for seven years, Mr. Brink then retiring and engaging in the flour and feed business. After an experience of only four months in that line, he again went into the grocery business, this time with C. Quint, at 46 Grandville avenue. This partnership continued for one year, when Mr. Brink once more purchased his old premises at 34 Grandville avenue, re-organizing the firm as Brink Bros. & Quint, Adrian Brink being the new member of the firm. Mr. Quint remained in the firm thirteen years, when he retired, and now conducts a store at 460 Grandville avenue. Since Mr. Quint's retirement the firm has been known as Brink Bros.

When Mr. Brink made his first investment in real estate on Grandville avenue, there were but two houses on the street between what is now known as Ellsworth and Wealthy avenues. He has seen that section of the city develop until now there is very little unoccupied land to be found. Indeed, the growth of the whole city during the period that Mr. Brink has been in business has been phenomenal.

To say that the business of the firm of which Mr. Brink is the head has been successful, is but to state a fact well-known to anyone at all acquainted with the commercial interests of the city. Starting in this country twenty-three years ago, without money, with only a very limited knowledge of the language, he has with his "bare hands" wrought out a competence. Years ago he gained, and has ever since retained to a remarkable degree, the confidence, not only of his fellow countrymen, but of all with whom he has had business relations. Rigid honesty, sterling integrity and unflagging industry, as life principles, not business policies, have won success for him, as they always will for the man who puts them in practice. Mr. Brink is a member of the Spring Street Holland

Reformed Church, of which he is also an elder. He is the father of eight children, seven of whom died in early childhood. One only child remains, a son, who is now a student in the Holland Reformed Theological Seminary in this city. He will enter the ministry of the church on his graduation.

It is but just to Mr. Brink to say that he objected to the publication of any sketch of his life, on the ground that it savored too much of boasting, something to which he has the greatest repugnance; and it was only after much persuasion that he consented to furnish the necessary data to make the sketch complete.

What Becomes of the One-Legged Man's Odd Shoe?

From the Boston Transcript.

Just what becomes of the shoes which should adorn the missing foot of a one-legged man is a matter of some interest, and should furnish food for thought to minds of a speculative tendency. While the number of men who actually have but one leg is not large, there are many who from one cause or another wear but one shoe, or from some discrepancy in their feet have to have one shoe of an especial pattern. There are also the men with artificial legs, who, although they wear a pair of shoes, tread much more lightly on the artificial leg than on the natural one, making one shoe last about three times as long as the other.

There are some shoe stores which, buying their goods directly from the manufacturers, are willing to sell a one-legged man a single shoe, sending the other back to the factory to be mated; but almost the universal custom is to sell only whole pairs. The question then arises, "What becomes of the large number of new shoes which are bought in this way, and which are entirely useless to their owners?" The solution of the problem seems to be at present veiled in obscurity, and to be known only to the one-legged shoe wearer himself. None of the local shoe dealers who were questioned could give any information on the subject which was in any way tinged with probability, nor could they tell where such information could be had.

Self-Made Men.

The self-made man is always an interesting study. There is always the danger that he will think too much of himself; that being self-made, as the world goes, he will worship his maker; but when a good job has been done, the maker is entitled to some credit. Men who were poor boys, who educated themselves and became great men, are the best types of self-made men. To have accumulated a large fortune is something, but money does not make a man. The getting of it often makes a mean creature of the young man who has no other aim or ambition than that of becoming rich. Young men who inherit riches may become useful citizens. The chances are against them. They will be careless of all things save their own pleasure. A story is being told of a rich Hebrew of this city. He is a good man, kind and considerate of others, like one who knows what it is to be poor. He has two sons who spend all they can get, and may be called rapid. Father and sons buy cigars at the same store. The boys pay 25 cents apiece for their cigars; nothing is too good for them. The rich old man, reared with habits of economy, takes his modest 5-center in the morning. "Look here," said the curious cigar dealer, one day, "how is it that you pay so much less for cigars than your boys pay?" "Got in Himmel, mien friend!" said the considerate parent. "Dose boys uv mien haf a rich fadder; I haf none. Dat is now it vas!"

Unlike the Dutch Process

No Alkalies

— OR —

Other Chemicals

are used in the preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure and soluble.

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

W. BAKER & CO., Dorchester, Mass.



DODGE

Independence Wood Split Pulley

THE LIGHTEST!
THE STRONGEST!
THE BEST!

HESTER MACHINERY CO.,

45 So. Division St., GRAND RAPIDS.

WILLIAM'S



ROOT BEER

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

F. H. WHITE,

Manufacturers' agent and jobber of

PAPER AND WOODENWARE,

125 Court St., Grand Rapids, Mich.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber.

BUY THE PENINSULAR
Pants, Shirts, and Overalls

Once and You are our Customer for life.

Stanton & Morey,

DETROIT, MICH.

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



KALAMAZOO PANT & OVERALL CO.

221 E. Main St., Kalamazoo, Mich.

Chicago Office: 305 Central Union Block.
Milwaukee Office: Room 502 Matthew Building.
Our fall line of Pants from \$9 to \$42 per dozen are now ready. An immense line of Kersey Pants, every pair warranted not to rip. Bound swatches of entire line sent on approval to the trade.

REEDER BROS. SHOE CO.,

WHOLESALE DEALERS IN

Boots and Shoes,

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

Your Bank Account Solicited.

Kent County Savings Bank,

GRAND RAPIDS, MICH.

Jno. A. Covode, Pres.
HENRY IDEMA, Vice-Pres.
J. A. S. VERDIER, Cashier.
K. VAN HOF, Ass't C's'r.

Transacts a General Banking Business.
Interest Allowed on Time and Savings Deposits.

DIRECTORS:
Jno. A. Covode, D. A. Blodgett, E. Crofton Fox,
T. J. O'Brien, A. J. Bowne, Henry Idema,
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Deposits Exceed One Million Dollars.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.
GEO. W. GAY, Vice-President.
WM. H. ANDERSON, Cashier.
Jno. A. SEYMOUR, Ass't Cashier.

Capital, \$300,000.

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

Proposes to Retire from the Grocery Business.

Deacon Prodder in Kalamazoo Telegraph.

Any man who attempts to run a little one-horse, half-baked grocery and occupy the position of church deacon at the same time is taking a big contract on his hands, and if he holds out faithful until the assignee gets hold of his stock (which is generally about six months after he receives his first consignment of codfish and white beans) he is a corker; he is also entitled to a full-grown crown and a harp with a million strings. There probably isn't any business on earth that will take a plain, unvarnished every day citizen and convert him into a ruffled and ornamental liar as quickly and effectually as the grocery business. The deacon business, if run properly and on a paying basis, conflicts with the watering of oysters and the mixing of browned peas with coffee to such an extent, that the profits of the business are seriously interfered with.

I was busily engaged in pouring about a gallon of water upon a quart of sorry and disappointed looking oysters the other day, when my pastor appeared upon the scene, and I realized at once that in order to hold my job in the church I had got to do some pretty tall figuring right away, so I stated to him that I had contracted these oysters to a hospital, and they required me to water them as in their natural state they were too strong for the patients. He tumbled but I caught him, and he said, "How thoughtful of you, deacon! A great many worldly dealers would have sold these oysters without watering! A patient might have swallowed one and died! What a boon religion is to the business world! If you get through watering your oysters in time, deacon, come out to prayer meeting tonight."

A woman drove up in front of my store last night, crawled out of the back door of the wagon and entered my office. When I saw office, I perhaps ought to explain. Some men in business like to make a great show, and have a little room all partitioned off, with a carpet

on the floor and sometimes a table, some even going to the expense of having it varnished. This to my mind is all vanity, and shows a very weak and debilitated mind. My office is on the top of a cracker barrel; that is the place where I transact all of my official business, where I keep my books and look intelligent. As I was saying, a woman drove up in front of my store last night, crawled out of the back door of the wagon and entered my office. The look of determination in the eye of the advancing female warned me of the fact that she was about to paralyze me. I had, being a married man, seen a similar expression before, and knew it meant business when worn by a female woman. Just as she was about to open up and flood me with her eloquence, her representative of a horse fell down, and it took our combined efforts to get him into a sitting posture. I suggested to the female that she put corsets on him, as I thought they would stay by him longer than anything he had taken internally lately.

"I did not come here to be insulted, Deacon Prodder! I came down here ten miles to inform you that I bought six eggs of you last week and that three of them were bad! Now, sir, do you expect to hold my trade by any such treatment as that? I was recommended to come here and trade because you were an honest man and a deacon in the church, but I have found you out, sir, and if you don't make this matter right with me, I will publish you to the world and your name will be Dennis."

I could see the trade I had nourished, cherished, and worked so hard to keep, slipping from my grasp. I knew I must make one mighty effort to vindicate myself, and placing one of my most expensive and fascinating smiles in a comfortable and reclining position upon my countenance, I said: "Madam, I think I can explain this to your entire satisfaction. First, let me inquire, did you, upon the day in question, convey the eggs to your mansion with the festive horse who is now resting so peacefully at the door?"

"Yes, sir, that is the identical animal." "Then, my dear madam, I think I can ease your mind of any lurking suspicion you may have of my honesty. Eggs being largely animal matter will decay sooner than sawlogs or many other vegetable condiments; conveying the eggs in the way you state explains the whole matter—they were perfectly fresh when they left here, but spoiled in transit."

The woman was satisfied, and regained, in a measure, her shattered confidence, and before she went out I sold her a quarter of a pound of tea and a 2-cent yeast cake. This shows how necessary it is to be honest and candid with your customers.

I am a little undecided what to do; the deacon business is fearfully overdone in this vicinity; they are about as thick as generals and majors were right after the war. They make a deacon out of a man nowadays that they wouldn't have thought good enough to pass the platter fifty years ago, so I have not decided to go into that for a regular business; the grocery business is practically played out and I have about decided to give up both and go into the Christian Science business, which has the advantage of being fresh, at least.

LAZY MEN.

An exchange puts in a word in defence of lazy men by saying that "we are indebted to them for most of our labor-saving inventions." This may be true, as we have not a full history of all such inventions and inventors, but we do not believe it. All that we know of, or have any authentic account of, were invented by active, energetic men, who could not accomplish as much work by the slow process and imperfect machinery they had, and set themselves at work to find a method by which more work could be done in the same time. We have seen some so-called labor-saving inventions, patented by lazy men, but never saw one

that was worth the room it occupied in the shop, field or house, any more than was its inventor.

A man is not necessarily lazy because he stops to think about his work while he is doing it, or because he may at times desire to change his occupation for a few hours, and exercise a different set of muscles, while the man who works a specified number of hours each day at a certain regular rate of speed, as steadily as the clock ticks, may be too lazy to run down hill unless running is easier than walking. They have not energy enough to change their habits, or even to think about any possible improvement in methods. They do not really live, but they exist, and continue to do so because it is too much trouble to do anything else, and are as useful and reliable in their day and generation as the sun dial, and for the same reason. Wherever they are put they are always there.

The true secret of success in life, the agency whereby others are made to assist in your advancement, is tact, says the Boston Transcript. Without it, even the best intentioned are forever meeting with obstacles and hindrances, while he who possesses it has hundreds who are ever ready to help him on his way. It has been said that honesty is the best policy, but honesty can never compete with tact. Tact is the true *savoir faire*, whether it be in business, in politics, or in social affairs. It is the attribute which hides one's motives, as the bitter components of a pill are secreted within their environment of sugar; and, while smiling upon and making himself pleasant and agreeable to everybody, the man of tact is all the time getting in his work. It accords with one's idea of cleanliness when the grocer places a sheet of brown paper in his scale to receive the butter one is purchasing, and one looks upon the act approvingly, and will come again. Cleanliness, it is said, is next to godliness; but in this instance it is only tact.

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



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

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

TANGLEFOOT

SEALED

Sticky Fly Paper.

NEW STYLE.
IN NEW PACKING.

NEW PRICE.
WITH NEW HOLDERS.



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

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

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

No Permits Must Be Issued.

Now that the fact has been established that the peddlers must take out licenses or pay the penalty of the law, a number of Russians have conceived the idea of going before the Committee on Poor of the Common Council and rehearsing their story of alleged poverty and distress, threatening to become city charges in case the Council refuses to grant them free permits to peddle from door to door. In a recent hearing before the Committee, Joseph Houseman and Max Tyroller appeared and championed the cause of the peddlers. These gentlemen certainly know little about the actual circumstances of the men for whom permits are asked. So far from their being deserving cases, the fellows deserve to be arrested and punished for their attempt to impose upon the people. S. Weiss, one of the applicants, who lives on Stocking street, is in better circumstances than many men who make an honest living without begging or asking for exemption from payment of taxes. He owns a horse and wagon, selling dry goods in winter and vegetables and fruit in summer. He disposes of as much goods as many a man in legitimate business. The man Cohen, for whom also a permit was desired, is a common drunkard, and though he has been started in business several times by friends, he professes to be penniless now, and wants the city to give him another chance; at least his friends do, as they are tired of supporting him. The city has a place where it sends such of the poor as are unable to work and cannot support themselves, but its business is not conducted in the interest of paupers, and no one has a right to expect a remission of taxes because of poverty. Many hard-working men, making an honest living for themselves and families, paying taxes for the education of their own and neighbors' children, and for the support of the municipal and State governments, have undergone extraordinary privations to meet their taxes, rather than ask the city to remit them. There is a hundredfold more reason for remitting the taxes of the industrious poor in such circumstances than in permitting these men to peddle without paying the license fee. They pay no taxes, and have no interest in the city beyond the making of a living. In the case of the man Cohen, he not only pays no taxes, but because of his intemperate habits, is a detriment to the city, both morally and materially. Of course his family must live, but it would be better to support them from the poor fund than that such a man should be permitted to enter a business which comes into direct competition with legitimate trade. A permit is also being sought for a peddler named Farber, who, only a short time ago, purchased a horse and wagon. It hardly seems possible that he is a pauper, although, morally, he appears to possess the necessary qualifications. Permits were sought for two others, rag peddlers, who are not even residents of the city. There can be no reason for granting permits to non-residents. They are outside the city and the town in which they reside should support them, if they cannot make an honest living. The people of this city do not care to be burdened with the support of paupers from other places. Mr. Houseman has the reputation of being a large-hearted, charitable gentleman, whose benevolences are as

widespread as the necessities of the poor, and, without doubt, the reputation is deserved; but the cases brought before the Poor Committee are not of the sort which calls for the exercise of much charity. Mr. Houseman, when he hears the actual facts, will, probably, withdraw his support from the impostors.

Weekly Report of Secretary Mills.

GRAND RAPIDS, July 24.—During this week a large proportion of our members have remitted for assessments Nos. 3 and 4, but, as a number have failed to receive the notice which was mailed to every member upon our old list June 3, I am authorized by the Board of Directors to mail a duplicate notice in a sealed envelope, with return card, to every member who has not paid these assessments previous to July 25, extending the time for payment of same to August 25, which will be considered a legal notification, and prevent any member from becoming delinquent unjustly, as it is our desire to retain every old member, as well as to add the new ones.

As there has been no statement of our financial condition presented to our members for some time, and as some erroneous ideas are prevalent regarding the probable number of future assessments, I would say that we now have over \$700 in our general fund, and that when the assessments now being collected are all in, there will be a surplus in our death fund of from \$1,000 to \$1,500, after paying all claims now on file in this office, which, in all probability, will make any further assessments for this year unnecessary. During the months of January and February our losses were equal to that of any entire year previously, owing to the prevalence of pneumonia and similar diseases, so fatal to our profession, and the experience of our Association is only that of all similar organizations, and if each member will use discretion in soliciting new members, the extra expense of incorporation and medical examination will be unnecessary.

Certificates of membership have been issued to the following new members under date of July 22:

- 3267 G. W. Weatherwax, Ludington.
- 3268 Gustavus Meyer, St. Louis.
- 3269 H. E. Graham, Mason.
- 3270 Richard Tell, Milwaukee, Wis.
- 3271 Thos. H. Baker, Shelby.
- 3272 Scott Woodward, Traverse City.
- 3273 Ed. C. Mangold, Grand Rapids.
- 3274 Walter R. Whiting, Chicago.
- 3275 C. C. Burbank, Lapeer.
- 3276 Elba H. Boyd, Clio.
- 3277 F. F. Hedden, Traverse City.
- 3280 Geo. W. Bearss, Armada.
- 3281 H. S. Williams, New Lisbon.
- 3282 L. Perrigo, Allegan.
- 3283 W. H. Parsons, Chicago.
- 3284 Jas. W. Sleight, Chicago.
- 3285 W. H. Pierce, Grand Rapids.
- 3286 L. Langland, Muskegon.
- 3287 Sam J. Litt, Chicago.
- 3288 Chas. E. Hall, Grand Rapids.
- 3289 H. M. Harrington, St. Clair.
- 3290 H. B. Fairchild, Grand Rapids.
- 3291 M. E. Stockwell, Grand Rapids.
- 3299 Alfred S. Witherbee, Kalamazoo.
- 3300 Henry N. Hawkins, Toledo.

L. M. MILLS, Sec'y.

The Financial Situation.

The past week has witnessed a decided relief from the financial strain which has prevailed for many weeks past. It is true that the improvement has been but moderate, but it has been none the less marked, and at the present moment there are symptoms of gradually returning confidence. The semi-annual settlements, dividend and interest payments, are now over, and with such disturbing influences which for a time tied up large amounts of money out of the way, there has been a gradual easing up of money rates in New York, which indicates that the extreme pressure of a month ago no longer exists.

No one looks for an immediate return to a healthy state of things, nor for a

permanent removal of financial uneasiness, until the Sherman law has been repealed; but now that the extra session of Congress is known to be but a fortnight off, and that the prospects of repealing the Sherman law are good, there is a disposition to regard the situation more cheerfully, and, as a consequence, the tendency toward contraction has been checked.

Locally there has also been an improvement noticed in the monetary situation. The scarcity of money apparent a month ago has given place to a more comfortable state of things, and the confidence always felt that the disturbance in other sections of the country would be without evil results in Grand Rapids has been immensely strengthened. No one actually looks for cheap money until the crops begin to move, but the pressing needs having been in a measure supplied by the recent dividend and interest disbursements, the merchants are in a condition to go ahead steadily until harvest.

While, therefore, money may rule firm for some little time to come, the outlook far a plentiful supply next winter is most excellent.

Bank Notes.

F. E. Turrell succeeds Turrell & Sprout in the banking business at Belaire.

C. W. Chapin & Co., bankers at Stanton, have suspended payment, and in all probability will retire from business.

H. R. Wagar, the Stanton banker, publishes a sworn statement of his assets and liabilities, showing total assets of \$297,722 and liabilities of \$30,235, making his net worth \$267,487. Included in the schedule is pine land in Alabama, Mississippi and Washington, city property in Ionia, Mobile, Stanton and Aberdeen, stock in the Wagar Lumber Co., Ionia County Savings Bank and Lake Odessa Savings Bank, notes, mortgages and cash.

E. J. Mather, the Lakeview banker, suspended payment July 15, promising to resume on the 18th. The promise failed to materialize, and the people who were so unfortunate as to have deposits in the defunct institution talk strongly of summary treatment for the author of their trouble. The bank never should have had the confidence of anyone, as it was conducted in his wife's name by a man who was himself a bankrupt. The liabilities are \$24,300 and the assets about half the amount of the liabilities, the deficiency having been squandered by Mather in mining schemes and other wildcat investments. Having reached the end of his rope, he lays down on his friends with a view to making his depositors bear the burden of his bad management. THE TRADESMAN exposed the questionable character of this institution something like a half dozen years ago, and, if the people of Lakeview had profited by the exposure, they would not now be in the position of mourners who refused to be comforted.

Purely Personal.

David Holmes, buyer for the Elk Rapids Iron Co., was in town last Friday on his way to Syracuse, N. Y., where he will spend a week with his parents.

R. M. Hutchings succeeds the late W. N. Ford as general agent for the Jas. G. Butler Tobacco Co., with headquarters at Chicago. Mr. Hutchings hails from the Pacific coast where he made an enviable record for the corporation.

The appointment of Ralph Stone to the position of attorney for the Michigan Trust Co. is a worthy honor, worthily bestowed. Mr. Stone is recognized as a rising young man whose mental endowments are in keeping with his ambition to climb to the top.

Frank Jewell is jubilant over the arrival of a brand new boy at his house, weighing from 11 to 11½ pounds, according to the amount of clothing included in the weighing process. This acquisition gives the Jewell family two boys and a girl, all of whom inherit their mother's beauty and their father's business capacity.

Collapse of the Cut-Rate Drug Store in Chicago.

From the Western Druggist.

At last the united and organized effort of retail druggists, in opposition to cut rates in Chicago, has borne fruit.

On the 10th of July, as a thunderclap from a clear sky, the announcement was made that the Economical Drug Co., the original cut-rate concern of Chicago, had confessed judgment for \$40,000. The reasons for the assignment were: Doing too large a business on small capital; inability to meet notes or their extension; and, lastly, that business had decreased 25 per cent. during the last few months.

It started in fifteen months ago with a great flourish and a capital of \$50,000. Events show that this was mostly borrowed from banks and individuals. Of the preferred creditors the American Exchange Bank is listed for over \$20,000, and the Chicago National Bank \$12,000. The decrease in business is no doubt due to the fact of the central stores meeting the cut rates. On the other hand it is equally true that, without the work of the Inter-State League, demoralization would now have been general, and so extended as to make recuperation impracticable. The expense incident to the difficulty experienced in securing goods no doubt also hastened dissolution.

Coming as it does in the midst of financial stringency, the failure should emphasize the lesson to bankers and capitalists that a business run on the cut-rate principle is a sort of bizz-saw, that it doesn't pay to fool with, especially if the chief operator happens to be a man with an established smash-up record. Druggists should give the two creditor banks to understand further support of the concern will not pass without due recognition.

With Manager McConnell back in the show-bill business, the druggists of Chicago should have no further difficulty in returning to standard prices. There is no longer any excuse for the cut-rate policy.

Tart Reply to an Impertinent Enquiry.

Some one has said, "One of the advantages of living in a large city is that people are obliged to mind their own business;" and it is a matter of regret that this "advantage" is not enjoyed in all localities.

An old farmer in Maine who cared but little for his personal appearance was one day on his way to town with a load of hay drawn by a yoke of oxen. The day was sultry, his heavy shoes hurt him, and he removed both shoes and stockings to be "more comfortable." As he approached the village he was met by one of those persons who try to be witty at other people's expense.

Thinking that here was an opportunity to have some fun, the man, with a twinkle in his eye, said:

"Do all the people up your way go barefooted?"

"Well," said the old farmer, "we go barefooted part of the time, and the rest of the time we mind our own business."

The twinkle left the man's eye, and no further comment was made.

It is now generally conceded that the ripening of cheese is due to bacteria, not by a single species of bacteria, but by a number of species working in conjunction. When they are not present ripening does not take place. The most important of these are the ones that give odor.

Drugs & Medicines.**State Board of Pharmacy.**

One Year—James Vernon, Detroit.
 Two Years—Ottmar Eberbach, Ann Arbor.
 Three Years—George Gundrum, Ionia.
 Four Years—C. A. Bugbee, Cheboygan.
 Five Years—S. E. 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.

MEN OF MARK.

Wm. T. Hess, Treasurer of the Grand Rapids School Furniture Co.

William T. Hess was a native of Westchester county, N. Y., and was born August 26, 1837. He is of German extraction, his grandfather being a native of Darmstadt, Germany. His father, Jacob Hess, was a physician, a graduate of the Herkimer (N. Y.) Medical College. W. T. attended school at North Salem, finishing his education at Beekman. After leaving school he engaged in gardening for two years at Hunt's Point, on the East River, above New York City, after which, for a further period of two years, he clerked in a produce store in New York. In 1858 he came to Michigan and bought a farm in the vicinity of Reed's Lake, Kent county, but soon after relinquished it to engage in lumbering near Newaygo. He continued lumbering until the breaking out of the war, when he enlisted in Company D, First Michigan Engineers, being mustered in as Second Lieutenant. He was compelled to resign his commission and leave the service in July, 1863, on account of an affection of the eyes, which almost resulted in the loss of his eyesight. The trouble with his eyes compelled him to idleness for several months, but he finally resumed his lumbering operations, going into Ionia county in 1864, remaining about four years, when, on account of the state of his wife's health, he returned to the East, going to Connecticut. Mrs. Hess never recovered her health, and, after her death, Mr. Hess returned to Michigan, and for two years was engaged in the sale of agricultural implements in the vicinity of Grand Rapids. Mr. Hess then joined the late Wm. Woodward in the hide and pelts business in this city, the firm being known as Woodward & Co. They continued this business for some time, then sold out and opened a boot and shoe store. They continued in this business until the spring of 1875, when the firm of Perkins & Hess was organized, succeeding Perkins Bros. in wholesale hides, pelts and furs. This has been Mr. Hess' business ever since, but for the past half dozen years his partner has devoted his entire attention to the Grand Rapids School Furniture Co., which was founded by Messrs. Perkins and Hess, and in which enterprise they are the largest stockholders. Mr. Perkins being President of the corporation and Mr. Hess acting in the capacity of Treasurer. This company has had a most remarkable growth, starting with a capital stock of \$50,000, which has gradually been increased until it is now somewhat in excess of \$300,000, operating a plant which is conceded to be one of the most complete and extensive in the city.

Mr. Hess is a man of strong likes and dislikes, as befits a person of positive ideas. His friendship for young men is somewhat remarkable, and he is never

so happy as when he is assisting a person younger in years than himself in climbing upward. His advice is always to be had for the asking, and it is usually worth a good many times its cost. His hobby is fishing and playing jokes on his friends, but he is charitable enough to appreciate a joke on himself as heartily as though he was the instigator instead of the victim.

Starting out in life while still quite young, his only capital a fair education, sound common sense and a determination to succeed, Mr. Hess has, by the exercise of those qualities, which have been the dominant characteristics in the lives of most of our successful business men, acquired a competence and made a name for himself which is worth more to him than all he has made besides; while his success proves the truth of what has been so often asserted in these columns, that honesty and industry are sure to win in the long run.

The Country Druggist *

When a request came to me lately from your Secretary that I appear to-night in response to one of the toasts on the list it had all the suddenness and part of the effect of a dynamite explosion, for I have always lived outside the whirl, far from the busy haunts of men, and the thought of discussing any question off-hand in the presence of the learned members of this Association was enough to appal one who makes no claim to keep step with the front ranks of scientific inquiry. Like many other rural dispensers, I came into the profession by sheer force of circumstances, and remain by grace of the Legislature, and an annual permit, a registered druggist without passing the ordeal of official examination. This makes us naturally humble, and though we enjoy with others the feast of reason and interchange of sentiment on an occasion like this, we cannot be expected to do more than report ourselves present and ready to listen to business.

I therefore appear to-night to answer for the country druggist, and to say he is still on deck, doing his duty to the best of his ability, and earning a reward that no one is disposed to question more than they would any other deferred dividend. At other times and places, I have called public attention to the peculiar hardships of the country druggist, that are not shared by his brethren in cities, but it would not be in harmony with the joyous nature of our present gathering to rehearse the tale of woe one might truly tell; nor would it be a fair return for your indulgence. Let us rather look on the bright side and cherish every hopeful feature of a calling that furnishes many opportunities of usefulness, and sometimes is a school from which a few graduate to more ambitious enterprises.

One thing can be said of the country druggist, compared with others and the chances he has had, he makes fewer mistakes in dispensing. He is conservative, lacking, perhaps, push and perfumery; but he is cautious, and therefore safe. There is but little danger of mixing prescriptions behind his cabinet, since they come to him like angels' visits, and one never treads upon another's heels. He keeps good drugs, because that is the only way to maintain the confidence of a custom that is not transient and will brook no imposition. He keeps full lines of both staples and patents at the risk of accumulating much dead stock. He upholds the hands of the local physician by commending his work whenever called to express an opinion thereon. He even orders new pharmaceutical products as fast as they are suggested by each new practitioner. He knows no pathies or school of medicine; but makes the best of what trade he can secure, always treating them with true business and professional courtesy, whether it is reciprocated or not. He never prescribes, but gives advice, and sells his medicines to those who insist on diagnosing their own ailments.

He tries faithfully to obey the spirit and intent of all laws passed to regulate his relations to the public, and thus secures both the confidence of the best elements of society and the respect of the worst. Living where his whole life is open as daylight to public criticism, and people have time to notice all he says and does, he is often misunderstood, even while having the best intentions. Sometimes he will nearly break his neck trying to keep his mouth shut, when there is an inward impulse in the opposite direction almost irresistible. But the discipline is wholesome, strengthening both mental and moral vertebrae.

Country druggists, as a rule, do not make the most of their privileges. They are too apt to let routine lessen their enthusiasm, and so do not keep up with the progress of the times. This is unavoidable, because their drug business is not large enough to fill one's whole time and attention, and must be supplemented by other lines of trade.

They constitute, however, an element that if properly directed and encouraged will respond to the aims and purposes of the State Association for a better organization that shall develop, to the fullest extent, pharmacy as a profession.

*Response by S. P. Whitmarsh at the annual banquet of the Michigan State Pharmaceutical Association.

Criticism of the Policy of the M. S. P. A.

AYR, July 8—I notice in THE TRADESMAN that the eleventh annual meeting of the Michigan State Pharmaceutical Association was not well attended and that the cause is attributed to invitations not having been sent to all members. What! Members of a society have to be invited to attend their own meetings! That seems strange.

The only and legitimate object of the M. S. P. A., as I contemplated it when I sought membership, is to promote the efficiency of pharmacy and to secure needed legislation. While it has accomplished something in that direction, it has whipped off on to banqueting and other expensive social features, so that the druggist of moderate means cannot avail himself of the benefits of the meetings. Hence his indifference, no matter how much he is interested in developing the true interests of pharmacy. I cherish the social amenities of life and feel that, if they are properly cared for in the home and immediate surroundings, their good effects will crop out in business life and association.

An impairment of the success of the Association is found in too often changing officers, particularly that of Secretary. The pseudo-political scheme of giving one man not over two terms of office, with the view of holding the other fellows in the party in the hope of getting an office, won't work in the practical affairs of life. A faithful, efficient man should be retained in an office just as long as he will consent to serve, and, in proportion to the care and responsibility, ought to be compensated.

GIDEON NOEL.

The criticism of Mr. Noel relative to the desirability of the members receiving invitations to the meeting is not well taken, as the invitation embodied the only notification of the place and date of the meeting the members received. The convention of 1892 adjourned to meet a year hence at some point on the Detroit River, to be thereafter designated by the Executive Committee. The members were, therefore, in the dark as to the place and date and were compelled to wait the official notification from the Secretary. It is a matter of regret that in some cases the invitations failed to reach the members, so that a considerable number who otherwise would have attended the convention were deprived of the privilege. It is due Ex-Secretary Parsons to state that he insists that he mailed a notice of the meeting to every member of the Association. It is unfortunate that so many of his communications should have been miscarried by the mails, but if the invitations left his office in good condition his responsibility ceased and he should not be held accountable for the miscarriage.

In Memory of the Late W. N. Ford.

The J. G. Butler Tobacco Co. has issued a very appropriate announcement of the death of W. N. Ford, including portrait of the deceased and the following memorial:

ST. LOUIS, Mo., July 13.—We have sad news, indeed, to announce the death of Mr. William N. Ford, our General Agent in the Northwest, who was stricken with peritonitis and passed away Wednesday, July 5, at his home in Chicago, and was interred at Lafayette, Ind., July 8.

In making this announcement we feel that sad news will be received with universal regret by his trade in general, whose hearts his manly, straightforward ways could not have failed to win as they won ours.

William N. Ford was born in Maysville, Ky., August 17, 1851, and was an only son. He leaves a wife, a baby boy a few months old, and six sisters.

When he was a mere infant his mother died and he was thus deprived of that great blessing, a mother's love and care. When 8 years of age his father moved the family to Indianapolis; young William received his education there in the public and high schools under the careful direction of his sister Eliza, who raised him from the time of his mother's death.

His first lessons in business were given him by Mr. Lee in a fancy grocery store in Indianapolis, where he laid the foundation of the vigorous, systematic and original business methods for which he was so noted.

On June 28, 1882, he married Marcella Cox, of Lafayette, Ind., at which time he was engaged in the spice business.

In 1883 his father died, after which he engaged in the tobacco business with Robert Hamilton, by whom he was thought most highly of.

In 1886 he came to this company and became its ablest, truest and most beloved agent, remaining with us until his death, faithful to the last.

The many admirable qualities displayed by Mr. Ford during his long and brilliant career with his company, endeared him to the hearts of all its officers and employees, and makes his loss most keenly felt.

His uniformly kind and generous disposition, coupled with a most courteous and affable manner under all circumstances, made him a prime favorite with all who knew him.

Mr. Ford was a man of indomitable energy, boundless resources, at all times alive to his surroundings and fully abreast of the times, which, with his active brain and broad views, particularly fitted him for the important position he so creditably filled, and made him one of the brightest lights in his chosen calling.

At a special meeting of the board of directors of the Jas. G. Butler Tobacco Co., held July 10, 1893, a resolution was passed that this memorial be spread upon the records of this company, and that a copy of the same, accompanied by our tenderest sympathies, be mailed to his bereaved widow and sisters. Also a copy be mailed to each of his friends in the trade.

As a further token of sorrow and respect, the board directs that the annual banquet tendered the general agents at the close of each year be omitted for 1893, and that in its stead the same evening in December be set apart for memorial services by his colleagues, our general agents, now so widely separated, when they can unite in common privilege, testifying their love and sorrow at the loss of their leader, William N. Ford.

To Erase Ink Stains.

GRAND RAPIDS, July 23.—Druggists are very often called on to prepare something to erase ink stains. I have been experimenting and found the following to be a fine thing:

Mix thoroughly equal parts of alum, amber, sulphur and saltpetre and keep the mixture in a well closed bottle. By sprinkling some of the powder upon an ink stain or recently written characters and rubbing with a white linen rag, the stain or writing will at once disappear. If amber can not be obtained, rosin will do, but not so well. J. DE BOE, Chemist Hazleton & Perkins Drug Co.

Wholesale Price Current.

Advanced—	Declined—Acid Citric. Acid Carbolic. Gum Optum. Gum Optum Po. Nitrate Silver.
ACIDUM.	
Aceticum.....	82 10
Benzolium German.....	65 75
Boric.....	25 35
Carbolicum.....	52 55
Citricum.....	32 5
Hydrochlor.....	10 12
Nitrosum.....	10 12
Oxalicum.....	10 12
Phosphoricum dil.....	1 30 21 70
Sulphuricum.....	1 40 61 80
Tannicum.....	30 33
Tartaricum.....	30 33
AMMONIA.	
Aqua, 16 deg.....	3 4 5
20 deg.....	5 4 7
Carbonas.....	12 14
Chloridum.....	12 14
ANILINE.	
Black.....	2 00 2 25
Brown.....	80 100
Red.....	45 50
Yellow.....	2 50 3 00
BACCAR.	
Cubeae (po 40).....	3 40
Juniperus.....	80 10
Xanthoxylum.....	25 30
BALSAMUM.	
Copaiba.....	42 45
Peru.....	41 80
Terabin, Canada.....	45 50
Tolutan.....	35 50
CORTEK.	
Abies, Canadian.....	18
Cassia.....	11
Cinchona Flava.....	30
Euonymus atropurp.....	30
Myrica Cerifera, po.....	12
Prunus Virgini.....	12
Quillaja, grd.....	12
Sassafras.....	12
Ulmus Po (Ground 15).....	15
EXTRACTUM.	
Glycyrrhiza Glabra.....	24 25
".....	32 35
Haematox, 15 lb. box.....	11 12
".....	13 14
".....	14 15
".....	16 17
FERRU.	
Carbonate Precip.....	2 15
Citrate and Quinia.....	2 30
Citrate Soluble.....	2 30
Ferrocyanidum Sol.....	2 30
Soluit Chloride.....	2 15
Sulphate, com'l.....	2 30
" pure.....	2 7
FLORA.	
Arnica.....	18 20
Anthemils.....	30 35
Matricaria.....	50 65
FOIDA.	
Barosma.....	18 50
Cassia Acutifol, Tin.....	25 28
" Alx.....	35 50
Salvia officinalis, 1/2.....	15 25
and 1/4.....	80 10
Ura Ural.....	80 10
GUMMI.	
Acacia, 1st picked.....	2 75
" 2d.....	2 45
" 3d.....	2 35
" sifted sorts.....	2 30
" po.....	60 80
Aloe, Barb, (po 60).....	50 60
" Cape, (po 20).....	2 12
Socotri, (po 30).....	2 50
Catechu, 15, 1/4, 14 1/2.....	2 1
Ammoniac.....	55 60
Assafetida, (po 35).....	30 35
Benzoinum.....	55 58
Camphora.....	35 40
Euphorbium po.....	35 40
Galbanum.....	2 50
Gamboge, po.....	70 75
Guaiaicum, (po 35).....	2 30
Kino, (po 1 10).....	2 15
Mastic.....	2 80
Myrrh, (po 45).....	2 40
Opil (po 3 75).....	2 60 2 65
Shellac.....	35 42
" bleached.....	35 42
Tragacanth.....	40 41 00
HERBA—In ounce packages.	
Absinthium.....	25
Eupatorium.....	20
Lobelia.....	25
Majorum.....	25
Mentha Piperita.....	25
" Vir.....	25
Rue.....	30
Tanacetum, V.....	25
Thymus, V.....	25
MAGNESIA.	
Calcined, Pat.....	55 60
Carbonate, Pat.....	20 22
Carbonate, K. & M.....	20 25
Carbonate, Jennings.....	35 36
OLEUM.	
Absinthium.....	3 50 2 40
Amygdalae, Dulc.....	45 75
Amygdalae, Amarae.....	8 00 2 25
Anise.....	1 70 2 80
Aurant Cortex.....	2 30 2 40
Bergamit.....	3 25 2 30
Cajuput.....	60 65
Caryophylli.....	75 80
Cedar.....	35 65
Chenopodii.....	2 10
Cinnamon.....	90 100
Citronella.....	2 45
Conium Mac.....	35 65
Copaiba.....	80 90

Morphia, P. & W.....	2 20 2 45
S. N. Y. Q. &.....	2 10 2 35
C. Co.....	2 10 2 35
Moschus Canton.....	2 40
Myristica, No 1.....	65 70
Nux Vomica, (po 20).....	2 10
Os. Septa.....	2 20 2 22
Pepsin Saac, H. & P. D.....	2 20
Picis Liq, N. & C, 1/2 gal.....	2 20
doz.....	2 20
Picis Liq, quarts.....	2 10
doz.....	2 85
Pil Hydrarg, (po 80).....	2 50
Piper Nigra, (po 22).....	2 1
Piper Alba, (po 65).....	2 3
Pix Burgun.....	2 7
Plumbi Acet.....	14 15
Pulvis Ipecac et opil, 1.....	10 1 20
Pyrethrum, boxes H.....	2 15
& P. D. Co., doz.....	2 15
Pyrethrum, pv.....	2 30
Quassia.....	2 30
Quinia, S. P. & W.....	2 34
" S. German.....	2 30
Rubia Tinctorum.....	12 14
Saccharum Lactis pv.....	2 30
Salacin.....	1 75 2 10
Sanguis Draconis.....	40 50
Sapo, W.....	12 12
" M.....	10 12
" G.....	2 15
Selditz Mixture.....	2 20
Snaps.....	2 18
Snuff, opt.....	2 30
Snuff, Maccaboy, De.....	2 35
Voes.....	2 35
Snuff, Scotch, De. Voes.....	2 35
Soda Boras, (po 11).....	10 11
Soda et Potass Tart.....	27 30
Soda Carb.....	1 1/2 2
Soda, Bi-Carb.....	2 5
Soda, Ash.....	3 1/2 4
Soda, Sulphas.....	2 55
Spts, Ether Co.....	50 55
" Myrcia Dom.....	2 25
" Myrcia Imp.....	2 30
" Vini Rect. bbl.....	2 19 2 29
Less 5c gal., cash ten days.....	1 40 2 15
Strychnia Crystal.....	1 40 2 15
Sulphur, Subl.....	2 3 3
" Roll.....	2 2 3
Tamarinds.....	8 10
Terebenth Venice.....	28 30
Theobromae.....	45 48
Vanilla.....	9 00 16 00
Zinc Sulph.....	7 8
OILS.	
Whale, winter.....	Bbl. 70
Lard, extra.....	1 10 1 15
Lard, No. 1.....	65 70
Linseed, pure raw.....	51 54
Landseed, boiled.....	54 57
Neat's Foot, winter.....	80 85
strained.....	34 38
Spirits Turpentine.....	34 38
PAINTS.	
bbl. 1b.	
Red Venetian.....	1 1/2 2 3
Ochre, yellow Mars.....	1 1/2 2 3
" Ber.....	1 1/2 2 3
Putty, commercial.....	2 1/2 2 3
" strictly pure.....	2 1/2 2 3
Vermilion Prime Amer.....	13 16
Ican.....	13 16
Vermilion, English.....	65 70
Green, Peninsular.....	70 75
Lead, red.....	6 1/2 7
" white.....	6 1/2 7
Whiting, white Span.....	2 70
Whiting, Gliders.....	2 95
White, Paris American.....	1 0
Whiting, Paris Eng.....	1 0
Tamarinds.....	1 40
Pioneer Prepared Paints.....	20 21 4
Swiss Villa Prepared.....	1 00 21 30
VARNISHES.	
No. 1 Turp Coach.....	1 10 21 20
Extra Turp.....	160 21 70
Coach Body.....	2 75 2 70
No. 1 Turp Furn.....	1 00 21 10
Eutra Turk Damar.....	1 55 21 60
Lard, No. 1.....	70 75
Turp.....	70 75

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GROCERY PRICE CURRENT.

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

AXLE GREASE.		Fruits.		Sap Sago.		No. 1, 6.		GUNPOWDER.	
doz. gross		3 lb. standard.		Schweitzer, Imported.		No. 2, 6.		Rifle-Dupont's.	
Aurora.		York State, gallons.		" domestic.		XX wood, white.		Kegs.	
Castor Oil.		Hamburg.		CATSUP.		No. 1, 6 1/2.		Half kegs.	
Diamond.		Live oak.		Blue Label Brand.		No. 2, 6 1/2.		Quarter kegs.	
Frazier's.		Santa Cruz.		Half pint, 25 bottles.		Manilla, white.		1 lb cans.	
Mica.		Lusk's.		Quart 1 doz bottles.		6 1/2.		1/2 lb cans.	
Paragon.		Overland.		Triumph Brand.		Coin.		Choke Bore-Dupont's.	
BAKING POWDER.		Blackberries.		Half pint, per doz.		Mill No. 4.		Kegs.	
Acme.		B. & W.		Pint, 25 bottles.		Farina.		Half kegs.	
1 lb. cans, 3 doz.		Cherries.		Quart, per doz.		Hominy.		Quarter kegs.	
1 lb. " 1 "		Red.		5 gross boxes.		Barrels.		1 lb cans.	
Bulk.		Pitted Hamburg.		COCOA SHELLS.		Grits.		Eagle Duck-Dupont's.	
1/2 cans 6 doz case.		White.		Less quantity.		Lima Beans.		Kegs.	
1/2 " 4 doz "		Erie.		Found packages.		Maccaroni and Vermicelli.		Half kegs.	
1 " 2 doz "		Damsions, Egg Plums and Green.		COFFEE.		Domestic, 12 lb. box.		Quarter kegs.	
5 " 1 doz "		Gages.		Green.		Imported.		1 lb cans.	
Fosfon.		Erie.		Rio.		Oatmeal.		HERBS.	
5 oz. cans, 4 doz. in case.		California.		Fair.		Barrels 200.		Sage.	
16 " 1 doz.		Common.		Good.		Half barrels 100.		Hops.	
Red Star, 1/2 doz.		Gooseberries.		Prime.		CRACKERS.		INDIGO.	
1 " 1 doz.		Peaches.		Golden.		Butter.		Madras, 5 lb. boxes.	
Telfer's, 1/2 lb. cans, doz.		Pie.		Peaberry.		Seymour XXX.		S. F., 2, 3 and 5 lb. boxes.	
1/2 lb. " 1 doz.		Maxwell.		Fair.		Family XXX.		JELLY.	
1 lb. " 1 doz.		Shepard's.		Good.		Family XXX, cartoon.		17 lb. pails.	
Our Leader, 1/2 lb. cans.		California.		Prime.		Salted XXX, cartoon.		30 " "	
1/2 lb. cans.		Monitor.		Peaberry.		Kenosha.		LICORICE.	
1 lb. cans.		Oxford.		Mexican and Guatemala.		Boston.		Pure.	
Dr. Price's.		Pears.		Fair.		Butter biscuit.		Calabria.	
BATH BRICK.		Domestic.		Good.		Soda.		Sicily.	
2 dozen in case.		Riverside.		Fancy.		Soda, City.		LYE.	
English.		Pineapples.		Maracalbo.		Soda, Dutchess.		Condensed, 2 doz.	
Bristol.		Common.		Prime.		Crystal Wafer.		4 doz.	
Domestic.		Johnson's sliced.		Milled.		Long Island Wafers.		MATCHES.	
BLUING.		Booth's sliced.		Interior.		S. Oyster XXX.		No. 9 sulphur.	
Gross		Quinces.		Private Growth.		City Oyster XXX.		Anchor parlor.	
Arctic, 4 oz ovals.		Common.		Mandehling.		Farina Oyster.		No. 2 home.	
8 oz.		Raspberries.		Mocha.		Strictly pure.		Export parlor.	
12 oz.		Black Hamburg.		Roasted.		Telfer's Absolute.		MEASURES.	
16 oz.		Erie, black.		To ascertain cost of roasted		Grocers.		1 gallon.	
3 1/2 lb.		Lawrence.		coffee, add 1/4 c. per lb. for roast-		CREAM TARTAR.		Half gallon.	
4 lb.		Hamburg.		ing and 15 per cent. for shrink-		Dried.		Quart.	
5 lb.		Terra-pin.		age.		Domestic.		Pint.	
10 lb.		Whortleberries.		McLaughlin's XXXX.		Apples.		Half pint.	
BROOMS.		Blueberries.		Bunola.		Sundried, sliced in bbls.		Wooden, for vinegar, per doz.	
No. 2 Hurl.		Meats.		Lion, 60 or 100 lb. case.		Evaporated, 50 lb. boxes.		1 gallon.	
No. 1.		Corned beef Libby's.		Valley City 1/4 gross.		California in bags.		Half gallon.	
No. 2 Carpet.		Roast beef Armour's.		Felix.		Evaporated in boxes.		Quart.	
No. 1.		Potted ham, 1/4 lb.		Hummel's, foil, gross.		Blackberries.		Pint.	
Parlor Gem.		tongue, 1/4 lb.		Bulk.		Nectarines.		Half pint.	
Common Whisk.		1 lb.		Red.		70 lb. bags.		No. 1, 100 lbs.	
Fancy.		chicken, 1 lb.		CHICORY.		25 lb. boxes.		No. 1, 40 lbs.	
Warehouse.		Vegetables.		CLOTHES LINES.		Peaches.		No. 1, 10 lbs.	
Stove, No. 1.		Beans.		Cotton, 40 ft. per doz.		Cal. evap.		Family, 90 lbs.	
" 10.		Hamburg stringless.		50 ft.		In bags.		10 lbs.	
" 15.		" French style.		60 ft.		Pitted Cherries.		FLAVORING EXTRACTS.	
Rice Root Scrub, 2 row.		Limas.		70 ft.		California in bags.		Souders.	
Rice Root Scrub, 3 row.		soaked.		80 ft.		Barrels.		Oval Bottle, with corkscrew.	
Palmetto, goose.		Lewis Boston Baked.		Jute.		50 lb. boxes.		Best in the world for the money.	
BUTTER PLATES.		Bay State Baked.		CONDENSED MILK.		25 " "		Regular.	
Oval-250 in crate.		World's Fair Baked.		4 doz. in case.		Prunelles.		Grade.	
No. 1.		Picnic Baked.				Raspberries.		Lemon.	
No. 2.		Corn.		N.Y. Cond'n'd Milk Co's brands		In barrels.		doz.	
No. 3.		Hamburg.		Gail Borden Eagle.		20 lb. boxes.		2 oz.	
No. 5.		Livingston Eden.		Crown.		50 lb. boxes.		4 oz.	
CANDLES.		Purity.		Daisy.		25 " "		Regular.	
Hotel, 40 lb. boxes.		Honey Dew.		Champion.		Loose Muscatels in Boxes.		Vanilla.	
Star, 40.		Morning Glory.		Magnolia.		2 crown.		doz.	
Paraffine.		Soaked.		Dime.		3 " "		2 oz.	
Wicking.		Hamburg marrofat.		COUPON BOOKS.		Loose Muscatels in Bags.		4 oz.	
CANNED GOODS.		" early June.		TRADESMAN		Foreign.		Regular.	
Fish.		" Champion Eng.		5		Currants.		Grade.	
Clams.		" petit pois.				Patras, in barrels.		Lemon.	
Little Neck.		" fancy sifted.				" in less quantity.		doz.	
2 lb.		Soaked.		" " " "		Peel.		2 oz.	
Clam Chowder.		Harris standard.		" " " "		Citron, Leghorn, 25 lb. boxes.		4 oz.	
Standard, 3 lb.		VanCamp's marrofat.		" " " "		Lemon.		Regular.	
Cove Oysters.		Archer's Early Blossom.		" " " "		25 " "		Vanilla.	
Standard, 1 lb.		French.		" " " "		Orange.		doz.	
2 lb.		Mushrooms.		" " " "		Raisins.		2 oz.	
Lobsters.		Pumpkin.		" " " "		Ondura, 25 lb. boxes.		4 oz.	
Star, 1 lb.		Squash.		" " " "		Sultana, 30 " "		XX Grade.	
2 lb.		Hubbard.		" " " "		California, 100-130.		Lemon.	
Picnic, 1 lb.		Succotash.		" " " "		90x100 25 lb. bxs.		2 oz.	
2 lb.		Soaked.		" " " "		80x90.		4 oz.	
Mackerel.									

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

SPICES.

Whole Sifted.	
Allspice.	10
Cassia, China in mats.	7
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboy.	22
" Zanzibar.	12
Mace Batavia.	80
Nutmegs, fancy.	75
" No. 1.	70
" No. 2.	60
Pepper, Singapore, black.	10
" white.	20
" shot.	16
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
" Saigon.	35
Cloves, Amboy.	18
" Zanzibar.	18
Ginger, African.	16
" Cochiti.	20
" Jamaica.	22
Mace Batavia.	70
Mustard, Eng. and Trieste.	22
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	30
Sage.	30
" Absolute" in Packages.	30

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

SAL SODA.	
Kegs.	1 14
Granulated, boxes.	1 14

SEEDS.	
Anise.	12 1/2
Canary, Smyrna.	10
Caraway.	10
Cardamon, Malabar.	90
Hemp, Russian.	4 1/2
Mixed Bird.	5 1/2
Mustard, white.	10
Poppy.	9
Rape.	8
Cuttle bone.	30

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

SNUFF.	
Scotch, in bladders.	37
Maccaboy, in jars.	35
French Rappee, in jars.	43

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

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

Warsaw.	18
56 lb. dairy in drill bags.	32
28 lb. " "	18
Ashton.	18
56 lb. dairy in linen sacks.	75
Higgins.	75
56 lb. dairy in linen sacks.	75
Solar Rock.	75

56 lb. sacks.	27
Common Fine.	27
Saginaw.	70
Manistee.	70

SALERATUS.	
Packed 60 lbs. in box.	5 1/2
Church's.	5 1/2
DeLand's.	5 1/2
Dwight's.	5 1/2
Taylor's.	5 1/2

SOAP.	
Laundry.	
Allen B. Wrisley's Brands.	3 40
Old Country, 80 1 lb.	3 85
Good Cheer, 60 1 lb.	3 85
White Borax, 100 1/2 lb.	3 95

Proctor & Gamble.	3 45
Concord.	3 45
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox.	3 65
Mottled German.	3 15
Town Talk.	3 25

Dingman Brands.	3 95
Single box.	3 85
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75

Jas. S. Kirk & Co.'s Brands.	4 00
American Family, wrp d.	4 00
" plain.	2 94
N. K. Fairbanks & Co.'s Brands.	4 00
Santa Claus.	4 00
Brown, 60 bars.	2 40
" 80 bars.	3 25

Lautz Bros. & Co.'s Brands.	
Acme.	4 00
Cotton Oil.	6 00
Marseilles.	3 95
Mafter.	4 35

Thompson & Chute Brands.	
Silver.	3 65
Mono.	3 35
Savon Improved.	2 50
Sunflower.	3 05
Golden.	3 25
Economical.	2 25

Scouring.	
Sapolio, kitchen, 3 doz.	2 50
" hand, 3 doz.	2 50

SUGAR.	
The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 35 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 35 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.	

Cut Leaf.	56 30
Powdered.	6 11
Granulated.	5 67
Extra Fine Granulated.	5 80
Cubes.	6 11
XXXX Powdered.	6 42
Confec. Standard A.	5 61
No. 1 Columbia A.	5 54
No. 5 Empire A.	5 48
No. 6.	5 03
No. 8.	5 03
No. 9.	5 17
No. 10.	5 11
No. 11.	5 06
No. 12.	4 98
No. 13.	4 92
No. 14.	4 73
No 15.	4 36

SYRUPS.	
Corn.	
Barrels.	21
Half bbls.	23
Pure Cane.	
Fair.	19
Good.	25
Choice.	30

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

VINEGAR.	
40 gr.	7 28
50 gr.	8 29
\$1 for barrel.	

WET MUSTARD.	
Bulk, per gal.	30
Beer mug, 2 doz in case.	1 75

YEAST.	
Magie.	1 00
Warner's.	1 00
Yeast Foam.	1 00
Diamond.	75
Royal.	90

TEAS.	
JAPAN—Regular.	
Fair.	217
Good.	220
Choice.	224
Choicest.	232
Dust.	10

SUN CURED.	
Fair.	217
Good.	220
Choice.	224
Choicest.	232
Dust.	10

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

GUNPOWDER.	
Common to fair.	25
Extra fine to finest.	50
Choicest fancy.	75

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

YOUNG HYSON.	
Common to fair.	18
Superior to fine.	30
Best.	40

ENGLISH BREAKFAST.	
Fair.	18
Choice.	22
Best.	40

TOBACCOS.	
Fine Cut.	
Palls unless otherwise noted.	230
Bazoo.	227
Can Can.	27
Nellie Bly.	21
Uncle Ben.	21

Hiawatha.	60
Sweet Cuba.	34
McGinty.	27
" 1/2 bbls.	25
Dandy Jim.	29
Torpedo.	24
" in drums.	23
Yum Yum.	23
1892.	22

Plug.	
Sorg's Brands.	41
Joker.	39
Nobby Twist.	41

Kylo.	26
Hiawatha.	38
Valley City.	34

Finzer's Brands.	
Old Honesty.	40
Jolly Tar.	32

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

American Eagle Co.'s Brands.	
Myrtle Navy.	40
Stork.	30 3/2
German.	15
Java, 1/2 foil.	32

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

Scotten's Brands.	
Warpath.	15
Honey Dew.	30
Gold Block.	26

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

Leidersdorf's Brands.	
Rob Roy.	26
Uncle Sam.	28 3/2
Red Clover.	32

Spaulding & Merrick.	
Tom and Jerry.	25
Traveler Cavendish.	38
Buck Horn.	30
Plow Boy.	30 3/2
Corn Cake.	16

shoulders.	
Sausage, blood or head.	2 8
" liver.	2 7
" Frankfurt.	2 8 1/2
Mutton.	6 1/2 7 1/2
Veal.	6 1/2 7 1/2

F. J. Dettenhaler quotes as follows:	
FRESH FISH.	
Whitefish.	2 8
Trout.	2 8
Brook Trout.	25 25
Black Bass.	8 10
Halibut.	2 15
Ciscoes or Herring.	2 5
Bluefish.	2 10
Fresh lobster, per lb.	20
Cod.	11
No. 1 Pickerel.	2 8
Pike.	2 8
Smoked White.	2 8
Red Snappers.	12
Columbia River Salmon.	20
Mackerel.	25

OYSTERS—CANS.	
Fairhaven Counts.	2 40
F. J. D. Selects.	2 40

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

PROVISIONS.	
The Grand Rapids Packing and Provision Co. quotes as follows:	
PORK IN BARRELS.	
Mess.	17 50
Short cut.	17 50
Extra clear pig, short cut.	20 00
Extra clear, heavy.	18 50
Clear, fat back.	18 50
Boston clear, short cut.	19 00
Clear back, short cut.	19 00
Standard clear, short cut, best.	19 00

SAUSAGE—Fresh and Smoked.	
Pork Sausage.	9
Ham Sausage.	9
Tongue Sausage.	9
Frankfort Sausage.	8 1/2
Bologna, straight.	6
Bologna, thick.	6
Head Cheese.	7

LARD.	
Kettle Rendered.	11
Granger.	10 1/2
Family.	8
Compound.	7 1/2
50 lb. Tins, 1/2 c advance.	10 1/2
20 lb. pails, 1/2 c.	10 1/2
10 lb. " 1/2 c.	10 1/2
3 lb. " 1 c.	10 1/2

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	8 50
Extra Mess, Chicago packing.	8 00
Boneless, rump butts.	14 00

SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.	12 1/2
" 16 lbs.	13
" 12 to 14 lbs.	13
" picnic.	10 1/2
" best boneless.	14
Shoulders.	10 1/2
Breakfast Bacon, boneless.	14
Dried beef, ham prices.	10 1/2
Long Clinks, heavy.	11
Briskets, medium.	11
" light.	11

CANDIES, FRUITS and NUTS.	
The Putnam Candy Co. quotes as follows:	
STICK CANDY.	
Standard, per lb.	6 1/2 7 1/2
" H. H.	6 1/2 7 1/2
" Twist.	6 1/2 7 1/2
Boston Cream.	8 1/2
Cut Leaf.	8 1/2
Extra H. H.	8 1/2

MIXED CANDY.	
Standard.	6
Leader.	6
Royal.	6 1/2
Nobby.	7
English Rock.	7
Conserves.	7
Broken Taffy.	8
Peanut Squares.	8
French Creams.	9
Valley Creams.	13
Midget, 30 lb. baskets.	8
Modern, 30 lb.	8

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

FANCY—in 5 lb. boxes.	
Lemon Drops.	55
Sour Drops.	55
Peppermint Drops.	60
Chocolate Drops.	65
Gum Drops.	40 50
Licorice Drops.	1 00
A. B. Licorice Drops.	80
Lozenges, plain.	60
" printed.	65
Imperial.	60
Motives.	70
Cream Bar.	55
Molasses Bar.	55
Hand Made Creams.	85 25

Perkins & Hess pay as follows:	
HIDES.	
Green	223

Grand Rapids Retail Grocers' Association.

The regular meeting of the Grand Rapids Retail Grocers' Association was held at Protective Brotherhood Hall, Monday evening, July 17. President Elliott presided and Chaplain Viergiver tended door.

Chairman Herrick, of the Municipal Committee, reported progress in the peddling question, citing the victory obtained over the cohorts of peddlers in police court and predicting a similar result in the three cases appealed to the Superior Court.

Daniel Abbott was called upon by the chairman for some remarks upon the subject, and described in detail the work undertaken by the Committee, closing his half hour's talk substantially as follows:

Now, Mr. President, if you will permit me, there are some things I would like to say to the members concerning the work of the Association. It is true you have a Municipal Committee, to which is committed the task of looking after the enforcement of the laws made in the interest of trade, and various other committees; but these committees can do only a very small portion of the work that is to be done. In fact, the functions of all these committees combined forms but a small portion of what is to be done. The great task that confronts this Association is the creation of a sentiment in favor of itself, and the eliminating from the minds of the grocers not now members, the false ideas concerning it and its work which so many hold. This can only be done in one way—by each individual member becoming a missionary and doing what he can for the conversion of those who still remain on the outside. This is *your* work, a work which should not—indeed, cannot—be left to the officers, but must be done by the membership at large. It is your work as much as is the work in the store, a work which, if necessary, you should take time to do. Until the retail grocers are a unit on the principles which this Association was formed to establish there can be little reform of the abuses which now so largely prevail in the business; and unity can only be attained in one way. It can never be reached by meeting on the street corners and talking about it, for such meetings usually result in nothing but talk. It can be attained in but one way and that is by banding together as an organization and being governed by, and faithfully abiding by, its laws and requirements. Law is the very foundation of order, and if ever the principles which are fundamentally necessary to success in your business, as in every other, if ever the identity of interests of the retail grocers is to be recognized, and their emancipation from the thralldom of false ideas and customs accomplished, then there must be law, obedience to which on the part of all interested, shall unify you as a class, and bring about an orderly arrangement of the differences which for so long have militated against your success. To this end, I repeat, each individual member must work, must become a missionary, disseminating the principles of the Association, and persuading those not now members that it is to their interest to join the organization.

The following resolutions, introduced by E. A. Stowe, were unanimously adopted:

Resolved, That the thanks of this Association be tendered Mr. O. A. Ball for introducing and championing in the Council the resolution prohibiting the Mayor from issuing permits to peddlers.

Resolved, That the thanks of this Association be tendered Assistant City Attorney Carroll and Superintendent Carr and the police department for their activity and aggressiveness in enforcing the present peddling ordinance.

E. J. Herrick and A. Brink reported cases where peddlers were running two wagons on one license, and the Municipal

Committee was instructed to investigate the matter and make complaints to the police department, in case the reports proved true.

The special Committee on Entertainment made a report, which was accepted, with thanks.

The question of the annual picnic was then presented and E. White moved that the stores be closed all day. D. Viergiver moved as an amendment that they be closed one half day, the same as in the past. The amendment was adopted.

Peter Schuit moved that the picnic be held on Thursday, August 17, which was adopted. The same gentleman moved that proper signs be printed and furnished each grocer and meat dealer in the city, announcing the closing of the stores for the afternoon in question.

E. A. Stowe then introduced the subject of the official inspection of weights and measures, advocating the abolition of the fees now assessed the merchant by the inspector. He closed by introducing the following resolution, which was unanimously adopted:

WHEREAS, The people of this city insist upon the inspection of weights and measures; and

WHEREAS, such inspection is for the benefit of the public at large; therefore

Resolved, That, in our opinion, such inspection should be paid for by the people, instead of the expense being saddled upon the merchants of the city.

It was decided to co-operate with the Coal Dealers' Association and any other organizations in bringing about this reform.

The meeting then adjourned.

The next meeting of the Association, which will be held on August 7, will be the annual meeting, at which time officers will be elected for the ensuing year. It is hoped that every member will attend this meeting, as matters of vital importance to the Association are to be presented for consideration and action.

President Elliott announces the following special committees to make arrangements for and superintend the annual picnic:

Executive—E. J. Herrick, C. Stryker, Phil. Graham.

Sports—Fred H. Ball, James B. McInnes, Dick Warner.

Badges—James A. Morrison, Sumner Wells, C. C. Bunting.

Programme—Henry Vinkemulder, J. Geo. Lehman, H. Liesveld.

Judges—W. L. Freeman, Amos S. Musselman, Wm. C. Wood.

Tables—Thos. H. Hart, C. J. Seven, Julius J. Wagner.

The Drug Market.

There are few changes to note, in the absence of all speculative movement, on account of the financial situation.

Citric acid is higher abroad and is tending higher in this country.

The demand for carbolic acid has not proved to be as large as was anticipated and holders have reduced prices.

Opium is dull and weak. The amount of this year's crop will soon be known, when the price will be more steady.

Morphia is unchanged.

Nitrate of silver has declined, on account of the low price of the metal.

German quinine is weak and lower.

The Major Cement Co. has reduced the price of its cement from \$1.20 to \$1 per dozen.

According to a report by the French Minister of Finance 148,808 families in France have claimed exemption from certain taxes recently voted by the Chambers, on account of having seven or more children.

MICHIGAN BARK AND LUMBER CO.



18 and 19

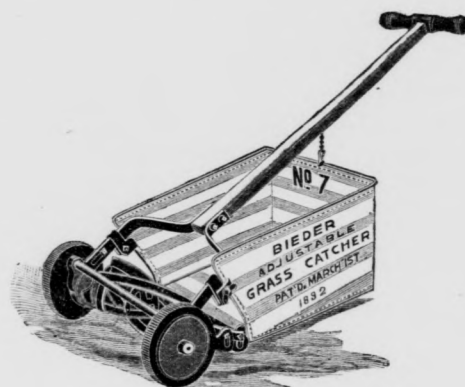
Widdicomb Building.

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.

WAS IT TYROTOXICON?

Full Statement of the Mansfield Cheese Poisoning Cases.

MANSFIELD, Ohio, July 19.—In reply to your favor of July 17 in regard to the so-called "cheese poisoning" in this city, I beg leave to say that the reports in the newspapers in reference to it were very much exaggerated, as usual. It is true that we had some fifty or sixty persons who had eaten a certain make of cheese who took suddenly and some violently sick, but with no fatal results. The cheese in question was made by Mr. Mabec, who lives about five miles from this city and who has manufactured cheese for some thirty years and sold it in this city, without any bad results, so far as we have any knowledge until this occurrence which you refer to took place.

On investigation, we learned that Mr. Mabec purchases milk from the farmers in his immediate vicinity, and, as a rule, makes three cheese a day, which weigh from twenty-four to twenty-five pounds each. The cheese of each day's make is numbered the same, and on this occasion each of the three cheese, which were all made from one curd, were numbered 55. One of the three was sold to a grocer by the name of J. P. Hering, who retailed the entire cheese within twenty-four or thirty-six hours after he received it.

On investigation we found that everybody who was taken ill with this peculiar sickness had eaten cheese, but that everybody who had eaten of the cheese did not get sick; but the sickness all occurred among those who had bought and eaten of this particular cheese, which was very spongy and moist, two pounds of which I obtained from those who had bought and eaten of the cheese, and were taken sick shortly after eating it. Those two pounds were sent to Secretary Dr. C. O. Brobst, of the State Board of Health, who turned it over to the State Dairy and Food Commissioner, Dr. McNeal, who, with an expert cheesemaker, Mr. Hurd, visited this city and examined into the character of the symptoms of those who were taken sick, together with the process employed in the manufacture of the cheese.

The second cheese was sold to a grocer by the name of P. P. Ford, with the same results following as in the former case, except that he did not sell more than half of his cheese before he learned of the poisoning resulting from the use of it, and stopped the sale of it immediately. It is only just to say that the first grocery man, Mr. Hering, had sold all his cheese before he learned that it was making any person sick.

In this investigation it is interesting to note that the two grocersmen who bought the cheese live in widely different sections of the city and that the number of cases of sickness corresponded with the amount of cheese sold; in other words, there were more than twice as many cases of sickness in the Hering district, where the entire cheese was sold, as there were in the Ford district, where only half a cheese was sold. It is also interesting to note that the degree of sickness depended largely on two particular factors: First, the amount of cheese eaten; second, the physical strength of the person who ate it. In nearly every instance where old persons or children who were feeble had eaten the cheese they were affected much more seriously, and, in some instances, they were so prostrated that their lives were despaired of, especially the aged, whilst others who were strong and hardy and ate of the same cheese in the same quantity, were not made nearly so sick, if sick at all, whilst others were more or less affected, according to the amount of cheese they had eaten and the physical strength they had to counteract the effects of the alleged poison.

One very interesting case occurred in which the mother was taken sick from eating the cheese and shortly afterwards her nursing babe, which had nursed her, was taken sick with the same symptoms, although it had not eaten any of the cheese at all, showing that the poison which produced the sickness was not only a local irritant to the intestinal tract, but also assumed a constitutional character and was eliminated through the lacteal glands.

The symptoms were those of marked prostration in the more serious cases, which were modified according to the amount of cheese eaten, and the strength of the person who ate it; consisting of a marked reduction of the pulse force, showing a tendency to cardiac or heart paralysis, some of the cases being entirely pulseless, with cold hands and feet, cold perspiration, accompanied by vomiting and later by purging and general prostration. These symptoms attained in a greater or less degree in every case so far as we were able to learn from the patients and their attending physicians.

As to whether the poisoning was the result of Dr. Vaughan's tyrotoxin remains to be determined by the chemical analysis which will be immediately instituted by the State Commissioner, Dr. McNeal.

These cases of so-called "cheese poisoning," the result of eating certain cheese, have been of frequent occurrence in this vicinity. In 1888 and 1889 samples of cheese were sent by me to the State Board of Health from this city which were supposed to contain tyrotoxin, but, on investigation by Professors Howard and Webber, of Columbus, and Prof. Schweintz, of the Bureau of Animal Industry of Washington, they were unable to find Vaughan's tyrotoxin in a single instance, notwithstanding they followed the directions given by him for its detection. Experiments were conducted by Prof. Webber at that time by feeding animals with the extracts of the poisonous cheese with no results. These experiments are very questionable and uncertain, as we are all aware that animals can eat decomposed organic matter without any serious results, whilst, on the other hand, if eaten by the human, it would produce serious sickness, if not fatal terminations. The fact that tyrotoxin was not found in the cheese was no evidence that a poisonous compound, the result of fermentation, was not the cause of the sickness; and especially is this true, as Prof. Vaughan has found, since his discovery of tyrotoxin, other poisonous substances in cheese, which he claims are sometimes, under certain circumstances, the cause of sickness.

In this same investigation which I have referred to and which was conducted by the State Board of Health in 1888, bacteriological examinations were made by Prof. Demers with negative results. Of course, we may have fermentative products of an alkaloidal character which could not be detected by bacteriological examinations. The bacteriologist would only be capable of determining a fungus or microbial toxicant, if such existed, but with alkaloidal products his investigations would prove futile.

Since these investigations by our State Board of Health, all of which proved negative results so far as Vaughan's tyrotoxin was concerned, the State Board of Health considered it useless to conduct any further investigations for that poison. Yet, at the same time there is no question but what there is a poison of some kind which occurs in the manufacture of certain cheese, which is evidently the result of fermentation, and whilst it may not always be tyrotoxin, it is possible that under certain circumstances it is; and under others it is certainly some compound analogous to tyrotoxin which as yet has not been discovered, and which will be sought for in the chemical analysis to be instituted by the Ohio State Dairy and Food Commissioner, the result of which we will watch with great interest, as it is to be hoped that he will be able to discover the cause, origin and composition of the substance which produces these perplexing outbreaks of so-called "cheese poisoning" which usually occur in this section of the country in the summer and fall, and so far as I have been able to observe, much more frequently in the cheese that is made during the hot weather.

That it is the result of fermentative changes is certainly quite evident: First, for the reason that brands of cheese which are made of pure, sweet milk, and are made without any fermentation, except that peculiar kind produced by the use of rennet for curdling the cheese, does not produce "cheese poisoning;"

second, that "cheese poisoning," so far as I have been able to ascertain, has occurred in those brands of cheese which are subjected in their manufacture to certain fermentative changes, either purposely or accidentally.

R. HARVEY REED, Health Officer.

The Hardware Market.

There is no special change to note in prices or the general volume of business. For July, trade is nearly up to the average, but, as a rule, dealers are only buying as their wants demand. The closing down of all the iron, nail and glass factories has a tendency to prevent any lower prices being made. Collections are only fair, dealers claiming the low price of wool, wheat and other farm produce makes it very hard to collect in what is due them. The result is they are, as a rule, refusing to trust out their goods to anyone, unless they know the pay is prompt, whether they sell anything or not. This, we believe, is the proper course to pursue. The one great trouble with this country to-day is the ease with which people can run in debt. If this was, in a measure, curtailed, the distress would be much less.

We do not look for any marked changes in prices of hardware until the fall trade opens, which will, undoubtedly, be later than in former years.

CHICAGO AND WEST MICHIGAN R.Y.

JUNE 25, 1893

GOING TO CHICAGO.

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

RETURNING FROM CHICAGO.

Lv. Chicago. 8:25am 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. 12:20pm 8:30pm 2:00am
Lv. Chicago. 9:30am. Ar. Grand Rapids 5:25 pm

TO AND FROM MUSKOGEE.

Lv. Grand Rapids. 8:30am 1:25pm 5:45pm
Ar. Grand Rapids. 10:45am 3:55pm 5:25pm

TRAVERSE CITY CHARLEVOIX AND PETOSKEY.

Lv. G. R. 5:45pm *7:30am 1:40pm 11:15pm
Ar. Manistee. 10:44pm 12:10pm 6:10pm 4:50am
Ar. Trav. City. 11:10pm *12:40pm 6:00pm *7:20am
Ar. Charlevoix. *3:15pm 8:30pm *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 *8:45pm *11:35pm
To G. R. Lv. Petoskey. 6:05am *1:30pm *8:30pm
Free Chair Cars for Manistee 5:45 p. m.
*Every day. *Except Saturday. Other trains week days only.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Ave.

EASTWARD.

Trains Leave	+No. 14	+No. 16	+No. 18	+No. 22
G'd Rapids, Lv	6:45am	10:20am	3:25pm	7:40pm
Ionla, 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	8:37pm	
Flint, Ar	10:05am	3:45pm	7:05pm	
Pt. Huron, Ar	12:05pm	5:00pm	8:50pm	
Port Huron, 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	11:20pm
Milwaukee Str, Ar	9:30am	3:10pm	6:20am	6:30am
Chicago Str, Ar	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 25, 1893.

TRAINS GOING NORTH.

Trains	Leave	Arrive
For M'Kinaw, Trav. City and Sag.	6:50 a. m.	7:20 a. m.
For Traverse City & Mackinaw	1:10 p. m.	1:30 p. m.
For Cadillac and Saginaw	8:10 p. m.	4:15 p. m.
For Petoskey & Mackinaw	8:10 p. m.	10:30 p. m.
From Kalamazoo	9:10 a. m.	
From Chicago and Kalamazoo	9:40 p. m.	
Trains arriving from south at 6:30 a. m. and 9:10 a. m. daily. Other 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.

Trains	Leave	Arrive
For Cincinnati	6:30 a. m.	7:00 a. m.
For Kalamazoo and Chicago	8:00 a. m.	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 Kalamazoo	11:50 a. m.	
Trains leaving south at 6:00 p. m. and 11:20 p. m. runs daily; all other trains daily except Sunday.		

SLEEPING & PARLOR CAR SERVICE.

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

SOUTH—7:00 a. m. train—Parlor chair car Grand Rapids to Cincinnati.
8:00 a. m. train—Runs solid with Wagner Parlor Car Grand Rapids to Chicago.
2:00 p. m. train—Parlor car Grand Rapids to Fort Wayne.
6:00 p. m. train—Wagner Sleeping Car Grand Rapids to Cincinnati.
11:20 p. m. train—Through Coach and Wagner Sleeping Car Grand Rapids to Chicago.

Chicago via G. R. & I. R. R.
Lv. Grand Rapids 8:00 a. m. 2:00 p. m. 11:20 p. m.
Ar. Chicago 1:25 p. m. 8:10 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. New York Express. 5:40 p. m.
5:45 p. m. 9:10 p. m.

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

C. 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 p. m.
1:00 p. m. New York Express. 5:40 p. m.
*Daily. All others daily, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
Parlor cars leave for Detroit at 6:55 a. m.; returning, leave Detroit 5 p. m., arriving at Grand Rapids 10:20 p. m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division).
A. Almqvist, Ticket Agent.
Union Passenger Station.

DETROIT, LANSING & NORTHERN R. R.

MAY 23, 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. 7:30am 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'y's offers a route making the best time between Grand Rapids and Toledo.
Time Table in effect May 14, 1893.

VIA D., L. & N. R. Y.
Lv. Grand Rapids at 7:10 a. m. and 1:25 p. m.
Ar. Toledo at 1:15 p. m. and 10:45 p. m.

VIA D., G. H. & M. R. Y.
Lv. Grand Rapids at 6:50 a. m. and 3:25 p. m.
Ar. Toledo at 1:15 p. m. and 10:45 p. m.
Return connections equally as good.

W. H. BENNETT, General Pass. Agent,
Toledo, Ohio.

GOTHAM GOSSIP.

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

Special Correspondence.

NEW YORK, July 22.—The average price of wheat in New York in January, 1893, was 78.97 cents, which was the highest point, as the average for February was 78.35; March, 75.39; April, 75.93; May, 76.98; June, 71.86, which price has been about the average so far in July. For corn, the highest point was in February, when the average was 52.82 cents; the average in June was 48.14, and that is the average so far for July. Flour has shown very little fluctuation, the average for January on Minnesota straights being about \$3.57, the same for February, \$3.52 for March, \$3.48 for April, the same for May, \$3.50 for June, and the same so far for July. Pork averaged \$17.67 in January, \$19.52 in February, \$18.91 in March, \$18.04 in April, \$20.76 in May, \$19.76 in June, and \$18.50 so far for July. Granulated sugar in January averaged \$4.87½, \$4.84 in February, \$4.85 in March, \$5.14 in April, \$5.40 in May, \$5.51 in June, and 6 cents so far in July. Coffee was sold at an average price in January of 17.19 cents, in February, 15.03, 17.71 in March, 15.85 in April, 15.72 in May, and 16.68 in June. In canned goods, there has been no great appreciation except in the case of tomatoes, which began to rise soon after the new year, and have steadily gone up at the rate of 2½ cents a week, until they are now worth \$1.40@1.45, and even \$1.50. N. Y. State corn has averaged almost exactly \$1 a dozen since January 1, while peas have fluctuated from 90 cents to \$1.25, with almost every fraction between—these prices for marrows. Peaches started in at \$1.75, and declined to \$1.40@1.50 for Eastern pack No. 3. Columbia River salmon, tall tins, have averaged \$1.17½ since January 1, and Alaska about \$1.47½. From all these figures it will be seen that while there has been a decline in nearly the entire list, it has not been very great—in fact, no larger than we might have anticipated, for January is, as a rule, a time of higher prices than is July, when everything is fresh in the markets.

Dun's report, just out, says that it is astonishing that business has been so well maintained with so little evidence of unsoundness. But it is rather discouraging to read of 467 failures in the country the past week against 168 last year, two of them exceeding \$500,000, and 101 others exceeding \$5,000 each. Last week the failures were 374. On Wednesday the stock market reached the lowest average since 1884, but since then there has been some recovery. The closing of some big cotton mills has been the subject of much regret, but it was inevitable in consideration of the unsettled state of affairs. Wheat has fallen 2 cents, corn 1 cent, pork products and oil lower, and even sugar has gone off a peg, notwithstanding all expectations that it would show an advance. On the whole, the report is not exceedingly cheerful reading.

Stray Congressmen are registering daily at the hotels, and gradually the eyes of the Republic are turning Washingtonward. The hot weather will not abate a particle of interest in the situation, and as the time of the gathering of Congress draws near, all sorts of prognostications are made as to what "they will do with it." It is hardly probable that Colorado will be set up as an empire by itself, though to read some of their papers it would seem that such was their desire. To an unprejudiced observer it would seem that Michigan has more to "kick" about than Colorado has, for her output of iron is almost, if not quite, as valuable as the silver product of Colorado, while the miners have had much smaller wages than the silver operators.

There is nothing of importance in grocery circles. Business is as good as could be expected, and everybody is in a sort of "waiting mood." No changes have taken place during the week of any importance, and not many out-of-town buyers are in town. Prices of the staples are about as given last week, coffee

selling at 17 cents for No. 7 Rio, with a very dull trading.

Canned goods are moving slowly and buyers are not tumbling over each other to be first purchasers. Tomatoes are not held quite so tenaciously as a week ago, and, with new goods almost in sight, the holders are willing to part with what they have at \$1.40. Some Maine gallon apples are being offered at \$2, with scarcely any sale.

Dried fruits are in the "slumps," and with the combination of vast quantities of fruit and tight money, there seems to be every chance for a continuation of low prices. California prunes in boxes are worth 9½@12c, as to size; bags, 8½@10c. Apricots, 10@13c and California peaches, unpeeled, in bags, 9@10c.

Butter is about as it has been for several weeks—18@19c for Western seconds to firsts, with 21c the outside for Elgin. Cheese has had a hard struggle during the week, and is worth 8½@9c. It has got to be extra to bring the latter quotation.

Fancy Michigan eggs are worth 14½@15c. Market dull, except for strictly fancy, which, of course, are scarce, and selling at 21c.

A movement is on foot to "keep" the World's Fair open next summer. Of course, if Chicago can stand it, the world at large will make no objection, but it seems as if it would be a big undertaking. However, to the Windy City all things are possible. JAY.

On the Inside.

The insides of a man are about as important an affair, especially to the man himself, as any other that can be mentioned. The subject has been studied diligently from the days of Esculapius down, but to the average man still the most important machinery in the world to him is the most mysterious and the farthest beyond inspection until the time for a post mortem examination has come, at which time his own interest in his internal machinery has probably ceased. New light has been thrown on, or rather in, the subject by the use of electricity. A few days ago Dr. Wendell Phillips, of New York, delivered a brief address before a meeting of other medical men on the use of electricity in making a diagnosis. The subject was one of such interest that the newspaper reporters got hold of it, and much to the dismay of the doctor, who is nothing if not strict in his adherence to the rules of the profession, he was the next day given columns of free advertising, a liberty which we also beg his pardon for taking. Briefly, the use of electricity to which he referred consists in putting an electric lamp inside a man, turning on the current, and illuminating his interior as the candle illuminates the pumpkin jack-o-lantern of our boyhood days. Placed in the mouth, the veins and arteries and muscles of the face and the circulation of the blood become visible to an observer. Placed in the corner of the eye light is shed upon the interior of that delicate organ. Inserted in the stomach, that human laboratory, which turns meat and potatoes and bread into human flesh and blood and bone, becomes revealed, the light shining through the walls and muscles. Inserted in the bladder, the same transfiguration takes place. The importance of such a use of electricity in locating certain forms of disease such as a tumor or cancer, or in determining the extent of a trouble, can be readily seen. The electric lamp used is of course exceedingly small and can be used but an instant at a time because of the heat generated; but a flash of lightning inside a man, even if it lasts but an instant or two, must be a highly interesting thing to observe and still more highly interesting to experience.

Association Picnics.

Three of the grocers' associations of the State have decided on the dates of their annual picnics as follows:

Jackson—At Bawbeese Lake, Aug. 10.
Bay City and West Bay City—At Bay Port, Aug. 17.

Grand Rapids—Aug. 17, probably at Reed's Lake.

MICA IS THE STUFF.

In These Days the World Could Hardly Worry Along Without It.
From the Chicago Inter Ocean.

Mica fills the interstices of modern progress. A few decades ago we were seeking practical use and market for the output of mica mines already found; now we are seeking new mines to supply the multifarious uses to which mica can be applied. Thus the law of necessity changes in its relation to all things.

Mica is now as essential to the various uses of electricity as this great force is necessary to human progress. In all appliances for electrical lighting and power the most important reciprocal agent entering into their mechanism is mica. All armatures are built up with its insulation, whether for dynamos, motors, generators or transformers. Without its use as an insulation the core of the armature would burn out with a flash. But by placing sheets of mica between the thin sheets of iron, which are secured to the shaft that runs through the drum of the armature, insulation becomes perfect. Thus armatures of even the largest generators can be run for twenty-four continuous hours without heating them more than 80 degrees Fahrenheit above the temperature of the surrounding air. By this use of mica the lines of force are dissipated, but do not lose any of their electrical energy.

In all electrical safety appliances mica also performs an important part as an insulator. To its infusible and indestructible nature much of the success of the rheostat can be ascribed. This wonderful mechanism, which is applied as a motor starter, a governor of speed, a reversing switch, and an automatic safety switch, is absolutely fireproof, and can be subjected to a red heat without mechanical injury. This is rendered possible by making the resistance of thin plates of iron packed closely together, but separated by mica.

Thus the lines of force operate on the same principle as in the armature. Aside from these important uses of mica in electrical apparatus, it is also applied to a thousand minor ones, which make it the constant and willing servant of the greatest power that man has turned to intelligent subjugation.

Mica is also an important factor in many branches of manufacture and art. Owing to its peculiar elasticity and toughness, qualities in which it is not excelled by anything natural or artificial, it is used as an absorbent of nitro-glycerine, and when so used explosions by percussion are rendered almost impossible, while at the same time nothing is taken from the energy of the nitro-glycerine when exploded by fulminates or similar device. For such purpose the plumose mica is used, or that in which the scales are arranged in a feathery form.

The prismatic or foliated mica is also used by passing it through a mill. This vastly increases the mica's bulk and forms masses of bran-like scales, translucent and beautiful. The French silver moldings are also made with this ground mica. The unalterable nature of mica and the fact that it entirely resists the action of corrosive acids, smoke and dust, make it a valuable material for edificial decoration. It can be readily colored or metalized, and its transparency preserves in all its pristine beauty anything to which it is applied. This ground mica is also used as a lubricant and axle grease, and for such purposes has no superior except plumbago. Coarsely pulverized it is also used for roofing material and as a fireproofing for iron safes.

The cleavage of mica is so perfect it is estimated that it can be split or divided into leaves 250,000 to an inch. Much of its commercial value depends upon this wonderful property of lamination. The largest plates of mica with such foliaceous structure are obtained from Siberian mines, and they sometimes attain a diameter of five and seven feet. Crystals over two feet in diameter have been found in Pennsylvania, eighteen to twenty-four inches in New Mexico, and fourteen inches in North Carolina. Blocks of crystals weighing over 100

pounds are frequently mined. The North Carolina mines are supposed to be very ancient.

Mica plates found in them when first discovered were trimmed to particular shapes, and it is supposed they were used for windows, mirrors and ornaments. The number of the mines and the magnitude of these ancient operations excite wonder. Some of the mines are tunneled to a considerable length, and distinctly show marks of chisel-shaped tools. Mica in some form exists all over the earth, but not in quantities of any commercial value. It can be found in granite and quartz rebbelite, green tourmaline, feldspar, lepidolite, and other minerals, also in granular limestone, gneiss and slate. It varies in color from white through green, yellowish and brownish shades to black. Its chemical composition is silicate of alumina and potash, with a small amount of iron, magnesia and soda and about 5 per cent. water.

The Wool Market.

There has been considerable enquiry for wool during the past week, much more than at any other time since the season opened, but sales have not improved much. This increased enquiry means something, however. Manufacturers know that, if dealers are going to buy goods at all, they must very soon place their orders, so that the time is drawing near when wool must be purchased. Whether prices will advance or not, remains to be seen. It is hardly likely they will, but sales at any price are preferable to the present stagnation. There has been no improvement in the local market, prices remaining about the same. Dealers are not looking for wool, but are taking what is offered, but in so listless a manner as to leave the impression that they are not very particular about purchasing.

The Bank of England will be 300 years old in 1894.

PRODUCE MARKET.

Apples—Astricans from Illinois are beginning to arrive, commanding 75c for ½ bu. boxes.
Beans—Handers 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 is strong, with indications of higher prices in the near future. Dealers now pay 14@16c for choice dairy, holding at 16@18c. Creamery is in fair demand at 20c.
Cabbage—Home grown, 33 per 100.
Carrots—15c per doz.
Celery—Home grown has put in an appearance, commanding 20c per bunch.
Cherries—Red command \$2.25 per bu., and black go at 25c per bu. less. This week will practically wind up the crop.
Corn—Green, 10c per doz.
Cucumbers—15@18c per doz.
Currants—Red command \$2.25 per bu. The crop is disappointingly light in amount.
Eggs—Firm and strong. Dealers pay 13½c, holding at 14½c.
Green Beans—Wax, 30c per bu.
Green Onions—10@12c per doz. bunches.
Green Peas—30c per bu. for marrofat.
Honey—White clover commands 15c per lb. dark buckwheat brings 12½c.
Onions—Dry stock commands \$1.25 per bu. or \$3.50 per bbl. Both red and yellow danvers are in market.
Plums—California command \$1.50 per 4 basket crate.
Potatoes—Home grown are beginning to come in quite freely, in consequence of which the price was dropped to 55@60c. The quality is not very good yet, owing to the greenness of the crop.
Raspberries—Red command about 8c per qt. and black about 5c. This week will see an end of the crop.
Squash—4c per lb.
Tomatoes—\$1 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.

Muskegon Branch
UNITED STATES BAKING Co.,
 Muskegon, Mich

Originators of the Celebrated Cake, "MUSKEGON BRANCH."

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

Mail orders a specialty.

HARRY FOX, Manager

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

MILTON KERNS'
El Puritano Cigar.



THE FINEST

10 Cent Cigar on Earth

TRADE SUPPLIED BY
 BATEMAN & FOX, Bay City.
 B. J. REYNOLDS, Grand Rapids.
 R. OPPENHEIMER, East Saginaw.
 DETROIT TOBACCO Co., Detroit, Mich.

VOIGT, HERPOLSHEIMER & CO., WHOLESALE

Dry Goods, Carpets and Cloaks.

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

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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



SEE QUOTATIONS.

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



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

THE YOST MFG. CO..

TOLEDO, OHIO.

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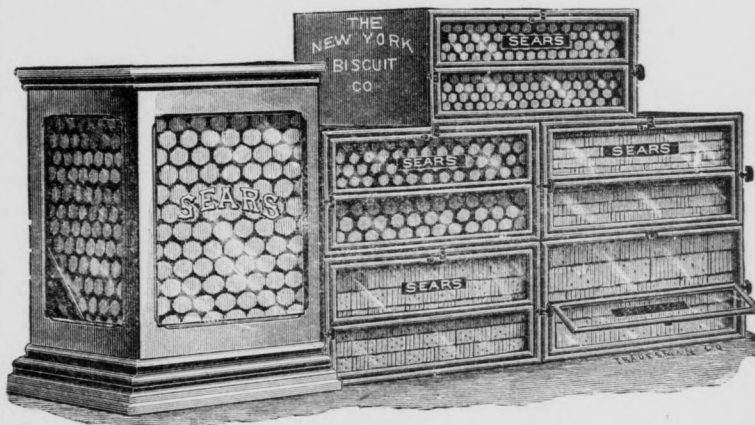
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THESE chests will soon pay for themselves in the breakage they avoid. Price \$4.

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

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

CINNAMON BAR.

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

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 WE CARRY A STOCK OF CREAM TALLOW FOR MILL USE.

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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.

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WE CARRY ALL SIZES AND SHAPES.

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