

# Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 10.

GRAND RAPIDS, AUGUST 2, 1893.

NO. 515

Fall Overshirts and Underwear.

THE INSPECTION OF THE TRADE IS SOLICITED.

**P. STEKETEE & SONS**

WHOLESALE

DRY GOODS AND NOTIONS

**SEEDS!**

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

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

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

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

**PUTNAM CANDY CO.**

Wholesale Manufacturers of

HIGH GRADE

**CONFECTIONERY,**

And A. B. GUM GOODS,

PUTNAM CANDY CO.

**CREAMS.  
CARAMELS.  
CHOCOLATES.**



SPECIALLY FINE LINE FOR RESORT TRADE.

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

A. E. BROOKS & CO.,  
46 Ottawa St., Grand Rapids, Mich.

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 30 coat of Kolbs, for a man who takes a 30, 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, cloth'er, 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 AUGUST 9, 10 and 11, the week of the races. Customers' expenses allowed.

**TELFER SPICE COMPANY,**

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

**RINDGE, KALMBACH & CO.,**

Manufacturers and Wholesale

Dealers in

**Boots, Shoes and  
Rubbers.**

12, 14 and 16 Pearl Street.

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

We carry the best Tennis Shoes made.

Agents for the Boston Rubber Shoe Co.



**MOSELEY BROS.,**

JOBBERS OF

**- SEEDS -**

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

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

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

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

## STOP AND CONSIDER

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

### PLAYING CARDS FREE!

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

# FERMENTUM THE ONLY RELIABLE COMPRESSED YEAST

SOLD BY ALL FIRST-CLASS GROCERS.

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

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

### THE RIVERDALE DISTILLERY,

THE OLDEST MANUFACTURERS IN THE WEST.

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

# STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

## Illuminating and Lubricating

# -OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave

BULK WORKS AT

GRAND RAPIDS,  
BIG RAPIDS,  
ALLEGAN,

MUSKEGON,  
GRAND HAVEN,  
HOWARD CITY,

MANISTEE,  
PETOSKEY,

CADILLAC,  
LUDINGTON.

HIGHEST PRICE PAID FOR

## EMPTY CARBON & GASOLINE BARRELS

# LEMON & WHEELER COMPANY,

IMPORTERS AND

## Wholesale Grocers

Grand Rapids.



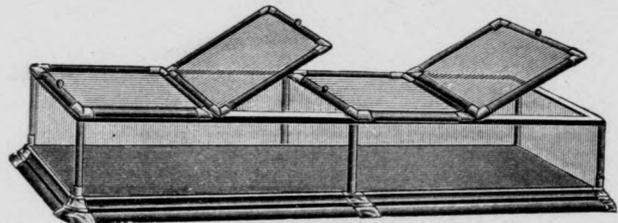
You only Chew the String when you read this advertisement. To Prove the Pudding, you must send for a sample order of Tradesman, Superior or Universal Coupon Books. If you have never used the Coupon Book System, and wish to investigate it, sample books and price list will be mailed free on application.

### TRADESMAN COMPANY,

Grand Rapids, Mich.

### HEYMAN COMPANY,

Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

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

WRITE FOR PRICES.



AGENTS

FOR

## BICYCLES

Can make money by buying some of the wheels we are offering at Special Prices to clean up our stock—Many 1893 Model High and Medium Grade Wheels will be sold at less than Cost.

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

Repairing and changing wheels a specialty.

PERKINS & RICHMOND, 101 Ottawa Street.

# MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, AUGUST 2, 1893.

NO. 515

ESTABLISHED 1841.

THE MERCANTILE AGENCY

**R. G. Dun & Co.**

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

**The Bradstreet Mercantile Agency.**

The Bradstreet Company, Props.

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

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

Grand Rapids Office, Room 4, Widdicomb Bldg.

HENRY ROYCE, Supt.

**THE Grand Rapids FIRE INS. CO.**

PROMPT, CONSERVATIVE, SAFE.

T. STEWART WHITE, Pres't.

W. FRED MCBAIN, Sec'y.

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

**COMMERCIAL CREDIT CO.**

Successor to Cooper Commercial Agency and Union Credit Co.

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

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

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



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

Wayne County Savings Bank, Detroit, Mich.

**\$500,000 TO INVEST IN BONDS**

Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 4 per cent. on deposits, compounded semi-annually.  
S. D. ELWOOD, Treasurer.

**We are Fishing**

FOR YOUR TRADE.

**BLANK BOOKS Made to Order**  
AND KEPT IN STOCK.



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

**BARLOW BROTHERS**  
HAVE MOVED  
To 5 and 7 Pearl St., Near the Bridge.

**POPPINGHAM'S PERIL.**

Napoleon B. Poppingham was an inventor. From his boyhood the major portion of his time had been spent in planning and perfecting various contrivances for lightening the labors or otherwise ameliorating the condition of his fellowmen. Thus far his inventions had not brought him the full measure of fame and worldly prosperity which his genius undoubtedly merited; but now he had hit upon an idea which could not fail, not only to make him rich beyond his wildest dreams, but to send his name down through the ages along with those of Gutenberg, Stephenson, Morse and Edison.

"Yes, Maria," he remarked to his wife in a high-pitched, nasal tone, which betrayed his Yankee origin, "I've struck it at last, an' it's very simple when you once get the idea. Men have been a-trying all these ages to navigate the atmosphere, but they have failed because they either depended on a bag filled with hot air or hydrogen gas, or on mechanical wings. Now, a balloon is unwieldy, dangerous an' mighty uncertain. You start in a balloon to go to Jimson's Corners, an' jest as like as not you'll fetch up in Bellbuckle, Maine, or Kingdom Come. You can't steer one of 'em any more than you can steer a cyclone, and when you get ready to come down you're jest as liable to land in the middle of an alder swamp as on a cushion of roses. As for wings, there ain't no man got strength to work a pair that's big enough to raise his weight. A bird's lighter'n a man in proportion to his bulk, an' muscled different. More'n half a bird's muscle is in his breast, an' the muscles acrost a man's chest ain't only about one seventieth of the whole. Of course he can't work wings big enough to h'ist hisself. Now, my idea is to combine the balloon an' flyin' machine. Make a small balloon, say, big enough to raise the wings an' one hundred and forty pounds besides. Now, 'f the operator weighs one hundred an' forty-five pounds, he's only got to exert enough force on the wings to h'ist five pounds. See?"

Mrs. Poppingham saw.

After several weeks of arduous labor the flying machine was completed. It consisted of a cigar-shaped silk bag inflated with hydrogen, beneath which were a pair of immense wings, with a rudder attachment and an ingeniously contrived harness by which the adventurous navigator was to be held in place during his aerial voyages. The labor of constructing the machine had been carried on in the privacy of Mr. Poppingham's workshop, a large, barn-like structure in the rear of his residence, and no one save his wife had any hint of the mighty addition that had been made to the world of invention. Mr. Poppingham had guarded his great secret well for two reasons; first, because he wished to avoid the ridicule of his neighbors, whom he regarded as very obtuse and unappreciative people, and secondly, because he feared that someone might steal his idea before he got it fully perfected

and his caveat filed at the Patent Office.

But now this wonderful piece of mechanism was complete in every part, his application for a patent had been duly made, and he was ready for his initial trip. With beating heart he completed his preparations for his first excursion through the air, while his wife, in a state of great excitement, fluttered around the back yard from which the air ship was to be launched, and offered cautionary suggestions until he was nearly in a condition to fly without the aid of wings.

"How high d'ye s'pose you'll go, Napoleon?" she asked as her husband buckled the straps around him.

"I dunno—two or three mile, mebbe," he answered carelessly.

"Oh, Napoleon, what if you should fall?"

"T'would jar my system a good deal, I calc'late," he replied, grimly, as he loosed the ropes that held down the cigar shaped bag.

"Oh, Napoleon!" shrieked his wife between her sobs, "don't go so high! If you love me, promise me that you won't go up more'n a mile!"

The required promise was given, and a moment later Napoleon Bonaparte Poppingham with a great flapping rose, so to speak, upon the wings of his own genius. Reaching a height of six or eight hundred feet, he sailed gracefully over the turnip patch and on, on toward the far off western hills.

As Napoleon mounted upward and gazed upon the world beneath him his heart swelled with triumph almost to bursting. At last those who had always ridiculed him and sneered at his inventions would be compelled to acknowledge the power and value of that wondrous inventive faculty with which kind nature had so generously endowed him. How easily this marvelous air carriage was propelled! A single stroke of the broad pinions lifted him many feet in the air, and then sweeping in gradual descent he was borne without effort over field and forest, hill and vale. How perfectly the steering apparatus seemed under control! A slight movement of his foot, and he could change his course and sail in majestic circles high above the heads of those poor puny human worms who were content to crawl upon the surface of the earth. How pure the air seemed! Every inhalation was like a draught of wine. His blood coursed through his veins as it had never done before, and a strange, wild exhilaration thrilled him to his finger tips. It seemed that he had but just begun to live.

The world was his!

As he swept over the brow of a hill near a beautiful lake he heard a loud noise, and, looking downward, saw a venerable colored man kneeling on a rude platform surrounded by hundreds of dusky faces. He had come upon a negro camp meeting and, seized with a sudden fancy to hear the prayer, he circled on noiseless wings above the sable throng and listened.

"Oh, bressed angel, come down!"

prayed the old man, in wavering accents. "Come now! Spread dy broad pinions an' fly to us! Tote along dy sickle, for we am ripened grain, ready for de harvest!"

Just then there was a shriek from a colored sister as the strange object hanging above their heads came within the range of her vision, and a moment later, with discordant yells of fear and wonder, the congregation broke for the adjoining woods and left the deaf old preacher with only two visible auditors, Mr. Poppingham and a crippled ducky, whose crutches had been knocked out of his hands in the scramble, and who now lay flat on his back, with an expression of more than mortal terror on his face.

"Oh, Mars' Angel!" he shrieked, stretching his hands toward the supposed supernatural visitor, "don't min' dat ol' nigger! Don't min' him, I say? De grain ain't ripe. Dat ol' fool orter know hit's de mos' backward season in nigh on fohty year!"

Leaving the camping ground, Mr. Poppingham skimmed across the lake, flying quite near the water, and watching his reflection on the smooth and shining surface. Just as he reached the further shore two sportsmen emerged from a clump of trees not far away, and one of them with a quick exclamation of fear and surprise, raised his gun and fired. Napoleon felt a sharp, tingling sensation in one of his legs, and at once began widening the distance between himself and the gunners. A few moments of rapid work and he was well out of range, congratulating himself that, although he had been stung by fine shot, the balloon attachment had not been punctured.

"It's dangerous flying too low until these durn fools with guns gits used to seein' men travel in this way," he soliloquized. "I'll keep up higher after this."

It was well he did so, for in the course of a few hours he came across several hunters and nearly every one of them shot at him once or twice for luck. He kept out of harm's reach, however, although two or three times he heard the swish of birdshot through the air.

He had been traveling for some hours in a westerly direction, and did not notice the storm cloud which had gathered in the northeast, until a sudden gust of wind caught him up like a feather and carried him along at a greater rate of speed than he had before attained. Something alarmed he essayed to turn about, but found to his consternation that he could make no headway against the wind. A few moments later the storm burst in all its fury. He lost entire control of his airship, and was whirled about like a bit of thistle-down and borne through the air he knew not whither. He had once been at sea during a terrible storm, but that experience, as he now remembered it, seemed like a mere bit of holiday diversion in comparison with the terrors of his present situation. One moment he was hurled aloft like a splinter upon the waves of an angry sea, and the next he seemed to be going

down, down, down into a fathomless abyss. An indescribable feeling of giddiness and nausea seized him. Soon the darkness of night was added to his other horrors, and still he went on his devious way through the trackless skies, faint, sick, frozen with fear, tossed hither and yon by the demons of the storm, the shuttlecock of the elements. But amid all the dangers and uncertainties of that awful ride on the winds, whether borne above the clouds or hurled downward toward his mother earth, he carried with him one thing that was as firm and immovable as the eternal hills, and that was his determination that, if kind Providence allowed him to escape from his present predicament, he would never, never invent anything again—not even an excuse.

By and by, during an unusually heavy gust of wind, he suddenly realized that the straps connecting him with his air ship had parted, and that he was falling. A second later he stopped with a terrible jerk, and soon became dimly conscious that he was suspended between the heavens and the earth by some object which had evidently caught in the back of his coat. He felt a sensation of thankfulness as he remembered that the garment was of unusually strong material, and then lost consciousness.

\* \* \*

The residents of the quiet village of Possum Ridge, Tenn., were somewhat surprised one morning to find a man hanging by the coat tails to the weather vane which surmounted the steeple of their only church, like a ripe persimmon waiting to be plucked. After some discussion ladders were procured, and a committee of two went up and harvested him. He remained insensible for a long time, but vigorous rubbing, alternating with occasional generous potions of newly distilled applejack, finally restored him. He persistently refused to divulge his name or place of residence, but very plausibly explained how he came to be in the position in which he was found by saying that he calculated he "must 'a' walked in his sleep."

A few days later a particularly limp and dejected looking specimen of the genus homo was seen hobbling slowly and painfully up the walk in front of the Poppingham mansion, and a moment later there was a shriek of joy as the lady of the house recognized her lord and master.

"Where on airth have you ben, Napoleon?" asked Mrs. Poppingham, after the first tender greetings were over.

"Well, I've been on a little pleasure excursion from Ballyhack to breakfast and return, my dear," replied the wanderer. "I have flirted with a cyclone an' waltzed with a tornado; I have jostled agin the tail of the comet, played tag with the Ursa Major, an' bathed my throbbin' brow in the Milky Wy, b'gosh! It was very interestin', from a philosophical point of view, Maria, an' at times it was excitin' an' even thrillin', but it made me yearn for the quiet joys o' home as a country minister yearns for a square meal. You can tell your folks, Maria, an' likewise the neighbors an' inquirin' friends, that your husband has discontinued aerial navigation, either for pleasure or business, until he gits to be a seraph with wings manufactured by somebody as thoroughly understands the trade. You can further inform a most lovin' an' anxious public that your life

partner is now a free moril agent, so to speak, havin' sworn off on the inventin' habit forever an' eternally, world without end. Amen!"

"What are you goin' to do now, Nappy?"

"If I pull through this, my dear, I'm goin' to study an' improve my mind with the one idee of tryin' to pass the civil service examination for admission into the National Retreat for Busted Balloonatics, Wapple Jawed Imbeciles and Dodderin' Idiots."

"You look awful, Napoleon."

"Yes, Maria, I s'pose I do. I feel awful. If I do not survive my injoories—"

"Don't talk like that, Nappy."

"Don't you interrupt me, old lady. I say, if I happen to elevate my toes as the result of my brief, but tempestuous experience as apprentice in the sky scrapin' line, I don't want you to let the parson go into the harrowin' details at the funeral. Just notify him that he can dish up consolation to the bereaved friends and relatives for all he's worth, but that when he has to allod to the late lamented he must stick to glitterin' generalities, and stick elus. An', Maria, you hear me; when I'm duly planted accordin' to law an' gospel, don't erect no towerin' monyment, no costly marble urn, no—"

"Oh, Napoleon!"

"Jest a plain stun slab will do, Maria, with no frills or filigree, an' bearin' this simple but techin' inscription: 'Sacred to the memory of a dumb fool.'"

Feature Advertising.

From the Chicago Dry Goods Reporter.

There are methods and methods in advertising as well as in anything else. A number of prominent advertisers have lately introduced regularly into their newspaper advertisements extraneous features which they thought would cause the public to seek for their announcement upon opening the paper. An example of this is the course pursued for some time by one of the largest dry goods houses on State street, this city. They have a regular space in several of the morning papers, and each morning, beneath the name of the firm which headed the advertisement, but before the description of goods, appeared, under the caption, "What is going on to-day," a list of the various society events, association meetings, private entertainments and such occurrences as are not generally grouped together in a daily paper. The idea was a good one and undoubtedly attracted the attention daily of many people who would not have taken the trouble to look at the advertisement otherwise. A prominent soap manufacturing concern is attracting a great deal of attention by a series of bright cartoons on timely topics, mostly of a local character, in the advertising columns of the daily papers. The cartoons are accompanied by brief and witty descriptions which, of course, make mention of some of the merits of the firm's especial brands of soap before the end. Both of these methods have much to commend them.

Merchants in small towns and cities may find the following plan a good one, especially for use in weekly papers. Each week besides your regular display advertisement compose a bright conundrum, the answer to which shall refer to your business or the goods which you handle. Have the editor insert the query in his local notes, and state that the answer will be found in your regular advertisement in the same issue. The answer should appear in small type above the first line of the display "ad." If this is made a regular feature and the conundrums are sufficiently bright and witty, they cannot fail to make your advertisement sought after. Of course, the question could be printed in the advertisement of one issue and answered in that in the next, but the former plan would probably prove the best.

# AMBOY CHEESE

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

## OLNEY & JUDSON GROCER CO. SOLE AGENTS.

TRADE'S DULL!  
OF COURSE IT IS.



He is simply stocked up with all kinds of uncalled for, unknown and unsaleable goods under the delusive idea of a greater profit; has recommended them to customers in place of tried, reliable and staple brands. Result—questionable customers of doubtful credit; the best trade is soon dissatisfied with the "Unknown" brand of goods and gives its patronage to reliable dealers. You will find that the

### Gail Borden "EAGLE BRAND"

Condensed Milk is the leading one in all the principal and successful stores. It will pay you to sell it if you do not.

PREPARED BY THE

New York Condensed Milk Co.

IT HAS NO EQUAL.



BUBBLE-BLOWING.

Written for THE TRADESMAN.

An American who cannot stretch himself to seventeen times his true size has no right, title or interest in the great expression known all over the world as American enterprise. No other nation on earth can show such a record of regularly recurring bubble-bursting periods as ours. The reason for this is obvious. We are the most elastic people in the world, and, when we begin to stretch, we are too enterprising to let up on the tension until we do violence to our anatomical adhesiveness. Bubble-blowing is common the world over, but no other nation possesses wind enough to blow up such enormously large ones as we do. This is characteristic of us. Other people, owing to their advancing age, I suppose, are shorter winded and less flexible than we are, and, while they halt occasionally to "block-up" and "stay-lath," we keep right on blowing and stretching just as though there was no limit to expansion. Statistics show that it takes about two decades to blow up our big bubbles to the bursting point.

We are a nation of blowers. We blow everything beyond its true proportions. Everything is stuffed more or less with wind and appears several sizes larger than it really is. We have drawn so heavily on the ethereal regions for wind that vacuums are caused, producing atmospheric disturbances which result in what is known as an American cyclone. Blow? Why, what other country on the face of the globe can produce such a wind that can blow the pin feathers off a rooster without dislodging him from the roost, or blow a baby out of the cradle and deposit it in a crow's nest in the top of a pine tree three miles away without waking it up? Canada may boast of her big pile of pressed curd at the World's Fair, and Spain of her Infanta, but when it comes to real windy wind Uncle Sam is the only able-bodied competitor.

What great, beautiful bubbles we do blow up! What a pity it is their stretchable possibilities are not unlimited, as wind is so plentiful and cheap! It has been demonstrated, time and time again, that the business of the country cannot be enlarged by stuffing it with wind. It may be inflated and take on the appearance of solid meat, like a bloated, distillery-fed hog, but it will only be an appearance—the genuine article will remain the same. Real business consists in adequately supplying a healthy demand and is materially the same in all countries. If business in our own country assumes a more pretentious garb, it is because it is wind-bloated. We create sickly and fictitious demands for streams of supplies flowing from unnatural sources which are opened up by hot-house processes of stimulation. We build cities on paper, originate and carry on great business enterprises on credit, and shout prosperity when we don't know where the next meal is coming from. Wind! Wind!! Wind!!!

It is our natures to blow, but the trouble is that about every so often we blow everything chuck full. We reach the limit of pressure when our largest and most inflated bubbles burst, and then we all stop blowing and wonder what the matter is. Here we show our shortsightedness. We fail to recognize the fact that the business of the country has reached its limit of inflation, as it has frequently done before, and that for its

own salvation, it is necessary to stop and let the wind off. We can't get the idea out of our heads that blowing bubbles is doing business, and we imagine that the business of the country is paralyzed, and every conceivable thing but the right thing is censured as being the cause of it. Of course, the escape of gas naturally depresses the real business of the country, and while the bubbles are being pricked and the artificial props are being knocked out from under the fictitious business concerns, the people are given such a taste of wormwood and gall of hard times which our more conservative neighbors across the border have never experienced. But their ways are not our ways. They may look down upon us with glee at the present time, while our beautiful bubbles are being pricked, but after the humiliating ordeal is over with we will give them another decade or two of bubble blowing which will rob them of the brightest and shrewdest sons they have reared in the meantime. E. A. OWEN.

Five in the Hundred.

Of all those who enter trade, that's about the number who end up with a surplus; the ninety-five sink by the way. And the ninety-five who dropped out were pretty sure at the start that they could work the oracle, but they had the conceit taken out of them in due time. Wonder if it may be said that the five who reached the goal with something over stepped along more tremblingly year by year, too scared to take big risks! That was probably the case. Those who lay off the harness are a very different set of men from those who are putting it on. But wait a bit; they'll be like the old fellows towards the end. And this holds true in every branch of business. The big crowd is in the rear. The few only at the front. How comes it that he is the best farmer in the county; the best doctor in the city; the ablest man at the bar? Is it wholly because of merit or foresight? Was the success due to qualities inherited or acquired? Anyone able to answer these questions? These are times when man feels humiliated if he can't answer any and every question connected with all things, both celestial and terrestrial. How is it that more names are not on the roll call of effective, successful men? Is there a deterrent power hindering the ninety-five and helping the five? That's the question and thought. Solomon himself owned up that there were some things which he could neither explain nor understand, but then he hadn't the advantage of the modern professor in this college and that—fellows who say they don't know the origin of life, but they know it isn't from above. Be careful where you send your boys. We are enveloped in mysteries. There is a man who didn't amount to shucks at school. See him now, a leader in human affairs and a material success. The brilliant school-boy has now to ask credit of his tailor or wear kilts. There are things inexplicable in everything, and nothing more inexplicable than this, that often the man who steers comes out like the man who drifts, at the small end of the horn. Yet no wise man would be guilty of counselling his friends to drift rather than steer. I am unable to solve the problem and leave its solution to shrewder brains and sharper pens than my own. GEO. R. SCOTT.

WE ARE MAKING

Special Low Prices on



LAWN MOWERS

Write Us for Price  
If in Need.

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

MICHIGAN BARK AND LUMBER CO.



18 and 19  
Widdicomb Building.

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

Correspondence  
Solicited.

## AMONG THE TRADE.

## AROUND THE STATE.

St. Clair—D. B. McNair succeeds McNair & Lewis in the clothing business.

Negaunee—Muck & Thomas succeed Thos. Muck & Co. in the meat business.

Bay City—C. D. Richardson succeeds Richardson & Nash in the grocery business.

Adrian—Martin Palmer succeeds Clarence Frost in the art goods and grocery business.

Benton Harbor—Rudolph J. Baushke succeeds Baushke & Root in the harness business.

Paris—Davenport & Co. are succeeded by J. L. Davenport & Co. in the grocery business.

Ludington—J. M. Mastenbrook has removed his drug stock from Muskegon to this place.

Muskegon—W. J. Partridge has purchased the stock of the Houck Furniture Co. and is disposing of it by retail in the building next to the factory of the Kelly Bros. Manufacturing Co.

Muskegon—E. A. Worden is fitting up the storeroom at 41 W. Western avenue, formerly occupied by Fred Neumeister's drug business and about September 1 will open a new dry goods store. Mr. Worden will leave in a few days for the East to purchase an entire new stock.

Belding—The grocery stock formerly owned by L. W. Loveland has been sold by M. B. Divine and the Olney & Judson Grocer Co. to Thos. Welch, Edward Belding, E. R. Spencer and C. C. Eddy, who will continue the business under the style of the Welch & Belding Grocery Co.

Orange—Henry Jordan has sold his half interest in the general merchandise stock of Tew & Jordan to Charles and Ed. Tew. The business will be conducted by E. C. Charles and Ed. Tew, under the style of E. C. Tew & Sons. The combination is a strong one and will, undoubtedly, meet with deserved success.

Mattawan—J. M. Frost has uttered a chattel mortgage on his general stock to the Reeder Bros. Shoe Co. and the Hazeltine & Perkins Drug Co., whose claims are \$311 and \$227, respectively; also a second mortgage to B. Desenberg & Co., whose claim is \$147. He subsequently secured J. F. Halladay for his claim on a span of horses. Mr. Frost attributes his embarrassment to having too large a stock of goods, coupled with the slowness of collections since the times began to harden.

## MANUFACTURING MATTERS.

Beaverton—Howard Seely has started his new sawmill, and his hoop and stave mill will be ready to start before the end of the month.

Cadillac—Two locomotives, which were supposed to have been about ruined by the burning of the Thayer Lumber Co's round house in Missaukee county, have been rebuilt here, and are as good as new.

Saginaw—G. B. Wiggins has shut down his saw and shingle mill at Highwood, Gladwin county, having cut 1,000,000 feet of lumber and 2,000,000 shingles. He is stocking the Cambrey & Co. sawmill here and is operating a shingle mill down the river.

Bay City—The Michigan Central Railway has awarded the contract for the extension of its line from Midland to Hubbard, a distance of ten miles, and the work is to begin at once. There are

two sawmills located at Hubbard, and the road when finished will receive a large quantity of lumber freight.

Bay City—Lumbermen here are taking the financial depression philosophically. It is affecting trade some, as people in want of lumber are only buying for immediate necessities and what they can see their way clear to pay for. In the end this will work to the advantage of all.

Saginaw—A large operator in pine lands states that any quantity of stumpage is being offered. He says there is a more general disposition to sell timber than has been the case in the last two years, but there is no weakness as yet to the price of stumpage. The closeness of the money market has called off purchasers and no transfers are reported. For a man who has ready money to invest it is considered an opportune time to purchase pine timber, but the difficulty is in finding the man with the cash.

West Bay City—It is confidently expected that on September 1 the big plant of Ross, Bradley & Co. will be in operation. This firm began operations here twelve years ago. The first year they handled 4,000,000 feet of lumber. The members of the firm are hustlers, however, and from this small beginning the business was extended to proportions that have seldom been attained by any individual concern. Last year in their business they handled 42,000,000 feet of lumber. The present year, owing to the interruption caused by the removal and erection of the new plant, the firm will handle only about 25,000,000 feet. The new site will afford more ample facilities for the conduct of the vast business of the firm. The new industry will cover an area of twelve and one-half acres, with a front on Saginaw River of 2,500 feet.

## Grains and Feedstuffs.

Wheat—Dropped to 51 cents almost without warning, and the end is not yet. All the indications and predictions point to still lower prices. Here, as elsewhere, the stringency of money has had its effect. There is almost no speculative buying, and only the mills are "in it" to any extent. The market is chilled through, and no one appears to want to do any business. It is not expected that the incoming crop will change the condition much, if any.

Flour—Unchanged.

Corn—Brings a good price, and is unusually firm, though not much business is reported.

Oats—In car lots are a trifle off, with a tendency towards improvement.

Millstuffs—Bran, middlings, mixed feed and corn meal are lower, and not much doing. Good pasturage has interfered to a considerable extent with business, and will for some time to come.

Hay—Dull, with prices on the down grade, the new crop having begun to move. The price will undoubtedly go much below to-day's figures.

## The Wool Market.

It is the same old story—Dullness, relieved only by small buying on the part of manufacturers. The season is nearly at an end, and there is little hope for wool growers. Local buyers are listless, taking what is brought to them; but they will not go after it. Prices are unchanged, and have been for some time, which, perhaps, indicates that the bottom has been reached.

## GOTHAM GOSSIP.

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

Special Correspondence.

NEW YORK, July 29—Not for many years has there been such an army of unemployed men in this city as at present. The printers are talking of sending some of their surplus workers to other sections, although it is very doubtful if this plan will bring relief. There are said to be over 2,000 of them here without work. This number includes the men who will work if they have it to do, and does not embrace the "tramps and bums" who work for whisky only. This is only one trade, and by no means the largest one. If we consider the textile factories of New England, we have a veritable army. Of course, these people must eat, and for that reason the grocery trade is not suffering as are some other lines. Probably most of the workers have laid up enough to last a short time, and, if confidence is restored within thirty days, the grocery trade will not have lost much. But if this stringency is drawn out until the money of the workers is entirely exhausted and credit begins to be asked for, then will come the blue day for the "food purveyor."

At the moment there actually seems to be a more confident feeling among tradesmen and bankers, but the reason thereof is rather shadowy and intangible. One report tells of quite liberal shipments of gold from London hither and probably this is what inspires the "confident feeling." Then the report comes of the closing of factories and the throwing out of work of hundreds of workmen, and this is where the "shadow" comes in. Many of these shut-downs are of course only temporary, but they are all noted and made the most of by those rumor mongers who are working the present for "all it is worth."

As an instance of the manner in which stocks have gone down, take one of the very best in the whole line—sugar. In February the common stock of the American Sugar Refining Co. sold as high as 134%. Next month a reaction set in which has steadily continued to the present. On July 1, the quotation was 81%, and Friday 69 was reached. If a man has money your correspondent really thinks it would be better to buy sugar stocks at present rates than to "put his trust in princes." It certainly must prove a good investment, even if it goes still lower, for the tide is bound to turn, and then—"here are yer nice, fresh profits."

It is rumored that the United States & Brazil Steamship Co. is about to be reorganized with C. P. Huntington as President. This company had five fine steamers in commission two or three years ago; but was obliged to "give up the ship" owing to the claims against it by a multitude of creditors. The vessels, which cost \$1,500,000, were sold for \$200,000. The new management will begin making trips about October 1, and it is sincerely hoped that enough encouragement will be found to make the experiment one that will be profitable.

The Government of Brazil, if that country can be said to have a government, has stopped the sending of cipher messages into its sacred precincts, and our coffee men have had no end of trouble. The charge per word from New York to Brazil is \$1.66, and, as the cipher word often means a complete sentence of some length, it will be seen that the prohibition thereof is the cause of a good deal of complaint. The coffee market, by the way, is down another fraction, and 16½¢ is now the mark for Rio No. 7.

As an instance of the rapidity with which goods can be converted from the raw material into marketable products, a firm in Havre de Grace, Md., recently received two carloads of tomatoes at 7 a. m., and at 9 the same morning a carload of tin. They made the cans, packed the tomatoes in them, processed the goods, labelled them, put them on the cars and started them for this city all before night. It is doubtful if this record can be beaten.

Canned goods are "marching on," but the rate of progress is slow. Tomatoes are not as firm as at last quotations, and, while quotations may be made at \$1.40,

this is "shaky," as new goods are making their appearance. Nothing else in the entire line is wanted, and enquires as to futures are nil.

No recent changes have been made in refined sugars, and trading is of very limited character. Light stocks are being carried by all hands, and there seems no disposition to "load up." Granulated is quoted at 5 3-16@5½¢.

Butter has not been so low in two years as at present, and there seem no reasons for an immediate change for the better; 20c is the price for very best, but there is no great demand, and the supply is ample. Dairy butter, 17@17½¢ for Western firsts.

Cheese is firmer, as the market is pretty well cleaned up. Nine cents is the ruling quotation for large size full cream state, colored, while white ranges 8@8½¢.

Eggs are in rather light supply, and strictly fresh, near-by are worth 17c. Western, 14½@15½¢.

Potatoes are in light supply, and the market rules firm at \$2.50@3 per bbl. for Long Island. Peas and beans are also well held and firm. Pea beans in good demand at \$2; marrow, \$2.50@2.60.

Prime hay is worth about \$19 per ton and the market is steady, but supplies are large. Exports promise to be large.

JAY.

## FOR SALE, WANTED, ETC.

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

## BUSINESS CHANCES.

FIVE TO SEVEN THOUSAND DOLLARS will purchase a half interest in one, or the entire business of another clothing and gentlemen's furnishing goods house, both well situated in Michigan, and doing excellent business. None but those seeking such an excellent opportunity need apply to William Connor, Box 346, Marshall, Mich. 765

FOR SALE—A FIRST CLASS OLD ESTABLISHED meat market; best position in the town; fully equipped; also a smaller market; satisfactory reasons for selling. C. A. Brown, Ypsilanti. 766

WANTED—A SALESMAN FOR A GENERAL store, and one particularly adapted to clothing. Want nothing but a first-class man. Give age, experience and wages wanted. M. S. Keeler, Middleville, Mich. 764

FOR SALE—COMPLETE A1 MEAT MARKET outfit, including a fine 10x12 Birkenwald Refrigerator. A bargain for someone. Address Lock Box 685, Ludington, Mich. 763

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, drugists, 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 \$20 a day. Reason for selling, owner wishes to retire from business. Address No. 752, care Michigan Tradesman. 752

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

PAYING SHOE STORE FOR SALE—IN BEST town in Michigan of 5,000 inhabitants, location fine, clean stock, invoice \$6,500, sales \$1,800. Best of reasons for selling. Good bargain. Address Boots and Shoes, care Michigan Tradesman. 749

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.

John P. Fetterly succeeds E. B. Stevens as local representative for Swift & Company.

G. C. Bonnell, who has been connected with the house of Spring & Company for the past twelve years, most of the time in the capacity of traveling salesman, has embarked in the bakery business at 307 Jefferson avenue.

The feature of the week in trade circles has been the failure of Van Every Co., the Canal street grocery house. Chattel mortgages were given several preferred creditors for alleged borrowed money, whereupon the Lemon & Wheeler Company replevined several hundred dollars worth of goods in satisfaction of their claim of \$900.

A. J. TenRaa & Co., grocers at 200 Watson street, recently sold their grocery stock to Noah C. Diamond and Mrs. Harm Timmer, who continue the business under the style of Diamond & Timmer. TenRaa & Co. owed Hawkins & Company several hundred dollars and that firm has garnished Diamond & Timmer and attached all the real estate owned by the members of the firm of TenRaa & Co.

Wm. Rowe, formerly engaged in the drug business at Scottville, Manistee, North Muskegon and Ravenna, but for the past three months engaged in the same business at Custer, died recently as the result of paralysis. The Hazeltine & Perkins Drug Co., whose claim against the stock was secured by a chattel mortgage for \$450, foreclosed the mortgage and the sale takes place this week.

The Cincinnati *Merchants' Sentinel* reproduces the resolutions of thanks to the Assistant City Attorney and police department, adopted by the Grand Rapids Retail Grocers' Association, accompanying them by the following editorial observation: "We publish these resolutions merely to show our Cincinnati grocers that there is at least one town in the country where the officials are favorable to the interests of legitimate merchants."

Gripsack Brigade.

The commercial traveler charges up his washing bills under the head of "sun-dry" expenses.

Edwin C. Stone, traveling representative for the Richardson Silk Co., of Belting, was in town a couple of days last week.

J. Price Slauson, who has acted as salesman for Gardiner & Baxter for several years, has gone on the road for the cigar department of the Thurber-Whyland Co., of New York. His territory includes the entire State. He will continue to reside here.

John M. Moore has gone on the road for Spring & Company, taking the position rendered vacant by the resignation of G. C. Bonnell. Mr. Moore has been in charge of the Cedar Springs branch of the house for the past nine months, and would probably continue in that capacity but for the closing of the store and the removal of the stock to this city.

J. C. Watson surprised himself this year by taking a full month's vacation, which is four times as long as he has rested before for a dozen years. He put in one week at the World's Fair, in company with his son, Harry, and spent the remainder of the time with his wife, visiting friends at Bay City, Saginaw and

other points. He headed for the Upper Peninsula Aug. 1.

Albert C. Antrim, the veteran traveling representative for the Alabastine Co., is back from a five months' trip through the Pacific Coast and the South. The death of his son, Fred., occurred while he was at Los Angeles, which will be his home for some time, as his wife, son and daughter are all pleasantly located there. Mr. Antrim will spend a week with his parents at Whitehall and another week fishing near Ludington, when he will be in trim to cross the continent in pursuit of business. For a man who has traveled almost continuously for forty years, he is remarkably preserved, both in health and strength.

Purely Personal.

A. W. Morrison, formerly engaged in the drug business at Constatine, died last week.

The wife and daughter of Geo. H. Seymour are at Frankfort, in hopes the change of air will benefit Mrs. Seymour, who is sorely afflicted with bronchial asthma.

Warren Y. Barclay and wife have gone to Trenton, where they will be the guests of Mrs. Barclay's father, Mark Jaqueth, Esq. They will take a trip around the lakes before returning home.

Theodore Karmen, for the last two years pharmacist at the Michigan Soldiers' Home, has been engaged by John Avery & Co., of Greenville, to take charge of their drug stock during their absence at the World's Fair.

Frank C. Sampson, whose shingle mill at Boon was destroyed by fire a few days ago, was in town Saturday for the purpose of purchasing machinery for a new plant, which he expects to have in operation within 30 days. His boiler and engine were not materially injured by the fire.

DeWitt G. Ray, representative of the *Boot and Shoe Recorder*, of Boston, was in town last week and favored THE TRADESMAN with a call. Mr. Ray is one of those men whose trade journal career was preceded by a quarter of a century's experience as reporter and editor of daily newspapers in the leading cities of the country. This experience has given him an amount of tact and the ability to read men possessed by few other trade journal workers in the country. Mr. Ray is a man of broad intelligence and keen discernment, and richly deserves the success he is achieving in connection with the *Recorder*.

The Grocery Market.

Sugar—Refined grades above No. 6 suffered a decline of 1/8c on the 24th and a similar decline two days later. The demand is light and the market weak and unsettled.

Coffee—McLaughlin has put XXXX on the equality plan, so far as Michigan is concerned.

Teas—New Japans are beginning to arrive. Some of the wholesale grocers at this market have adopted a new plan in connection with their tea sales. Instead of billing the goods at four months, they propose to make the time sixty days and increase the ten-day cash discount from 4 per cent. to 6 per cent. This arrangement appears to be in the interest of both wholesaler and retailer, as it curtails the credit accounts of the former and increases the cash discounts of the latter.

Provisions—Pork in barrels is in brisk

demand, and prices are firm; lard, ditto; smoked meats are a trifle off, in consequence of increased receipts of hogs and slow sales.

Fresh Meats—Firm, with good business reported.

Poultry—Fowls are firm; spring chickens are easy at good prices; other "lines" are unchanged and quiet.

Oranges—Scarcer, with stationery prices. The quality is retrograding, except St. Michaels, which are of excellent quality and quoted at \$5.

Lemons—The better grades are holding firm. It pays to handle only the fancy marks, their keeping quality being good. The poorer qualities are likely to spoil on the dealers' hands.

Bananas—The supply is variable. Last week the market was stripped bare, with only the usual demand; this week the indications are that the supply will be ample. The price is according to quality and size of bunch.

The Drug Market.

Gum opium is unsettled, but the price remains the same.

Morphia is unchanged.

Gum arabic is lower.

Senega root is in better supply and lower.

The Lyon Manufacturing Co. has raised the prices of its remedies, which are now as follows:

Mustang Liniment, small.....	\$ 2 00
" " " " medium.....	4 00
" " " " large.....	8 00
Lyon's Katharion.....	4 00
Hagan's Balm.....	6 00
Plantation Bitters.....	8 50
Darley's Heave Powders.....	2 00

Merged Into a Corporation.

Alfred J. Brown and Geo. S. Brown have merged their business into a stock company under the style of the Alfred J. Brown Co. The capital stock of the corporation is \$25,000, of which \$13,000 is paid in, being divided among three stockholders in the following amounts: A. J. Brown, \$8,300; W. G. Osborn, \$2,700; G. S. Brown, \$2,000. The officers of the corporation are as follows:

President—A. J. Brown.  
Vice-President—G. S. Brown.  
Secretary and Treasurer—W. G. Osborn.

A Heel Remedy.

From the New York Herald.

"Please add a half an inch to the heels and make me another pair of shoes as per last measure." It was in the store of a well-known shoe dealer, and he read the above sentence from an order just received by mail. "It is strange how things have changed in the last few years," he mused, and continued—"Formerly the women were much shorter than the men, and they (the women) liked it, and the men did, too, for a man always likes a woman smaller than himself. But now this is entirely reversed. I do not know whether it is that the men have grown any shorter, to use a paradoxical statement, or whether the women have grown taller, but certain it is, there are now apparently more tall women than formerly. A man does not like to walk with a woman who looks down on him. He wants her to look up to him and admire his superior height. A half an inch on the heel makes a big difference in the apparent height of a person, and hence it is that where such orders formerly came from women it is now the men who appeal to us to add to the majesty of their appearance, while the women ask for low heels on their shoes."

Abuse of a Postal Privilege.

As is well known, a letter insufficiently stamped is carried to its destination, where the balance due is collected—that is, if it is provided with a 2-cent stamp, its destination being anywhere in the country. This is undoubtedly a matter

of considerable importance in many instances, as where, through haste or carelessness it does not have sufficient value in stamps affixed. But as, in the instance of many other concessions, it appears that this is abused to such an extent that there is some probability of its withdrawal, in which case a letter will not be forwarded unless sufficiently provided with stamps. One way in which this concession is said to be abused is in sending heavy packages purposely under-stamped on the chance that in the haste at the office it will not be noticed. Another is said to be in the small offices, where the incumbents are quite generally country merchants, and receive a good many packages by mail with postage purposely underpaid.

Lend a Hand.

There is no such thing as a divided financial interest between employer and employee; neither can any man rise to true greatness unless he helps those about him to rise with him. A man may get wealth and while getting that wealth make a gulf between himself and those on whom he has relied. In this case wealth proves more of a curse than a blessing, for true happiness lies in contentment, without which we cannot possess health, for the mind controls the body; hence an uneasy, unhappy mind will produce an unhealthy body, and often an irritable unreasoning condition.

Quick Sellers.

WHAT?

THE NEW FALL LINE

Manufactured by

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All the Novelties in Lasts and Patterns.

State Agents Woonsocket and Lycopodium Rubber Co.

Dealers wishing to see the line address F. A. Cadwell, 41 Lawn Court, Grand Rapids, Mich.

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

SMOKERS ONCE SMOKERS ALWAYS OF THE CELEBRATED

Ben - Hur,

The great 10c Cigar, and

Record Breaker,

The Great 5c Cigar.

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

GEO. MOEBS & CO.

MANUFACTURERS,

DETROIT.

The Value of Disinfectants.

Charcoal is of great value in keeping ice chests, store rooms and food sweet, writes Maria Parloa in the Ladies' Home Journal. Place a shallow dish of fine charcoal in the ice chest. In milk rooms and other rooms where food is kept, set dishes of charcoal. If poultry or birds are to be hung in a cool room for a few days, remove the internal organs and partially fill the body with charcoal. Now wrap the birds in paper and hang up. If the outside of the poultry is rubbed with black pepper before being covered with the paper it will be still further protected from the flies. Small birds, livers, kidneys, sweet-breads, etc., may be wrapped in parafine paper and then be buried in a bed of charcoal.

For keeping large pieces of meat and poultry here is a simple device: Have a large barrel or hoghead half filled with charcoal. Put meat hooks in a strip of joist and place across the top of the barrel. Have a netting to spread over this. This barrel may be kept in a cool place and pieces of meat may be hung on the hooks. The charcoal will keep the atmosphere dry and sweet, and the netting will be a protection against insects. Should there be danger from rats or mice, use wire netting.

Fresh fish may be rubbed with salt, wrapped in paper and buried in a bed of charcoal. Of course, the charcoal in boxes and barrels should be changed at least once a month. It can be used for lighting fires or for broiling meats or fish. If, however, it is difficult to get a good supply of charcoal, the old can be purified by putting it into the stove with a few lighted chips and allowing it to burn until red hot. At this stage open all the windows to let the gas pass off; then close the draughts of the stove, remove the covers and leave the room. When the charcoal becomes cold it will be ready for use again.

If there is any question as to the purity of the water, none of it should be used for drinking or cooking purposes unless it is first boiled. There are several methods of purifying water, but boiling is the safest of all. When water is tainted by decaying vegetable matter, several methods are used to purify it. It may be boiled, or filtered through charcoal, or oak chips, or a little alum may be added. The condition of the astrigent wood or the alum causes the albuminous matter in the water to coagulate and fall to the bottom, and the purified water can be poured off.

American Hay for Europe.

It has been the rule for Europe to purchase annually large quantities of grain from the United States to make good the deficit in the supply compared with the consumption, but it has not been usual to look abroad for a supply of forage. This year, however, there will not only be a good demand for grain, but there will also be a demand for hay and oats. In fact, there is already a heavy inquiry for American hay, and large quantities have already gone forward from different Atlantic ports to various destinations in England, France and Germany.

The cause of the scarcity of hay in Europe is to be found in the almost unprecedented drought which has prevailed this spring, cutting off the usual supply of forage. So serious an effect has the drought exerted on the forage supply that thousands of head of cattle have had to be slaughtered in France owing to the lack of food for them, while in Germany there has been a demand made in Parliament that the usual army maneuvers be abandoned owing to the heavy demands the presence of large bodies of troops would make upon the section selected for the camps, for forage.

It is seldom that American farmers are afforded such a good opportunity to work off their surplus hay supply at good prices. It is said that hay has sold in Liverpool as high as \$50 per ton. Such a price naturally afforded a good profit to the exporters of American hay, and, as a consequence, a number of cargoes have gone forward from New York and other Atlantic ports, while preparations are in progress for further shipments.

Dry Goods Price Current.

Table of Dry Goods Price Current. Columns include categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, and various fabric types with prices per yard.

Table of Dry Goods Price Current (continued). Columns include categories like DEMINS, GINGHAMS, GRAY BAGS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEY FLANNEL, CANVASS AND PADDING, DRESSES, WADDINGS, SILK, SAFETY PINS, and NEEDLES-PER M.

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Is Manufactured only by HENRY PASSOLT, Saginaw, Mich.

For general laundry and family washing purposes. Only brand of first-class laundry soap manufactured in the Saginaw Valley.

Having new and largely increased facilities for manufacturing we are well prepared to fill orders promptly and at most reasonable prices.

Are They Anarchists?

The labor unions of this and several other cities have endorsed the action of Governor Altgeld, of Illinois, in pardoning the anarchists who were convicted and sentenced to life imprisonment for participation in the Haymarket riots in Chicago, several years ago, which resulted in the murder of several policemen and the maiming for life of as many more. The Central Labor Unions, by adopting resolutions commending Altgeld's action, have become accessories after the fact to that wholesale and most cold-blooded murder—a murder for which the men implicated, and doubtless many more, had been preparing for months. They had preached the doctrines of anarchy, declaring their intention of using dynamite in order to destroy the Government. It was generally known that they were making bombs to be used "when the proper time came," and although, perhaps, they did not intend them to be used on the occasion of the Haymarket meeting, yet the intention was to use them, and, sooner or later, bloodshed would have resulted. Murder was committed, and these men were identified with the crime by evidence as clear and positive as was ever submitted to a judge and jury. If ever men deserved the extreme penalty of the law they did. Declaring their intention of destroying the lives of those in lawful authority, they deliberately made and placed in the hands of men inflamed by passion and liquor some of the deadliest explosives ever manufactured. The slaughter of the policemen followed, and followed as naturally as effect follows cause. Perhaps they did not throw the bombs, but they intended them to be thrown; the bombs were used for the purpose for which they were made; and, as they destroyed the lives of those men, so they intended to destroy the lives of all in authority. There was no muzzling of free speech. They had held their meetings in the open air, in halls, wherever they pleased, without molestation, until after that disastrous meeting in Haymarket square. And though the authorities could hardly be blamed if they suppressed such meetings entirely, yet, as a matter of fact, no anarchistic meeting since then has been interfered with, except that the carrying of the red flag has not been permitted. No surprise need be felt at Governor Altgeld's action. He is a foreigner himself who belongs to the class from which the anarchistic ranks are recruited, and, without doubt, is in full sympathy with them in all their vicious and destructive doctrines and purposes. He has utterly failed to grasp the true significance of liberty, which to him and his class means unbridled license. Such men do not know, and never can know, that the enjoyment of true liberty is only possible to him who practices constant self-restraint; and that liberty for all the people depends upon the self-restraint of the individual. The labor unions of the country, so far as they have endorsed Altgeld's folly, have declared, as he did, that the Supreme Court of the United States, the most eminent judicial body in the world, is unworthy of confidence—a most outrageous assumption. Altgeld, indeed, assumes to know more of law and equity, and to be a better judge of evidence, than the judges of the highest legal tribunal in the land. The labor unions, by their endorsement of his ac-

tion, assert as much. Men known and famous the world over as jurists of the highest class, declared these men guilty of murder, and their trial eminently fair and impartial; Altgeld, by accident the Governor of Illinois, by nothing known beyond the confines of the city where he resides, says they are not guilty, and that their trial was a farce and a travesty upon justice. The labor unions agree with Altgeld.

Is it true, as has been so often asserted, that unionism is strongly tinged with anarchism? It would almost seem so. The unions are dominated to-day by an element which had its birth under the tyrannous conditions of the Old World. These men were not patriots in their own country, neither are they reformers in this; they are demagogues of the most vicious type, who influence a certain class of workingmen by appealing to their passions and prejudices. Take the foreigners out of the trades unions and there would not be enough left to fill the offices. Americans do not take kindly to the kind of unionism that obtains to-day, and every loyal American, who may be a member of a union, will unhesitatingly and unreservedly denounce Governor Altgeld's action in pardoning the anarchists, and equally with that, the endorsement by the Central Labor Unions of the Governor's action. In the meantime, until the unions repudiate the action of their representatives, the Central Unions, they must rest under the imputation of holding anarchistic views and sympathizing with anarchistic methods and purposes.

DANIEL ABBOTT.

A clerk in one of the big department stores of Chicago went to the superintendent of her department the other day, and said: "Mr. —, it's 3 o'clock. I guess that cloak had better go back into stock." "Certainly, put it right back. I knew she wouldn't come for it," said the man. Then he added to an inquirer: "Lots of women come here and ask us to keep things for them—one day, two days, a week. If they are buying anything, or look as if they would buy something, we are always willing to do that, but you'd be astonished to see the amount of stuff that is piled up here and never called for. In this case we only agreed to keep that cloak for a day, but we don't let our best customers rough it on us. Once a month we pull out everything that has not been claimed, and put it back into stock."

We have not yet learned the art of flying, but money has. We presume the eagle on the dollar signifies that it is hard to catch.

It is a wise man, indeed, who so regulates his affairs as to judiciously mix business and recreation to the prejudice of neither.

Hardware Price Current.

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

AUGERS AND BITS.	
Snell's	60
Cook's	49
Jennings, genuine	25
Jennings, imitation	50&10
AXES.	
First Quality, S. B. Bronze	\$ 7 60
D. B. Bronze	12 00
S. B. S. Steel	8 80
D. B. Steel	13 50
BARROWS.	
Railroad	dis. 14 00
Garden	net 30 00
BOLTS.	
Stove	50&10
Carriage new list	75&10
Plow	40&10
Sleigh shoe	70
BUCKETS.	
Well, plain	\$ 3 50
Well, swivel	4 00
RIVETS, CAST.	
Cast Loose Pin, figured	70&
Wrought Narrow, bright fast joint	60&10

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

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Verkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 and longer	3 1/4
" " " "	net 10
" " " "	net 8 1/4
" " " "	net 7 1/4
Strap and T	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	50&10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Stiplers	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 33 1/2 & 10
WIRE GOODS.	
B. Light	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 10
ROPES.	
Sisal, 1/4 inch and larger	9
Manilla	13
SQUARES.	
Steel and Iron	dis. 75
Try and Bevels	60
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. 84 05 82 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
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	4 45 3 35
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH COORD.	
Silver Lake, White A	list 50
" " " " " "	55
" " " " " "	55
" " " " " "	55
Discount, 10	35
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dex X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	60&10
Onelda Community, Newhouse's	35
Onelda Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	dis. 65
Annealed Market	70-10
Coppered Market	60
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 80
" " painted	2 40
HORSE NAILS.	
Au Sable	dis. 40&10
Putnam	dis. 05
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10
MISCELLANEOUS.	
Bird Cages	50
Pumps, Cistern	75&10
Screws, New List	70&10
Casters, Bed a d Plate	50&10&10
Campers, American	40
Forks, hoes, rakes and all steel goods	65&10
METALS.	
PIG TIN.	
Pig Large	36c
Pig Bars	28c
Duty: Sheet, 2 1/2 c per pound.	
600 pound casks	6 1/2
Per pound	7
SOLDER.	
1/2 1/4	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—ALLWAY GRADE.	
10x14 IC, Charcoal	\$ 6 75
14x20 IC, " "	6 75
10x14 IX, " "	8 25
14x20 IX, " "	8 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester	6 50
14x20 IC, " "	50
20x28 IC, " "	13 50
14x20 IC, " Alloway Grade	8 00
14x20 IX, " "	7 50
20x28 IC, " "	12 50
20x28 IX, " "	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15 00
14x26 IX, for No. 8 Boilers, } per pound	10 00
14x20 IX, " " }	

## 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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E. A. STOWE, Editor.

WEDNESDAY, AUGUST 2, 1893.

## NOT SO BAD AS IT APPEARS.

It must not be supposed from the large number of failures among the banks of the West that the financial institutions of that section have been less carefully managed than elsewhere. It is true that there have been instances of reckless management, but by far the greater number of the institutions which failed were not only conservatively managed, but were actually in a prosperous condition, showing assets several times greater than their liabilities. The undermining of confidence has been so rapid and complete in the West that the banks have had no leisure to dispose of their collateral, so as to provide the cash to meet the drain upon their deposits, hence they have found themselves unable to go on, although possessing in their vaults an abundance of what are considered gilt-edged collateral.

As a matter of fact, by far the greater number of the bank casualties are not absolute failures, but mere suspensions until such time as the institutions can realize sufficient upon their resources to meet the demands of depositors. As soon as confidence is restored, and the securities the banks hold can be disposed of in the market without sacrifice, depositors, nine times in ten, receive the full amount of their claims, and the banks are able to resume business as strong as ever and possibly benefited by the experience they have passed through.

In the great majority of instances the troubles of the banks have been caused by the senseless and entirely unjustifiable course of depositors themselves. In many places in the West these depositors have become crazed by the prevailing money pressure and have withdrawn their money and hidden it away. This course was entirely unwarranted, as in nearly every instance the published bank statements showed that the banks were not only thoroughly solvent, but in a flourishing condition, and a most substantial proof of this is found in the fact that many of them, after a brief suspension, have so arranged their affairs as to be able to resume. When it is remembered that the depositors have the first claim on the assets, the ridiculous character of the panic that has prevailed

among them in the West will be appreciated.

The reports to the Controller of the Currency recently made by the National Banks of the country prove that the financial institutions of the principal cities are in splendid condition, and it is especially worthy of note that Michigan banks occupy a particularly prominent place in the matter of resources.

## EXPORTING CORN TO MEXICO.

It is not generally known that the neighboring republic of Mexico imports from the United States a very considerable quantity of Indian corn.

Mexico possesses every variety of climate, from tropical to temperate, and the soil in the numerous valleys is extremely fertile. Mexico in general is able to produce every desirable article for human food, and its prolific soil would feed its simple rural population, as well as the people of the cities, with the greatest profusion and abundance were it not for the frequent and serious droughts with which the country is afflicted. Close along its Gulf coast extends a range of lofty mountains, some of the peaks being covered with perpetual snow. This mountain wall, with its cold, overlying atmosphere, is able to condense upon the eastern slope most of the vapor of water which is driven in from the warm Gulf sea, and, as a consequence, the moisture which should have been transported into the interior is stopped on the way, and drought in the internal valleys results. Occasionally, the Gulf vapors are able to cross the mountains in unusual quantities, and then occur the disastrous floods which are now and then reported from the interior States.

For several years past, for lack of rain, there has been a scarcity of food in some of the States of Mexico, and it became necessary to import from the United States a food supply, the chief of which is corn. The report of the Statistician of the Department of Agriculture of the United States gives some interesting information on the subject. The Mexicans of the rural districts are a people of primitive and frugal habits. The total population, according to the returns of the Mexican National Bureau of Statistics for June, 1892, was 11,642,720 souls. Their chief food is Indian corn, indigenous to America and found by the first white settlers to be in use by the natives from the capes of Virginia to the table lands of Peru. It is commonly eaten in the form of tortillas, or "hoe cakes."

The process for making tortillas is, briefly, as follows: The shelled corn is soaked in weak lime water until it is softened nearly to the consistency of unripe corn. It is then rinsed and ground into a paste upon a stone or hard-wood instrument, called a metate, upon which a stone roller is operated by hand, the operation and position being something like those usual in the use of a washboard, supposing the lower end of the board to rest upon the ground and the operator upon her knees. The paste, when evenly reduced, is worked with water into a large, round, thin cake, and baked on both sides, without being browned, upon a smooth, hot iron or earthenware surface or griddle, and served hot or cold.

The corn crops of many of the Mexican States failed in 1891 and 1892 by reason of the drought. The

prices of this necessary rose from \$1.15 to \$1.40 per bushel, exorbitant figures where the masses of the people are poor. The difficulties of the situation were aggravated by the difficulty of transporting supplies through the mountains on the backs of pack animals. The railways from the United States proved to be great blessings in this emergency. The Mexican Government suspended the tariff on foreign corn of 6.4 cents per bushel of 56 pounds, and in 1892 nearly 6,000,000 bushels of American corn were carried into the sister Republic by rail. Mexico is fortunate in having so ready a source of supply for the staff of life.

## WEIGH YOUR LARD.

About three years ago THE TRADESMAN advised the grocery trade of the State to count their pickles. The result was somewhat surprising. It was discovered that, in almost every instance, the pickles in wood ran several hundred short. This "defect" was remedied by the agitation, and honest count has, in all probability, been given since.

Now the watchword is, "Weigh your lard." If this is done, it will be found that full weight is rarely, if ever, given. The net weight of a fifty pound package of lard will be found to be nearly always from forty-seven to forty-eight pounds. There is no reason why retailers should put up with such an imposition, and the remedy is in their own hands. Weigh your lard and report result to this office, giving in every case the name of the packer, and, also, the name of the jobber from whom purchased. Agitation of this question will have the same result as with short-weight pickles.

The action of the Central Labor Union of this city, in adopting resolutions commending the pardoning of the Chicago anarchists by the Governor of Illinois, places the seal of anarchy on every union man whose organization is affiliated with the central body—and every union of importance in the city is said to be so connected. THE TRADESMAN does not believe that any considerable number of men in any union are anarchists at heart, but the action of the representative bodies of unionism in this and other cities commits unionism squarely and unequivocally to the principles of anarchy, and union men who are not anarchists have now no alternative but to abandon their organizations. If they continue to maintain union relations, they must candidly admit that unionism and anarchy are one and inseparable—that the test of loyalty to unionism is an enthusiastic belief in and adherence to the principles of anarchy.

If everyone would work and act as if he expected good times to come, the good times would come. The way to create confidence is to be confident.

Go to the devil in your private life and your business will follow you.

The worst trust at the present time is distrust.

## Brains Wanted.

From the Manufacturers' Gazette.

Everything has not been invented. There was never, since the days of chaos, such a demand for brains and genius as there is to-day. All the so-called great inventions and discoveries of the world are incomplete, and everywhere there is a crying need for someone to finish them. There is only one Edison, but there is room for a thousand.

## Meeting of the Jackson Grocers' Union.

JACKSON, July 29.—At the regular meeting of the Jackson Grocers' Union, the minutes of the previous regular meeting, and those of the several committee meetings were read and approved.

The committee sent to Hillsdale in the interest of the second annual excursion and picnic, to be held Aug. 10, reported that they found the grounds and buildings in good shape and that they had called upon all the grocers of Hillsdale and invited them to join with us and enjoy the pleasures of the day.

The Committee on Badges reported that they had ordered them and would have them on hand. They were ordered to procure official, committee and ladies' badges.

The following resolution was unanimously adopted:

Resolved, That the thanks of this Union be tendered to E. A. Stowe and THE MICHIGAN TRADESMAN, for their kindness in printing the report of our Committee on Trade Interests, and furnishing us with extra copies for distribution to non-subscribers; that we most highly appreciate the kindness and will endeavor to repay the courtesy when opportunity shall occur.

A letter was received from the Secretary of Grand Rapids' Retail Grocers' Association, inviting the Jackson Union to attend their picnic on Aug. 17.

On motion, the invitation was received and as many as can do so were requested to attend.

A letter was also received from E. A. Stowe, of Grand Rapids, in regard to their success with peddlers. The good results reported by Mr. Stowe were received with a cheer by the members.

Communications were received from the Secretary of the World's Fair Retail Grocers' Convention, inviting the grocers of Jackson to the convention Aug. 30. Received and placed on file.

Letters in relation to the excursion from the Standard Oil Co., H. J. Heinz Co. and others were received and the Secretary was instructed to answer.

The Committee on Trade Interests reported in regard to the petition regarding peddlers. On motion, the matter was laid on the table.

The Committee on Tickets reported that they had them ready for distributing, and on motion, they were ordered to put them on sale.

W. H. PORTER, Sec'y.

## No Tyrotoxicon Found in the Mansfield Poisonous Cheese.

MANSFIELD, Ohio, July 29.—Your esteemed favor of July 25 at hand, together with copy of the MICHIGAN TRADESMAN containing the report I made you, for which I am very much obliged. I also appreciate the courtesy you have extended me in the editorial column of the MICHIGAN TRADESMAN. I have this day mailed you a copy of my last year's report of the Board of Health, in which you will find marked an article on "Slaughter Shops" which may possibly interest you, indirectly, at least. I will consider it a very great compliment to have my friend, Prof. Vaughan, make a reply to my article, as I consider him the highest authority on subjects of this character in this or any other country. I would be very glad to have him analyze some of this cheese which has been causing sickness, and compare it with the analysis made by the chemist in our State. I was very much surprised when they (our state board of health) informed me they could not find tyrotoxicon in the samples I sent them, for there is no question but what the eating of this cheese produced sickness, although, as I have already said, so far in my personal experience I have never known a case of death to occur from eating so-called poisonous cheese.

I will be very much pleased to read Dr. Vaughan's reply, should he decide to make one, and, when the report of the Ohio State Dairy and Food Commissioner is made, I will be glad to furnish you with the result of the chemical analysis of the same.

R. HARVY REED, Health Officer.

Suspect and watch the man who never makes a mistake.

**THE SLOW RETURN OF CONFIDENCE.**

The stock market, as well as financial and business affairs generally, seems to be in the condition of the sick man who, in answer to an inquiry about the state of his health, could say only: "My dear fellow, I am dying of a hundred excellent symptoms." His physician decried that he was going on well and that everything in his case betokened a speedy recovery, while he himself felt that he was growing worse. In the same way, prices of many stocks have fallen heavily in the face of the encouragements of a better supply of money, of an increase of gold in the Treasury, of imports of the same metal from Europe, of larger exports of cereals, and of an improving prospect of the repeal of the Sherman act. The list of failures of corporations and private firms receives, too, every day fresh accessions; factories at the East are shutting down, and west of the Missouri bankruptcy is the rule and not the exception.

All this is decidedly unpleasant, but it is not unnatural nor unprecedented. The destruction of credit, which has been effected within the past two or three months, cannot be repaired in the same short space of time. This is in accordance with a universal law from which there are no exceptions. A man's leg may be broken in a second, but week's must elapse before the bone will knit together again. The woodsman with his axe can in an hour fell a tree which it will take years to replace, and Sir Isaac Newton's dog, Diamond, merely by upsetting a lamp, destroyed the fruit of lifelong labors. So, when this immense fabric of interlacing and interdependent credit which constitutes the framework of the country's business receives a shock like that to which it has recently been subjected, we have no right to expect it to recover from its injuries as speedily as they were inflicted.

To many people, especially those who are not old enough to remember the earlier financial catastrophes through which the country has passed, this one which we are now experiencing seems the worst that ever happened. It is, perhaps, more severe than that of 1884, and even that of 1890, but it is nothing as compared with that of 1873, or even with those of 1857 and 1860. As to the distressing period which began in 1837 and continued with more or less severity until 1848, so few of the men who were in business then are still alive, that it belongs rather to history and to tradition than to the chronicle of current events. Besides, it is a peculiarity of human nature that contemporary occurrences occupy a much larger space in the mind than those of bygone times; just as in a landscape objects near the eye fill a larger space than those which are remote, and often completely hide them.

Conceding, however, that the catastrophes of 1884 and of 1890 were of less magnitude than that of this year, and were more speedily followed by a recovery than this one is likely to be, no one acquainted with the facts will deny that the crash of 1873 was far more widespread and destructive, and that its effects endured for a much longer period than we have any reason to expect at present. Thus far, at least, comparatively few large banking houses have suspended payment, the exports of produce have not been suspended, nor has the collection of debts been impossible.

The collapse of 1873 was followed, too, by a prostration of enterprise, from which a recovery did not begin until 1877, and which did not wholly disappear until 1879. That we are going to drag on in the same way now there is no ground for supposing.

Nor are we suffering now, as we were in 1873, from the exhaustion of a four years' costly war which impoverished the Northern two-thirds of the nation and ruined the Southern third. The enormous destruction of property which took place in both sections was repaired by borrowings in Europe, and by a feverish activity in every department of industry, and it thus escaped general observation. The flood of paper money which was poured out to meet the necessities of the government had also stimulated speculation and carried the prices of labor and of all kinds of commodities to an extraordinary height. For a year or two after the war ended the impetus it had given to business still continued and only gradually died away. When it was finally spent, and when we set ourselves seriously to the work of paying the national debt, of preparing for a resumption of specie payments, and of going back to the occupations of peace, we discovered how much our resources had really been depleted, and how much it would cost to repair them. As the premium on gold fell, the prices of commodities, railroad stock and real estate fell with it, and the panic of 1873 was the result.

The panic of 1884 was entirely local to New York City, and was produced by the illegitimate speculations of Grant & Ward, George I. Seney, John C. Eno, and other men like them, which involved in ruin the Marine Bank and the Metropolitan Bank, and robbed the Second National of millions. The panic of 1890 was only a distant echo of the Baring collapse in London, and its evil consequences soon passed off. It may, therefore, safely be said that we have enjoyed substantially uninterrupted prosperity since we resumed specie payments in 1879, and that the present troubles indicate no profound and extensive rottenness, but are a passing epidemic, like the grip and the cholera, from which we are destined to emerge with comparatively little loss.

This being so, it will naturally be asked: Why does not confidence return more speedily, and why, in spite of all the favorable indications which have manifested themselves during the past month, do the prices of stocks and securities continue to fall and failures continue to multiply? The question has already been partly answered by a reference to the slowness with which in the course of nature all injuries are repaired, but it may also be said, by way of further explanation, that the return of general confidence, indispensable to a return of general business prosperity, is also purposely hindered by the acts of men who find their profit in prolonging and intensifying the public alarm.

It would be a waste of time to denounce the wickedness of the attacks upon the credit of corporations and of individuals which have caused the declines in stocks and bonds and the many failures of the past month. As to the wild talk of the Colorado silver miners and their allies in other states, the object of which is to defeat legislation unfavorable to their interests, that

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THE SILVER BILL as the enactment of the Sherman law of 1888, is causing much complaint, but the PURITY, SUPERIOR WASHING QUALITIES, and QUICK SALES of

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also may be left to public reprobation for its punishment. Nevertheless, it cannot be denied that these causes count for a great deal in creating the alarm in the minds of a large number of people, and, until their hollowness is exposed so that the world perceives it, they will not, as we see, fail of producing an injurious effect. It is a contemptible way of making money, both for gold "bears" and silver conspirators, and it is wonderful that decent men should resort to it.

There is also a well grounded apprehension that for political reasons the action of Congress in repealing the Sherman act will neither be so speedy nor so emphatically decisive in favor of maintaining the gold standard as it ought to be to produce a reassuring effect. The silver miners and the debtors who expect to profit by the reduction in the value of the dollar, constitute indeed a minority of the voters of the country, but they are numerous enough to command consideration from both Senators and Representatives who are more desirous of retaining their places than of deserving them. Already alarming rumors come from Washington of a probable compromise which will either leave the silver question open for future settlement, or provide for an inflation of the currency which will be as mischievous as free coinage. At best it is still a week before Congress assembles. The first business of the House of Representatives will be to elect a Speaker, and the Speaker will have to appoint the standing committees. This may all be done the first week of the session, but it may not be done for several weeks. Then will come the introduction of the necessary bill and the debates upon it, and how much time will be consumed in getting to a decisive vote no one can predict. After the passing of the bill by the House the Senate will take it up, and here the silvermen boast that if they cannot defeat any measure to which they are hostile, they can at least delay action upon it indefinitely.

In view of all these considerations it is not surprising that the return of confidence is as slow as it is. The only thing to be done is to exercise patience and wait for events to take their course. It is immensely to the credit of the bankers of the leading cities of the country that they have in every way, by their example and by their moral power, sought to quiet alarm and to promote a better feeling. If the public will co-operate with them, and discourage efforts to create and increase anxiety, they will do much to bring about the result which they desire. MATTHEW MARSHALL.

#### Commercial Axioms.

The matter of economy is not to be determined by the costs but by the results.

If you would establish credit, first create a confidence in your honesty and ability with your creditor.

It is a common fallacy for everyone to consider his neighbor's business more congenial and profitable than his own.

The business man without enthusiasm is like a stove without fuel; he lacks the warmth of purpose necessary for success.

It is not how much a man sells nor the per cent. of profit he makes which determines his gains, but the relation which the expenses bear to the receipts.

It is not the man who himself accomplishes the most work, but the one who possesses the faculty to use the ability of others who attains the broadest success.

#### Are We a Patriotic People?

Are the American people patriotic? Questions are never asked when there are no doubts or suspicions concerning the matter inquired into. Since the question has been asked, it is well worth an answer.

Patriotism does not consist in loud professions nor in the noisy and sulphurous detonations of fireworks on the Fourth of July. Many people love to brag. They will boast of their dogs, their country, or of anything that will make talk, while few are too old to take a hand at firing rockets or popcrackers. The only test of patriotism is willingness and readiness to serve one's country. The only personal service a citizen can render to his country is to pay taxes, perform jury duty, respect and obey the laws, and, when required, fight for the public defense.

There is no war, and for nearly half a century there has been none, with any foreign power, so there has been no opportunity to test our people's love of country, but if we are to judge from the evasions and mental reservations when citizens are tackled by the tax assessors, or are called on to perform jury duty, the average American can scarcely be considered to be running over with patriotism. As for the civil war, that cannot be considered, because all the patriotism exhibited then was devotion to individual states, or to aggregations of States, and not to a country that had long been existing under an organized government.

Patriotism, like religious zeal, does not flourish under unbroken conditions of prosperity. The stress of foreign war is as necessary to develop love of country as are persecutions to create the conditions which make martyrs. Probably of the peoples of the modern world, the most magnificent spectacles of patriotic heroism have been presented by the Swiss and the Hollanders. History is full of their achievements in defense of their liberties and independence.

But it makes little difference whether men fight in wars of defense or of invasion and conquest. Patriotism, like heroism, is only developed under heavy blows and a white heat. The British Isles have not been invaded since the time of William the Conqueror in 1066, but there has scarcely been a decade in all the history of the island empire when its people were not engaged in a war somewhere, and however they may brawl and quarrel among themselves in time of peace, the first blast of foreign war brings them together, and English, Irish or Scot, it is impossible to say which is the more devoted patriot or the more faithful to the call of duty. They are all born fighters, and have proved it in their wars in every quarter of the globe and with every race of men under the son.

The Americans, doubtless, would prove devotedly patriotic if they were placed under conditions required to develop that most desirable virtue, but at present little can be said for them. They are a brave people; there are none braver in the world; but they have done little fighting outside of their own country, and but for the fighting among themselves they would have had no opportunity to keep their "hands in." No, the patriotism of the American people must be taken on trust. They have had no opportunity since the country became so great and powerful of giving any proofs on the subject. FRANK STOWELL.

## 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.

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Beautiful Rooms, with Bath, Single, \$1 to \$1.50 per Day;  
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SPECIAL DISCOUNTS.

Argument Against Their Allowance by a Practical Merchant.

J. E. Miller in Dry Goods Economist.

No discounts should be given to any retail customer, or class of customers, which are not given to all others. We assume, in entering upon this discussion, that only one-price establishments are considered; for where business is done upon the "get-what-you-can" principle, a discount means nothing, the customer who drives his own bargain faring, as a rule, better than the one who is innocent enough to think he is getting a discount.

Taking conditions as we find them, we would not hold all merchants under all circumstances, to the high standard given above. "One price to all" is undoubtedly the true principle; but the merchant who departs from it in dealing with particular persons, or classes of persons, is, perhaps, doing no moral wrong, providing he uses no deception either to the persons favored or to those not favored. The tender conscience, however, will find this delicate work.

The merchant pays just as much for merchandise which he sells the clergyman, the clerk, or the dressmaker, and just as much for handling the same, as for that which he sells the farmer, mechanic, or the day laborer. The discount, then, of five or ten per cent. or whatever amount it may be, must, of necessity, be regarded as a donation or a bribe. Some one may say, not bribe, but advertisement. Let such a one carefully weigh the meaning of the words. If the clergyman, in consideration of the discount given him will acknowledge that he is the paid agent of the merchant, he is as justifiable perhaps, in using his influence for him as any other employe would be; but the clergyman, or anyone else not an acknowledged agent, who uses his influence for a merchant because of a discount given him, is consciously or unconsciously bribed, and no other term so well describes the transaction. Let the merchant who would be honorable be no party to such a scheme for securing business. Clergymen should receive fair salaries, like other men, and not be subjected to the humiliation of receiving donations from people of all sorts and conditions, whether they happen to be or not to be in sympathy with the clergyman and his work. In the country and country towns, and often in small cities, one of the chief reasons why ministers of the gospel are so poorly paid is because of the understanding among those who should support them, that the merchants from whom the minister makes his purchases will contribute by means of a discount, to his living. When the clergyman receives a fair salary, he should certainly be above accepting donations; and when he does not, the merchant should not be taxed to make it up.

How can the conscientious merchant say to the wife of the laboring man who earns one dollar a day: "I am selling you this at the lowest possible price," and then to his next customer, who happens to be the wife of a clergyman, whose salary is perhaps three to ten times as much, give a discount of 10 per cent. on the same article? Why should he lie, why give a donation, why offer a bribe?

Aside from the principle involved—which should be sufficient to decide the matter with fair-minded men—we are certain that in very few instances will a merchant lose by taking a firm stand upon the question of discounts to clergymen. In certain sections of the country, and among some denominations, where men without education or refinement are still commissioned to preach, and sometimes among those who should know better; clergymen are found who will turn their backs upon the merchant who has the courage to treat them as men; but the average clergyman is an educated christian gentleman, who, while he may not have thought of it before, will appreciate the position taken by an honorable merchant.

The question of what shall be done for the dressmaker presents on its face far more difficulties, but the same general principles are involved. When, as

is now a general custom, a dressmaker carries a stock of dress furnishings, she is in that line a wholesale customer, and the retailer who buys that class of goods as he should will compete successfully with the class of jobbing houses so anxious to supply such trade. But when it comes to retail sales, if the dressmaker is entitled to a commission it is due her from the customer for whom she makes the purchase and not from the merchant. We think in no way is the average merchant so imposed upon, and in no other way does he throw away so large a portion of his legitimate profits as through the medium of discounts to dressmakers. Clergymen are comparatively few in number in any community, but the regular, occasional and semi-occasional makers of dresses swarm everywhere. If a discount is given to one, why not to another, and where will you draw the line? Give it to the woman who runs a regular shop, employing twenty or thirty girls, and who is a wholesale customer on goods she carries in stock, and how can it be consistently denied to the woman who employs an equal number of assistants, and who because of the very fact that she does not carry a stock of linings, etc., is a better retail customer? Grant the discount to the woman who has twenty employes and why not to the woman who has ten, five, or less, or the one who has no help and possibly does not work very regularly herself?

The fact is, that unless all are treated alike, you offend all who are refused the discount, and as many customers are lost as gained. The custom in some establishments of giving discounts only for purchases for personal use, and in others only on goods purchased for customers is open to the same criticisms and to the additional objection that it is an incentive to the dressmaker to impose upon the merchant. We do not wish to cast any reflection upon dressmakers as a class; a harder-working, more deserving body of women cannot be found; but among them is the average number of unreasonable and unscrupulous persons, who, in various ways, impose upon the merchant who is trying to do them a favor or to use them in advancing his own interests. We have known a dress goods salesman to show dressgoods for half an hour, please his customer, give a sample so that the dressmaker might be consulted in regard to quantity of material, trimmings, etc., and then in a day or two have the dressmaker come in, order the goods and demand a discount. As a result, the salesman has done all the real work, and the dressmaker, who has done nothing, at least for the merchant, gets all the net profit. Anyone acquainted with the business where discounts are given, knows that this is by no means an imaginary or even an exceptional case, but one that occurs almost daily in any moderately large dressgoods department.

We can see no more reason in giving a discount to clerks than to dressmakers or clergymen, and think there is an additional argument why they should not receive it. The majority of the employes of a large establishment are of necessity uninformed in regard to either the gross or net profits of the firm for which they work, and their confidence in the value of the goods offered, and therefore their success in selling the same depends largely upon general impressions. Every merchant knows that after the customary 10 per cent. has been given, the average net profit totally disappears; and the most forcible way to impress that fact upon the mind of the salesman is by denying him the concession. Better advance salaries enough to compensate for the customary discount, and the result will be no loss to either the conscientious clerk or to the merchant. The only one to lose by such a change is the salesman, who, under cover of his own requirements, has supplied all his family and friends with their merchandise at a discount.

Religious, charitable and social organizations, when they buy goods in wholesale quantities, so that the expense can be figured on a wholesale basis, are entitled, of course, to corresponding prices. But when they buy at retail, it costs just as much to sell to them as to individual

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Is unsurpassed for whiteness, purity and strength. Increase your trade and place yourself beyond the competition of your neighbors by selling this unrivaled brand. Write us for price delivered at your railroad station.

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Easily and cheaply made at home. Improves the appetite, and aids digestion. An unrivaled 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 & Cacioto, Hartford, Ct.

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PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber.

customers, and there is no good reason why they should not pay the same prices.

As we said before, there are circumstances under which we think it excusable for a merchant to conform to the custom of his competitors in the same city. For instance, it is the custom among retailers in some cities to give discounts on sales made to each other, and in such a case, a house not particularly prominent would find it unpleasant not to conform to the rule. Of course, when a discount is given a competing house, it cannot well be denied the same establishment's employes, and it follows that what is done for the employes of others must be done for your own.

In conclusion, the whole discount system is contrary to sound business principles, and totally inconsistent with the highest code of business morals. That it should be abolished, none, we think, can deny; and it is, therefore, the duty of all true merchants to give their influence in that direction. We are persuaded that nine merchants out of ten regard the discount custom as an imposition, and only continue the practice because their neighbors do, but will hail with delight any plan which the *Economist*, in its laudable crusade against abuses in business practices, will devise for their relief.

Such a reform, to be universal and abiding, must originate where it will receive the influence of the leading houses in the trade. For instance, let half a dozen of the great houses of New York city agree to discontinue the discount system, and the merchants throughout the land, who naturally look to them as leaders, will enthusiastically follow their example.

#### Is the Traveling Man a "Sucker?"

Cesar in Sample Case.

To this question I answer, in many cases he is. There is no man, or set of men, who are up to the ways of the world as the commercial traveler. He visits more towns, sees more people, and more kinds of people in a year, than a person in the ordinary walks of life would visit or see in a life time.

There is not a class, from the lowest thug or bum to dukes, princes and the highest types of American manhood and womanhood that he does not meet and mingle with in hotels and on trains.

His business brings him in contact with the shrewdest men and closest calculators of our land. He figures prices and discounts, often getting down to sixteenths and twentieths before he closes a bargain; yet when he comes to spending his own money he spends it regardless of price. Let me give you an illustration or two:

Our traveler arrives in Hightown (5,000 inhabitants) and handing his checks to a drayman, wends his way to a hotel. He cannot open up all his samples in the stores of his customers, and, therefore, asks the hotel clerk for a sample room. Ordinarily, the room supplied is an unoccupied bed room, furnished with a pair of trestles and a rough board top. Perhaps the weather may be a little cool, so he orders a little fire built to take the chill off. He opens up his goods and arranges them as well as the limited space will allow, then rushes into the hotel barber shop for a shave and a shine before dinner. He then works his trade and is off next day, having been a guest of the hotel for one day only, for which he has to pay \$2, while the town fellows who sat beside him at the same table pay but 25 cents a meal. Then he pays 25 to 50 cents for a bucket of coal, or four or five sticks of wood, and oftentimes, as some landlords have bristles on their necks, he has to pay for the use of the unoccupied, unfurnished bed-room, which is known on many a hotel card as "a large and commodious sample room."

He pays 10 cents for a \$30 per M. cigar, or 5 cents for a \$16 one, and—says nothing. He pays 15 cents for his shave, while the "town folks" get it for 10. The drayman charges him 50 cents for his baggage, whereas he gets but 25 cents for hauling a whole dray load of freight from the same depot.

All this, and many more things he puts

up with without a murmur. There is, or seems to be, but one price to the commercial traveler—the outside one. Those who establish themselves in business solely for transient trade usually have a scale of prices to justify them for waiting for such trade to call, and the scale is 50 to 100 per cent. higher than that charged where they have regular trade.

But is the traveler a transient? In one sense he is. He may call once in thirty days, or once in six months, but there is enough of him to make a steady trade, and there is no good reason why he should be required to pay the same prices a tourist pays and double what home transient trade pays.

If he has the nerve to make a bargain beforehand he can do as well as any, and the sooner that is adopted as a rule the sooner he will be relieved of that trembling sensation which sometimes attacks him when he hands in his expense account.

We are considered legitimate prey by a lot of hotel, baggage and other cormorants, and the writer has often been told, when demurring to an overcharge, "What difference does it make to you, your house pays it, you don't." This idea had its birth with a class of travelers who, to make themselves appear important, blow in their money carelessly and follow the blow with the remark that they don't care a d—n, the house pays it. Such men don't last long, and are getting scarcer daily. I say we are "suckers" for submitting quietly to any overcharge, however small, when we know it, and it shows either poor business qualification or a woeful lack of nerve to do it.

The writer once asked his employer how much of a raise of salary he would give him. The answer was, "Two dollars for every one you cut your expense account down."

The merchant knows just what per cent. he can afford to pay for having his goods sold, and what it costs is the man's salary added to his expense account, and there are a great many men who do not know that a dollar saved in the expense account is a dollar added to their salaries, but such is the fact nevertheless.

Deal out your employer's money with a lavish hand and your salary will be small enough. Spend your money profitably to yourself and your house and your employer will soon see it, and some day you may be a partner in the house.

#### Governor Flower on Runs on Banks.

While a disastrous run was in progress on one of the Watertown, N. Y., banks a couple of weeks ago, and promised to spread to the other banks of the place, Governor Flower, who happened to be in the city at the time, stepped into the midst of the excited depositors and made them a little address as sensible as it was pointed. Among other things he said: "I would advise you not to withdraw one dollar unless you actually need it. In panicky times like these, when the people all want their money, you by your actions force the banks to keep a larger amount on hand than usual. To get this money the bank officials have to refuse to loan money on mortgages, and also refuse to loan it on commercial paper, and therefore you restrict trade and thereby throw labor out of employment. To illustrate what this bank is, picture that each of you have \$20. You place it in a bank. With it the banker buys good bonds, or discounts a note for some merchant, or takes a mortgage on some farm. Afterward you demand your money from the bank. By your action you force the bank to foreclose on the mortgages held by it. The merchant is compelled to pay his note or suspend business, and the bank is compelled to dispose of its bonds. Thus by your action in this instance in demanding money which you do not want you are forcing the foreclosure of mortgages and driving men from their homes and causing the suspension of business interests generally."

Governor Flower's words should receive the thoughtful consideration of merchants and everyone who has money in bank, no matter how small the sum may be. During the last month or so very many perfectly sound institutions have narrowly escaped serious embar-

assment on account of unjustifiable runs which, after they were over, were found to have been started in the first place by the smaller depositors on the most vague and general rumors.

#### Respect Your Signature.

How often the merchant or business man is asked to sign his name to a petition or give his endorsement to an enterprise of which he has little knowledge, or give a recommendation to some one whose check he would not cash or whose bond he would not sign. It is remarkable how careless most business men are in such matters. Letters of introduction command little attention or respect in this country, for they are so easy to procure. In Europe a letter of introduction opens a man's home to a stranger and often his purse. But Europeans are far more careful than we are in the giving of such letters.

Who has not signed a document or petition simply because he was asked to do so? A favor lightly asked and lightly granted. Who does not know of some instance where a responsible business man had to spend a week or more in trying to undo what he had thus done in a thoughtless moment? The *Chicago Tribune*, in a recent editorial says:

"There is altogether too much signing of petitions, recommendations and endorsements. If a man's name has any value, he should be careful how he puts it on paper. If he thinks his signature carries any weight, he should refuse to sign if he does not feel inclined to do so, even if his refusal does displease the applicant. It is better to say 'no' than to say 'yes,' and then try to back out of it."

Respect your signature; don't give it to every Tom, Dick and Harry for no other reason than because he requests it. Know what you are signing; and when you do indorse a friend, recommend a trusted employe or give a letter of introduction to someone in whom you have confidence, expect to be recognized and respected. Don't cheapen your name by a careless use of it, and demand the same recognition of it that you would ask for yourself.



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

IN TIME OF PEACE PREPARE  
for WAR!  
WHEN BUSINESS IS QUIET  
It is a good time to be organizing  
for a grand RUSH in the Fall.  
The NATIONAL BOOK AND PICTURE CO.  
is always studying up  
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TO BUILD UP TRADE  
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Our fall line of Pants from \$9 to \$42 per dozen are now ready. An immense line of Kersey Pants, every pair warranted not to rip. Bound swatches of entire line sent on approval to the trade.

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Boots and Shoes,

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and Oils.

#### Practical Roofers

In Felt, Composition and Gravel,

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, Mich.

#### BUY THE PENINSULAR

Pants, Shirts, and Overalls

Once and You are our Customer  
for life.

**Stanton & Morey,**

DETROIT, MICH.

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

**CAUSES OF BUSINESS DEPRESSION.**

What is the cause of the business depression? Is it the tariff, or is it the silver question?

These are questions that are being constantly asked and cannot be properly answered if any categorical reply be attempted. The serious financial situation was not directly caused by any one occurrence or fact, but by a combination. Some causes helped to precipitate it and others to increase and aggravate it, but it grew out of a succession of circumstances.

Some two years ago, when the failure of the bread crops in several of the countries of Europe was announced, a remarkable activity in the grain markets of the United States was the result. Business of all sorts was stimulated and speculation soon became rife. The excitement was greatly increased by the enormous preparations that were being made in Chicago for the Columbian Exposition, upon which alone quite \$20,000,000 has been expended. This spirit of speculation and the resulting inflation were felt throughout the West, while the money markets of the East were busy lending money to the West for the forwarding of all sorts of expensive schemes.

There was a fair show of prosperity in some parts of the country, nevertheless the great labor strikes and business depression in England had reduced the price of American cotton to an amount which scarcely paid the cost of production, while silver dollars bearing the stamp of the United States were worth in gold less than 70 cents. Despite the activity in the grain markets of the Northwest, it is a remarkable fact that the price of wheat never did rise above, even if it ever touched, the price of \$1 a bushel. Here, then, notwithstanding the activity in speculative business, there were few signs of actual healthful prosperity.

Prosperity means a condition in which labor is fully and actively engaged in useful occupations at fair wages, while commerce is selling the products of the country freely and at prices which give a reasonable profit to all concerned, but it is necessary that this condition shall be general. It was not general throughout the years 1891 and 1892, for there were many labor disturbances during that period, while American manufacturers held generally excessive stocks of their products and Southern cotton was still low, and Northwestern grain did not enrich the farmers as had been expected. But everybody was hoping for better things, while speculation kept up its feverish activity and the inflation bubble constantly grew bigger and more transparent.

The people of the West, where the greatest amount of the inflation existed, had in the meantime become profoundly dissatisfied. Instead of growing rich, they were getting deeper in debt. There never had been so much money in circulation, for Congress was paying it out at the rate of \$500,000,000 a year, or a billion dollars to each two sessions. Nevertheless it was not in the hands of the farmers and working people, because agricultural products were scarcely paying for the cost of growing them, and there was no general and steady employment of labor. Stocks of most sorts of manufactured articles were in excess of the demand for them, and, as a conse-

quence, prices were very low, but what are low prices to the people who have no money?

It is necessary to understand the situation which existed just previous to the breaking out of the financial storm. A bubble requires only a very slight shock to burst it. The shock came from Asia. In April, 1893, came a tremendous financial crash in Australia. The people of that country had been booming their resources. This boom commenced after 1880. In that year the Australian banks were able to carry on the business of the colony with their own united resources. After the boom commenced the number of banks increased and they borrowed largely from London. In 1892 the Australian banks owed England in borrowed money \$215,000,000, while the business of the banks which in 1880 was \$280,000,000 had increased in 1892 to \$700,000,000, while the business of the colonies with other countries had only increased from \$153,000,750 to \$320,000,000. Thus it will be seen that the financial inflation in Australia had grown vastly greater than the real solid business could warrant. The crash came and it was felt around the world.

A financial thrill at London makes a corresponding thrill at New York. When London tightens the purse strings and raises the rate of interest on money, New York responds with a like action. The bursting of the bubble in Australia caused the collapse of the bubble on the opposite side of our globe, in the Western States of the American Union. London is the world's money center. It is the chief depository of the world's wealth. It is for this reason that the silver question comes in as a factor in the situation. London commonly has large investments in United States railway and manufacturing stocks, many of these enterprises being backed chiefly by foreign capital. When money is scarce or is locked up in London, it is customary to send home American stocks, and, forcing them on the market, carry the proceeds of the sale out of the country. The foreign creditors will not accept silver money, but only gold, and thus we realize that our silver money is under a ban. If we had no foreign trade and no foreign creditors it would make no difference what sort of money we have. The Greek Spartans, who had no foreign commerce of any sort, used iron money. But when we have foreign creditors to pay, then the question of the worth of our money is not determined by any stamp our Government may put on it, but by the value the creditors place on it.

From the observations made above it is plain that neither the tariff, nor the silver question, nor any single cause has produced the present financial situation. It is the result of a combination of causes, and a general loss of confidence in all financial business has been the consequence. To restore confidence is the great problem which is to devolve on Congress at the session which convenes next week. **FRANK STOWELL.**

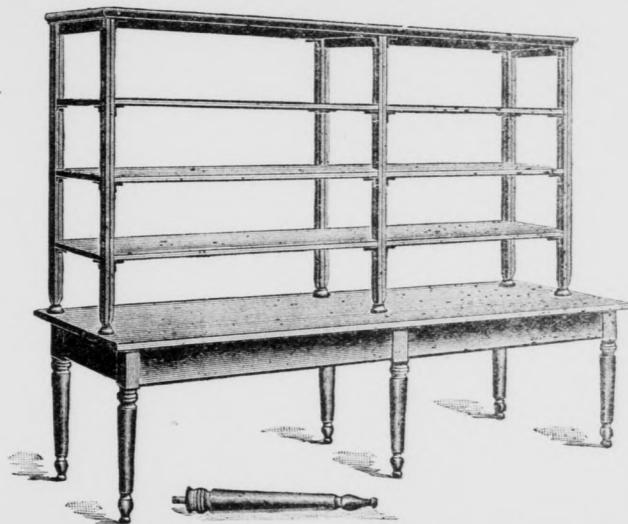
If you want to know what your friends really think of you, get into a quarrel with them.

The clerk who attempts to live beyond his means will soon be obliged to live beyond the reach of his friends.

Wishing to become rich without worthy effort is wishing that others may be impoverished without an equivalent.

**Chocolate Cooler Co.,**

MANUFACTURERS OF

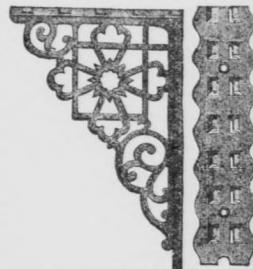


**KNOCK DOWN TABLES AND SHELVING,**

AND MANUFACTURERS AGENT FOR

**Koch Adjustable Shelving!**

This combination renders the furniture of a store portable—not fixtures, to be retained by the landlord and utilized by the next tenant. This arrangement enables the merchant to move his store furniture more quickly and easily than he can move his stock, thus enabling him to resume business in a new location without loss of valuable time. Samples of each line on exhibition at office, **315 MICHIGAN TRUST CO. BUILDING.** If you cannot visit office, send for catalogue.



**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.

**HEROLD-BERTSCH SHOE CO.**

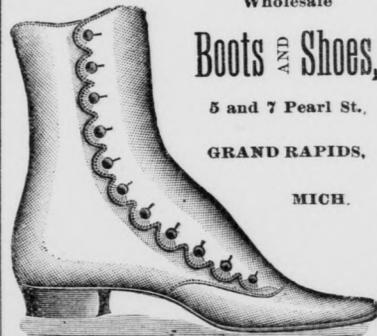
Wholesale

**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 Potoskey, Marblehead and Ohio

**LIME, CEMENTS,**

Akron, Buffalo and Louisville

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

WRITE FOR PRICES.

10 LYON ST., GRAND RAPIDS

**MOCCASINS.**



New Styles for Fall and Winter.

**HIRTH, KRAUSE & CO.,**

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

**How to Keep a Store.**

By Samuel H. Terry. A book of 400 pages written from the experience and observation of an old merchant. It treats of Selection of 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.

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

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

**Michigan State Pharmaceutical Ass'n.**

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

**Grand Rapids Pharmaceutical Society.**

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

**Cholera and Modern Remedies.**

When it is considered that a year ago cholera was raging in many seaports of western Europe, and had been imported into New York harbor, where a number of ships bringing immigrants lay sweltering in the sun and having on board numerous patients afflicted with cholera, it is truly astonishing that this disease, so fatal and so dreaded, has not again been brought to our shores.

It must be admitted that the strict regulations recently put in force with regard to the introduction of steerage passengers into our ports have been productive of good. It is also true that cholera is not so prevalent in European ports as it was last year, a fact possibly due to better sanitary measures which have been adopted since the visitation of last year. Nevertheless, while there is no occasion for any special alarm, there is every reason to maintain an attitude of the strictest vigilance and readiness to treat vigorously an appearance of the disease.

In this connection it may be interesting to know something of the latest theories and the methods of treatment most in favor as they were brought out by experience with cholera last summer in Europe. Probably there was no locality where the disease was more carefully studied than at Hamburg. There were tried the methods of inoculation with the cholera germ as taught by Ferran, of Spain, and Haffkine, a disciple of Pasteur, of Paris. There were tried many new and old drugs.

Among the new medicines given internally was salol, an antiseptic, or preservative against decay, uniting the properties of salicin, the active principle of the willow, and phenol, one of the almost innumerable products of petroleum, and both well known before their capabilities were combined. Common salt dissolved in distilled water to the extent of one-half of 1 per cent. and warmed to blood heat, was injected into the veins. Salt, of course, is a preservative against decay. All these methods of treatment found more or less favor and were declared to have attained success as curative agents.

A medicine for internal administration which has been much vaunted is peroxide of hydrogen. Water is the oxide of hydrogen, its composition being one atom of oxygen united to one atom of hydrogen and represented in chemical formula by the letters H. O. Peroxide of hydrogen is composed of two atoms of oxygen united to two atoms of hydrogen and represented by the symbol H<sub>2</sub>O<sub>2</sub>, and said to be a powerful antiseptic and germ-killer. It is given mixed to the extent of 2 per cent. in water in cupful doses every two hours, and appears to have many advocates and admirers.

Another treatment which may be used in conjunction with that last mentioned

is that of irrigating the intestines with copious injections of hot water, well soaped. Dr. Elmer Lee, an American, who visited Hamburg last year when the cholera was raging there, is a warm advocate of this method. He holds that cholera is a disease of the alimentary canal. This is no new opinion, but one generally received. Its incited cause is believed to be a germ taken into that canal through the medium of food and drink.

According to Dr. Lee's views, the first symptom produced by foreign invasion in the intestines is diarrhea, which may precede vomiting from one to three or even four days. If this be true, the bowels must be the seat of disorder, and the most direct method of reaching them by medication must be the best. If the stomach could be emptied of the foul material before the poison has passed further there might be speedy relief. After it has passed into the intestines, medicine administered through the stomach may be slow in reaching the seat of the disease, and even then can only mingle with the poison, holding out the hope that the one will be neutralized by the other. This hope, in truth, is seldom realized. But if the poison can be removed from below, the course is left clear for nature to recuperate itself. The diarrhea is an evidence of the great exertion put forth by the organism to rid itself of the death-dealing agency, and probably it would be effectual in the great majority of cases were it not that the nervous forces of the system are exhausted by the terrible strain before the required evacuation of the bowels is completed. These conditions seem to indicate the necessity for the irrigation or washing-out treatment, which, it is declared, has not only been attended with remarkable success, but is not exhaustive of the patient's strength and energy. Cleanse the bowels, wash the stomach, feed the sick, keep them warm if cold, and reduce excessive heat by the cool bath rather than reliance upon drugs, using anything in an emergency that is the easiest and most accessible to procure, is the injunction.

It is gratifying to see, from what is given above, that the tendency in cholera practice is to abolish complicated methods and excessive drugging, and resort to more simple remedies and processes. Doubtless the new treatment is as efficient as the old, and more reasonable.

**Beauty Physicians.**

It is truly remarkable in an age when sanitary science boasts its triumphs that so little attention has been paid by conscientious and capable medical men to the preservation of human beauty and to the cure or removal of manageable blemishes.

The demand for such medical skill is certainly very great, as is evidenced by the enormous sale of lotions, complexion powders and other such preparations, the furnishing of which is commonly left in the hands of persons who, if they be not unscrupulous, are commonly ignorant of the operations of the bodily functions to which they undertake to prescribe. It is also too commonly the case that the beauty medicines are composed of poisonous substances, as is the case with many hair dyes, hair bleaches, face lotions and complexion tablets, in which salts of lead, preparations of bismuth and white arsenic most frequently figure.

A beautiful complexion requires that there shall be, first, a beautiful skin, which is itself peculiarly a badge of health. The skin has extensive and most important functions in absorbing from the exterior, and in eliminating from the interior, of the body matters of which it is necessary to be rid. The skin cannot be considered apart from the body itself. It has intimate relations with the digestive system and respiratory organs, besides its special faculty of removing moisture and other fluid and vaporized matters.

No practitioner is properly prepared to treat the skin unless he is fully instructed in the relations of the human exterior envelope to all the rest of the organs it encloses. The same statement is true as to the hair. It will, then, be readily seen how dangerous it is to trust to the medicaments of those persons who do not know the physiology or functional operations of the human body, and who only attempt an external treatment with agents whose qualities and character they as little understand.

Considering how important a concern is physical beauty, and what a potential factor it is in human affairs, one cannot help wondering that it has not been made the special study of scientific physiologists and medical practitioners as well as of artists. There is no question that much may be done in the way of improving the skin and complexion, and it is not out of the reach of possibility to discover nature's secrets concerning the hair. Beauty means health, and the preservation of health is the highest duty of the physician. Why, then, should not the capable and conscientious medical man undertake a branch of his profession so plainly in the line of his duty and so worthy of the highest consideration? Some advertiser making known the claims of a face lotion has declared, in parody of the celebrated line of Keats: "A skin of beauty is a joy forever." Certainly it is a joy to those who possess it and to those who look upon it. The subject is, then, commended to the care of the honest medical men who desire to extend the domain of the healing art into a region which is largely occupied by charlatans and ignorant persons.

**A Good Advertisement and a Good Salesman.**

A friend of mine some time ago on going into a business office where he was acquainted found the proprietor in most earnest conversation with a stranger. It was necessary to wait some time before the proprietor dismissed his friend and was ready to sit down for a conversation. Then something like this took place: "Did you see that man who just went out?" I answered "yes." "He is one of the most interesting men I know, I always listen to everything he says with the deepest interest and with great respect." I asked, "Who is he and what is he?" "He is one of the best salesmen that I know, thoroughly posted in every branch of his business, including all the details of manufacturing." "Did he sell you anything?" I asked. "No, not this time." "Well," I said, "your opinion of the man and that of the home office are likely to differ considerably." "Oh, you mean he should have sold me a bill of goods." "Yes," said I, "that was his business, and while he may be interesting and attractive he did not accomplish his work unless he was a good salesman."

Now there are a great many advertisements which are in precisely the condition of this salesman. They are interesting. They are attractive. They show artistic things. They are everything in the world except good salesmen. It

makes little difference how much notice your advertisement attracts if people look at it, laugh, and don't buy your goods.

It is pretty safe to say that all advertisements are read; they are seen by everybody. The only fault to be found with them usually is that they are not good salesmen. They omit the selling point. They may have a halftone reproduction of the handsomest woman in England, and the little portrait will be cut out and the advertisement thrown away. They may have half a dozen funny points in them, a lot of puns, original turns of language, or they may contain your own portrait in a very prominent position, but unless they contain reasons, selling points which will induce the reader to buy, the art, the funny things, your portrait, and the advertisement itself, are entirely wasted. What you want is to sell goods, and if your advertisement does not do that work for you, you had better keep your money in your pocket and the copy in your desk.

W. E. PARTRIDGE.

**Pharmaceutical Equivalents.**

The following table, compiled by John DeBoe, chemist for the Hazeltine & Perkins Drug Co., will be found of sufficient interest to the retail druggist to give it a prominent place in his scrap book:

To convert—	Multiply by
minims into grains	0.9493
fl. oz. into avoird. oz.	1.0417
fl. oz. into Troy oz.	0.9493
grains into minims	1.055
avoird. oz. into fl. oz.	0.961
Troy oz. into fl. oz.	1.055
avoird. oz. into Troy oz.	0.9115
Troy oz. into avoird. oz.	1.097
imperial minims into grains	0.911
imperial fl. oz. into wine fl. oz.	0.961
grains into minims	1.039
wine fl. oz. into imp. fl. oz.	1.041
wine pints into imp. pints	0.833
cubic centimeters into minims	16.23
cubic centimeters into fl. oz.	0.0338
liters into pints	2.113
cubic centimeters into imp. fl. oz.	0.0352
liters into imp. pints	1.7617
grains into grammes	0.0648
avoird. oz. into grammes	28.3495
Troy oz. into grammes	31.1035
fl. oz. into cubic centimeters	29.572
pints into liters	4.731
imp. fl. oz. into cubic centimeters	28.397
imp. pints into liters	0.5679
grammes into grains	15.432
grammes into avoird. oz.	0.0352
grammes into Troy oz.	0.0321

**Toots From Ram's Horn.**

The devil would have to go out of business if he couldn't use whitewash.

The devil sees to it that a scolding woman never gets hoarse.

When a man is hungry he never complains that his wife is a poor cook.

If there were no men to cook for, some women would almost starve themselves to death.

**Your Bank Account Solicited.****Kent County Savings Bank,**  
GRAND RAPIDS, MICH.

JNO. A. COVODE, Pres. Vice-Pres.  
HENRY IDEMA, Cashier.  
J. A. S. VERDIER, Cashier.  
K. VAN HOP, Ass't C's'r.

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

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

Deposits Exceed One Million Dollars.

**RETAIL DRUGGISTS!**

PLEASE BEAR IN MIND that we mean just what we say when giving you the privilege of returning all of our goods you find unsaleable after four months from date of shipment. Peckham's Croup Remedy SELLS and GIVES SATISFACTION is the reason why we can afford to make this offer. WE take all the risk and shall protect your interests by REFUSING in the future, ALL ORDERS from CUTTERS, DRY GOODS and BAZAAR STORES. You need not wait until cold weather to send in an order; Peckham's Croup Remedy sells summer and winter.  
**SPECIAL**—We give one dozen COURT PLASTER TABLETS and one ream 9x12 WHITE WRAPPING PAPER (cut from 40 lb. book) in tablet form with each dozen Peckham's Croup Remedy ordered on this blank and GUARANTEED IF'S SALE! Your address, street and number neatly printed on tablets and all advertising. We will send a supply of advertising with your card printed thereon free on application.  
PECKHAM REMEDY CO., Freeport, Mich.

Wholesale Price Current.

Table with columns: Advanced, Declined-Gum Arabic, Senega Rt. and various medicinal categories like ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRU, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, OLEUM.

Table with columns: Morphia, S. N. Y. Q. & C. Co., Moschus Canton, Myristica, Nux Vomica, Os. Sepia, Pepsin Saac, H. & P. D. Co., Selditz Mixture, Sinapis, Snuff, Maccaboy, De Voes, Soda Boras, Soda et Potass Tart., Soda Carb., Soda, Bi-Carb., Soda, Ash, Soda, Sulphas, Spis. Ether Co., Myrcia Dom., Myrcia Imp., Vini Rect. bbl., Less 5c gal., cash ten days, Strychnia Crystal, Sulphur, Subl., Roll, Tamarinds, Terebenth Venice, Theobromae, Vanilla, Zinc Sulph., OILS, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day we receive them. Send a trial order

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

Main table of grocery prices including categories like AXLE GREASE, BAKING POWDER, FRUITS, CATHSUP, COUPON PASS BOOKS, CREDIT CHECKS, CRACKERS, DRIED FRUITS, FISH-SALT, GUNPOWDER, LICORICE, MINCE MEAT, MEASURES, MOLASSES, PICKLES, PIPES, POTASH, RICE, and TRONTS.





**Independence vs. Interdependence.**

Written for THE TRADESMAN.

Independence is what our forefathers fought to secure; having secured it, they bequeathed it as a heritage to their children and children's children. Like some other legacies, it has increased and expanded, until to-day the amount of independence in the country is out of all proportion to the needs of the people. We have so much of it that it is a positive injury to us. Our forefathers fought for political and national independence, but their children contend for it in every walk of life to such an extent that we can see nothing but our own individual importance, as though the world could hardly continue should we withdraw our countenance and support. The man on the farm is independent of the man in the town, looking upon him almost in the light of an enemy, instead of regarding him as, what he really is, his best friend. The mechanic denounces the capitalist as an oppressor and a robber, for no other reason than that the capitalist has proved himself to be a somewhat better manager of his personal affairs than the mechanic. The mechanic is independent of the capitalist, or, at least, has never recognized the fact that he is, to a certain extent, dependent upon him. On the other hand, the man in the city fails to recognize his dependence upon the man on the farm, forgetting that, if the city is the farmer's best customer, it is equally true that the farmer is the city's best customer. The capitalist looks upon the mechanic somewhat in the light of a necessary evil, who cannot be cured, and, therefore, must be endured. Possibly he forgets that the brains of the mechanic are equally necessary with his own to the success of the enterprise in which they are mutually engaged.

These are but illustrations, which could be multiplied almost indefinitely, of the foolish notion which possesses the people concerning their individual independence. It is individualism gone to seed. There is no such thing as independence, much as we boast of it. If there were, it would be the death of all enterprise, of all social and political and religious communities, of civilization itself. Whether we recognize it, or are willing to acknowledge it, it is none the less true, that the fact that we each have needs which the other—indeed, all others—must supply, has been the chief factor in building up the much-vaunted civilization of the nineteenth century. Our needs have welded us together in this country as a nation and given us the government of which we boast so much; they have built our railroads and steamboats, and given us the telegraph and telephone; commercial and industrial enterprises of whatever nature live and thrive upon our individual necessities. In some way we are each catering to the wants of the other. What nonsense, then, to talk of our independence, as though we each lived of himself and for himself. We are interdependent. Each needs the other, and each is, to some extent, supplying the other's needs. When the truth is fully recognized, then trades' unions, and manufacturers' associations, and business men's organizations—all organizations which now keep alive and nourish the intense individualism and antagonism of the people—will be relegated to the dust and cobwebs of history, to be coned over with

wondering curiosity by generations yet unborn. Independence has been tried in the balances and found wanting; it is an enemy to our peace and happiness, and best interests. Interdependence will unify and solidify the people; it will bring peace and good-will between man and man and promote harmony in all relations of life. Interdependence shall be our watchword and talisman.

DANIEL ABBOTT.

**Forty Dollars Saved the Bank.**

From the Kansas City Journal.

Old-timers tell the story of how T. J. Kelley, a contractor of this city, by a very clever ruse, stopped a run on a bank and prevented its going to the wall way back in 1871. At that time the Kansas City Savings Association, now the National Bank of Commerce, was located at the southwest corner of Fourth and Delaware streets. Mr. Kelley was then secretary and cashier of the Corrigan Street Railway Co., and the company's account was kept at this bank.

The much despised penny was not then in general use here as now. People were ashamed to pay for any article with pennies, except, perhaps, postage stamps, and the old-fashioned "fare-box" in the cars became a dumping ground

for them. From \$3 to \$5 in pennies would be found in the boxes by Mr. Kelley every day. He usually dumped them in sacks and stored them away in the company's vault.

During the crisis of '71 the people became very much excited and flocked to the banks in droves to withdraw their deposits. Runs were made on nearly all the banks in the city and several were forced to suspend. One day a run was made upon the Kansas City Savings Bank, and the people were lined up waiting their turns to reach the tellers, who were paying out money by the basketful, when a happy thought struck Mr. Kelley. He went to the police station, secured three policemen to guard his treasure, loaded eight sacks of coppers upon a wheelbarrow and took them down to the bank. The sacks had originally contained gold and were labeled on the outside "\$5,000" in great big black letters.

Arriving at the bank, one old colored woman, who had come to withdraw her small savings, called out: "Why, Mistah Kelley, wha' fo' yo' put all that money in here when we'se a-drawin' our money out?"

Kelley replied: "That's all right. This bank isn't going to bust. I can put more money in here in one day than all you people can draw out in six months," as he trudged into the bank with the last sack.

This display of confidence on the part of the street railway company had a quieting effect upon the crowd and they rapidly dwindled away.

The sacks contained just \$40, but it saved the bank.

**A Successful Plan.**

"When I went into the grocery business," said a retailer to the *Canadian Grocer*, recently, "I had not much capital, and I determined to save my cash discounts every time, even if by so doing I was only able to do a small business. That rule I have carried out, and what I get from my discounts just about pays my rent. Another thing I decided upon was to refuse to give long terms of credit, and this, too, I have carried out. Of course, a fellow sometimes hardly knows what to do. By refusing to give a customer any more credit until he has paid up may mean the last of the whole account, as well as the customer, and a fellow has to use a little tact now and then, but, as a rule, I stand firm and I find it pays. The fact of the matter is, if I didn't I wouldn't be in business very long, for not having a big bank account, I could not stand many losses. As it is now, I am doing a comfortable business and am making a decent living."

A shiftless man loves to talk about his bad luck.

# The President of the United States of America,

To

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

GREETING:

## Whereas,

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

## ENOCH MORGAN'S SONS COMPANY,

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

## Now, Therefore,

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

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

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

### Witness,

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

[SEAL]

[SIGNED]

ROWLAND COX,

Complainant's Solicitor.

S. D. GLIPHANT,

Clerk.

Indifferent to Civic Duty.

Right Honorable James Bryce, a member of the British Parliament and occupying a subordinate position in the British Cabinet, has written, in the July number of the *Forum*, a paper on the teaching of civic duty, that is, the duty of citizens. He finds the people of the United States more than any others indifferent to the duties of citizenship.

This indifference is the worst foe of American liberty. The average citizen does not wish to be troubled with the cares of government and political matters except for a salary or for personal gain. He wants to have public affairs carried on by those appointed to attend to them, so that he can have all his time to devote to the private concerns of business or pleasure. Says Mr. Bryce: "Indifference to public affairs shows itself not merely in neglect to study them and fit one's self to give a judicious vote, but in the apathy which does not care to give a vote when the time arrives. It is a serious evil already in some countries, serious in London, very serious in Italy, serious enough in the United States, not indeed at Presidential, but at city and other local elections, for some reformer to have proposed to punish with a fine the citizen who neglects to vote, as in some old Greek city the law proclaimed penalties against the citizen who in a sedition stood aloof, taking neither one side nor the other. For, unhappily, it is the respectable, well-meaning, easy going citizen, as well as the merely ignorant citizen, who is apt to be listless. Those who have their private ends to serve, their axes to grind and logs to roll, are not indolent. Private interest spurs them on; and if the so-called good citizen, who has no desire or aim except that good government which benefits him no more than every one else, does not bestir himself, the public funds may become the plunder, and the public interests the sport of unscrupulous adventurers."

Everybody recognizes the existence of this great evil. The question of prime importance is how to remedy it. Mr. Bryce thinks that it must be met by teaching patriotism and civic duty to the boys in schools. Something is to be hoped for by training their youthful and ardent enthusiasm in the direction of an interest in the duties of citizenship and a desire to take part in the direction of public affairs. But the difficulty, the main difficulty, lies in the vastness of the population. There never was before a republic with 60,000,000 of inhabitants. Before many decades it will have 100,000,000. But while the population is increasing so rapidly the people are getting all the time further from the government. Leaving out of sight the fact that the public offices are not increasing in number in proportion to the growth of population, each individual, in respect to his influence in public affairs, is constantly growing smaller. He is apt to feel that whether he votes at the primaries or attends mass meetings or casts his ballot in the general election will make no difference in the grand result.

Thus, the greater the population, the greater the indifference of citizens to public affairs, and the more certain those public affairs are to be left to party managers and self-seekers. When the Roman republic reached a point of greatest population and the largest individual indifference to civic duty, then it became a despotism in which the people gave up all civic functions. Is this to be the fate of all republics? A. S. M.

REPRESENTATIVE RETAILERS.

Henry J. Vinkemulder, the South Division Street Grocer.

Henry J. Vinkemulder was born April 4, 1866, at Grandville, Kent county, Mich. His father, who is a wagon-maker by trade, came to this city from Holland in 1856, going to Grandville the following year. Henry attended school in Grandville until he was 17 years of age, when he came to Grand Rapids and went to work for Phil. Graham, the South Division street grocer, for \$3 a week. Having only such education as a country school affords, he set himself diligently to work and in a short time had mastered the science of book-keeping and was placed in charge of the books. Every spare mo-



ment was utilized in the acquirement of knowledge which would be useful to him in his chosen calling, and so useful did he make himself to his employer that in the five years he was with Mr. Graham he rose rapidly from \$3 per week until he had reached the handsome salary of \$20 per week, and finally, when he had determined to start in business for himself, he was offered \$1,200 a year. Believing that he would conduct business for himself as successfully as for someone else, the firm of Vinkemulder & Borendamme opened a grocery at 447 South Division street in 1888. This partnership lasted but five months, when Mr. Vinkemulder bought his partner's interest in the business, and took his brother, Derk, in with him. In six months time the business had grown to such an extent that it became necessary to move the business into 445 South Division, which gave them much more room than they had at the former number. A meat market was opened at the former location, which was subsequently sold. In March, 1890, the firm opened a store in Grandville, which has been equally successful with the store in this city. In addition to the grocery business, Mr. Vinkemulder does quite an extensive business in wholesale produce and fruit, the premises at 418 and 420 South Division being devoted to that purpose. About a year ago the firm bought the property in which their business is carried on, and also the dwelling house in the rear. Extensive alterations will be made to meet the growing demands of the business, which now requires from ten to fifteen clerks to handle. Mr. Vinkemulder's strong point is the faculty he possesses for securing only efficient clerks. He is not afraid, either,

to pay all that a man is worth, good wages being the rule and not the exception.

During the years when Mr. Vinkemulder was "only a clerk," and while other young men in the same business were wasting their time and energies in the pursuit of questionable pleasures, he devoted the time not required by his duties in the store to the improvement of his mind and to the acquirement of a knowledge of the details of the business. The consequence is that now he is at the head of a successful and rapidly expanding business, while most of his former associates are still holding subordinate positions. There is much in his life that should stimulate other young men, who, as yet, are at the bottom of the ladder, to do their best, and shun, as Mr. Vinkemulder did, the evil courses which always end in disappointment and frequently in disaster. Success is sure to him who strives for it in the right way, and the short, but highly successful career of Henry J. Vinkemulder is a striking exemplification of that assertion.

Mis-spent time is a greater misfortune than mis-spent money, because money may be regained, but a day lost is lost forever.

Use Tradesman or Superior Coupons.

CHICAGO AND WEST MICHIGAN RY.

JUNE 25, 1893

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

RETURNING FROM CHICAGO.  
Lv. Chicago 8:25am 9:00am 5:45pm \*11:35pm  
Ar. G'd Rapids 1:20pm 3:55pm 10:55pm \*6:10am

VIA ST. JOSEPH AND STEAMER.  
Lv. Grand Rapids 1:25pm 4:30pm  
Ar. Chicago 8:30pm 2:00am  
Lv. Chicago 9:30am Ar. Grand Rapids 5:25 pm

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

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

Trains stop at Traverse City for dinner and supper.  
Arrive from Bay View, etc. 6:30 a. m., 11:40 a. m., 1:05 p. m., \*10:30 p. m.

OTTAWA BEACH.  
Lv. Grand Rapids 8:50am 5:45pm  
Lv. Ottawa Beach 7:00am 3:50pm 9:40pm  
Sunday train leaves Grand Rapids 9:30 a. m., leaves Ottawa Beach 6:30 p. m.

PARLOR AND SLEEPING CARS.  
To Chicago, Lv. G. R. \*7:25am 1:25pm \*11:30pm  
To Petoskey Lv. G. R. \*7:30am 1:40pm 11:15pm  
To G. R. Lv. Chicago. 8:25am \*5:45pm \*11:35pm  
To G. R. Lv. Petoskey 6:05am \*1:30pm \*8:20pm  
Free Chair Cars for Manistee 5:45 p. m.

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

DETROIT, GRAND HAVEN & MILWAUKEE RAILWAY.

Depot corner Leonard St. and Plainfield Av.

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

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

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

Trains arrive from the east, 7:20 a. m., 12:50 p. m., 4:45 p. m. and 10:00 p. m.  
Trains arrive from the west, 6:40 a. m., 10:10 a. m., 3:15 p. m. and 9:35 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car.  
Westward—No. 11 Wagner Sleeper. No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car.

JAS. CAMPBELL, City Ticket Agent.  
23 Monroe Street

Grand Rapids & Indiana.

Schedule in effect June 25, 1893

TRAINS GOING NORTH.  
Arrive from Leave going South. North.

For Mackinaw, Trav. City and Sag. 6:50 a m 7:30 a m  
For Traverse City & Mackinaw 1:10 p m 1:30 p m  
For Cadillac and Saginaw 4:15 p m 4:15 p m  
For Petoskey & Mackinaw 8:15 p m 10:30 p m  
From Kalamazoo 9:10 a m  
From Chicago and Kalamazoo 9:40 a m

Trains arriving from south at 6:50 a m and 9:10 a m daily. Others trains daily except Sunday. This train does not run to Traverse City on Sundays.

TRAINS GOING SOUTH.  
Arrive from Leave going North. South.

For Cincinnati 6:30 a m 7:00 a m  
For Kalamazoo and Chicago 8:00 a m 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 a m 11:20 p m  
From Saginaw 11:50 a m  
From Saginaw 10:40 p m

Trains leaving south at 6:00 p m and 11:30 p. m. runs daily; all other trains daily except Sunday.

SLEEPING & PARLOR CAR SERVICE.

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

10:30 p m train.—Sleeping cars Grand Rapids to Petoskey and Mackinaw.

SOUTH—7:00 am train.—Parlor chair car Grand Rapids to Cincinnati.  
8:00 a m train.—Runs solid with Wagner Parlor Car Grand Rapids to Chicago.

2:00 p m train.—Parlor car Grand Rapids to Port 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 9:00 p m  
Ar. Chicago 1:25 p m 9:10 p m 6:50 a m  
8:00 a m train runs solid with through Wagner Parlor Car.

11:20 p m train daily, through Coach and Wagner Sleeping Car.  
Lv. Chicago 4:15 p m 9:50 a m  
Ar. Grand Rapids 9:40 p m 6:50 a m

4:15 p m solid train with through Wagner Parlor Car. 9:50 p m train daily, through Coach and Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive  
6:55 a m 10:15 a m  
11:25 a m 4:40 p m  
6:45 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 6:50 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  
10:30 a 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 10:30 p m.

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

A. ALMQVIST, Ticket Agent,  
Union Passenger Station.

DETROIT, LANSING & NORTHERN R. R.

GOING TO DETROIT.  
Lv. Grand Rapids 7:10am \*1:45pm 5:40pm  
Ar. Detroit 11:35am \*5:50pm 10:25pm

RETURNING FROM DETROIT.  
Lv. Detroit 7:45am \*1:45pm 6:00pm  
Ar. Grand Rapids 12:55pm \*5:40pm 10:30pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.  
Lv. G. R. 7:20am 4:15pm Ar. G. R. 11:50am 10:40pm

TO LOWELL VIA LOWELL & HASTINGS R. R.  
Lv. Grand Rapids 7:10am 1:45pm 5:40pm  
Ar. from Lowell 12:55pm 5:40pm

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

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



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.

## THE LAST APPEAL.

## Pauper Peddlers Routed at Every Turn.

The applications of the pauper peddlers for permits to peddle without a license, referred to the Committee on Poor, were investigated and considered by the Committee, and at the regular meeting of the Common Council on July 24 the Committee recommended that no permits be granted and that no licenses be issued for a less term than one year. The report of the Committee was adopted. This ought to put a quietus to the granting of permits, and should teach the begging gang that the Council meant business when it passed the peddling ordinance and fixed the schedule of fees. Three of the men have evidently come to the conclusion that whining about their poverty counts for nothing with the present Council, having taking out licenses through the assistance of friends.

Joseph Houseman called at THE TRADESMAN office last week and graciously announced that he conceded the grounds taken by THE TRADESMAN of last week, in objecting to the granting of free permits. He said he had helped many of the Russians, personally, and would probably continue to do so. He could find no fault with the grocers for their activity in protecting their own interests.

In speaking of the matter, Mr. Tyroler said: "The only party named by THE TRADESMAN whom I recommended is Wiess. This man Cohen was recommended by Alderman Damsky, Mr. Houseman and myself having nothing to do with him. I do not blame the Grocers' Association for looking after their own interests. These Russian fugitives are, certainly, a very undesirable class of citizens, but they are here and we are trying to make the best of them we can. Wiess has been reduced to his present condition by a long siege of sickness. His horse is of the seventeen shilling class and his wagon is bought on the installment plan."

CARD FROM MR. OWEN.

GRAND RAPIDS, July 28.—In last week's TRADESMAN under the head "No permits must be issued," a statement was given of the appeal made by Joseph Houseman and Max Tyroler to the Committee on Poor of the Common Council, in behalf of certain would-be peddlers, who, it was alleged, were too poor to pay the required license. The character of these applicants, as published in that statement, shows that they are utterly unworthy of the privileges asked for. As a justification for championing the cause of such unworthy clients, it was stated that Mr. Houseman is a large-hearted, charitable gentleman, and that he will, probably, withdraw his support from these alleged imposters when he learns the actual facts of the case. The article in question is, no doubt, true, and, in addition thereto, I wish to state that Max Tyroler is also a large-hearted, charitable gentleman of noble impulses, whose hand is always extended in the good work of aiding the unfortunate regardless of faith, nationality, or kindred, so far as his means will permit; and whose sense of justice would never lead him into championing the cause of any man whom he considered unworthy.

E. A. OWEN.

Worry is the great fertilizer of troubles. It produces them and it makes them grow.

It is a great mistake in addition to add to your income without giving an honest equivalent for it.

Smoke a cigarette and there is a double combustion—the cigarette itself and the brain of the smoker.

## MEN OF MARK.

## John Shirts, Manager of the Grand Rapids Brush Co.

John D. M. Shirts, Manager of the Grand Rapids Brush Co., was born in Bryan, Williams county, Ohio, December 20, 1854. His father, who was a contractor on the L. S. & M. S. Railway, moved to Lansing when John was 10 years old. He attended school in Lansing for six years, and at the age of 16 entered the grocery store of J. Esselstyn & Son, where he remained about a year. His father then opened a grocery in the same city and John entered his employ as a clerk. This business was moved to Shelby, Oceana county, in 1872, and was



the first store started in that village. Three years later the business was sold out, Mr. Shirts remaining with the new proprietor as manager for two years. He then went to Montague as head clerk for S. H. Lasley & Co., general merchants, where he remained four years. Soon after resigning that position, he came to Grand Rapids and took charge of the books in the cigar and tobacco jobbing house of Eaton & Christenson, later going to Lincoln, Neb., and opening a branch house for the same firm. Eaton & Christenson failed in the fall of 1887, and Mr. Shirts returned to Grand Rapids and accepted a position with the Brown Milling Co. as book-keeper and cashier, remaining until the Brown Milling Co. was merged into the Valley City Milling Co. At the annual meeting of the Grand Rapids Brush Co., held in 1890, Mr. Shirts was elected manager, and at the next annual meeting the duties of Treasurer were added to those of Manager, which positions he still holds. He is also a Director of the company. Mr. Shirts modestly declined to make any statement concerning the condition of the company under his management, but a stockholder of the company who, three years ago, was inclined to doubt the wisdom of the directors in placing so large a business in the hands of a man without previous experience in the manufacture of brushes, assures THE TRADESMAN that Mr. Shirts has developed a wonderful amount of executive capacity and demonstrated his ability to increase the volume of business nearly 50 per cent., with a corresponding increase in the profits. In addition to the payment of three annual dividends of 8, 10 and 8 per cent., respectively, he has increased the surplus account from \$7,000 to \$38,000 and augmented the working force to

225 persons. This remarkable record has been achieved in three years by means of patient and persistent effort, without the adoption of bandwagon methods or the bluff and bluster which too often accompany business success.

In 1881, John D. M. and W. H. Shirts opened a grocery and crockery store at Shelby, under the firm name of Shirts Bros. This business still continues and is highly successful. Mr. Shirts is a member of the Masonic order, and also of the Northwestern Traveling Men's Association. He is President of the Y. P. A. of Park Congregational Church, of which he is a member. He was married Dec. 20, 1874, to Miss Celia Austin, of Edgerton, Ohio, and has a son, 17 years old, who is so large for his age that he is talking of having his trousers cut down for his father.

Personally, Mr. Shirts is one of the most companionable of men. His quiet ways and lack of ostentation and display naturally enable him to attract and hold the friendship of careful, thinking men, many of whom enjoy his companionship and confidence. He is not much of a society man, preferring the family hearthstone to the glitter of the ballroom or the stilted life of the club house.

## A Contemptible Fatuity.

Some one has called it the Ananias policy of keeping back the half. Some one else has said that the trait is naturally in the bone and practice of every citizen, rich and poor, learned and unlearned, far-sighted and short-sighted. We are all tarred with the same black stick of not only clutching and hiding in a napkin all of our own, but holding on to that which belongs to others and which should be out and in use. There never was a period in our history when there was as much money in existence among us as now. There never was a time when money was harder to get. What an indictment is this against our intelligence and our human nature! We are, indeed, a poor lot, seemingly incapable of doing the right thing at the right time. And what is the right thing? This and nothing else: Buy and invest, invest and buy, all you can right away, as individuals, banks, insurance companies and trust associations. Don't keep back a dollar. Pour out all your dollars quickly at full interest on collaterals whose cheapness at present is beyond question. A little while ago bankers and others were loaning out their cash on securities 20 per cent. higher than they are to-day. No one runs any risk now in placing loanable funds on good, low-priced bonds and stocks at the usual margin of 25 per cent. That man isn't a banker, whatever else he may be, who now refuses to loan at 7 per cent. for the next six or eight months. He will wake up some fine morning to know that he has missed his opportunity. The savings banks are excellent institutions for utilizing the dribbles of the poor, but as some of them have been run the last thirty days as much can't be said. The managers of some of these banks, by getting scared, have added to the ruin of tens of thousands of people engaged in trade, their hoarding process making money so scarce that people in excellent credit, couldn't get their usual accommodation. This unwise holding back and hoarding is stupid and culpable, every way one looks at it. It is a breeder of panics, and the same is true of too many

other banks and institutions where money lodges to be distributed and loaned out. Spurzheim once asked if all the fools would ever die, and answered his own question by saying: "No, there will be a bountiful crop of them in every generation, to the end of time." Yes, and they are here, some of them at the head of our banks. These are times when every dollar should be on the wing, oiling the business machinery—near and remote. Once upon a time a panic was under way in New York. A stranger stepped into a large Broadway concern and asked for the head of the house. This was his little talk: "I was once a scholar in your Sunday-school class. When I was going West you put your hand on my head and gave me your blessing. I have been prosperous, and here is \$50,000 which you can perhaps use in this emergency." It saved the house from going down. Thus let your oil drip on rusty places, of which, at present, there are too many. Be neither Ananias nor Sapphira, hoarding nor holding back. Help just a little and be quick about it.

GEO. R. SCOTT.

## The First Patent.

The first patron of our patent system was Thomas Jefferson, who, during three years, gave his personal attention to every application for a patent. He used to call the Secretary of War and the Attorney-General to examine and scrutinize with him, and they did it so thoroughly that in one year—the first—they granted only three patents. The very first patent of all was given to Samuel Hopkins, in 1790, for pearl ashes. Mr. Jefferson held that the patent system was not one for creating revenue, but for encouraging production of that which is to be of benefit to the whole people. In the first twelve years a single clerk in the State Department and a few pigeon holes were all that the business of the office required. Then a Dr. Thornton took charge of it and devoted himself to it as a hobby.

## PRODUCE MARKET.

Apples—Home grown Astricans are beginning to come in, commanding 75c per bu. The quality is poor and the size inferior. Duchess will begin to come the latter part of the week, probably bringing \$1 per bu.  
 Beans—Handlers pay \$1.75 for country-picked and hold at \$2. City hand-picked are quoted at 10¢@25¢ above these figures.  
 Beets—50c per bu.  
 Blueberries—Receipts are gradually increasing, the price ranging from \$2.50@2.75 per bu., according to quality.  
 Blackberries—Lawtons command 8¢@10¢ per qt., but will probably go lower before the end of the week. The crop is large in size and fine in quality. Next week will be the flush of the crop.  
 Butter—The market is higher, with indications of still higher prices in the near future. Dealers now pay 16¢@18¢ for choice dairy, holding at 18¢@20¢. Creamery is in fair demand at 22¢.  
 Cabbage—Home grown, \$3 per 100.  
 Carrots—20c per doz.  
 Celery—Home grown has put in an appearance, commanding 18c per bunch.  
 Corn—Green, 6c per doz.  
 Cucumbers—50c per bu.  
 Eggs—Firm and strong. Dealers pay 13½¢, holding at 14½¢.  
 Green Onions—10¢@12c per doz. bunches.  
 Green Peas—30c per bu. for marrofat.  
 Honey—White clover commands 15c per lb. dark buckwheat brings 12½¢.  
 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 50¢@55¢. The quality is not very good yet, owing to the greenness of the crop.  
 Squash—3c per lb.  
 Tomatoes—4c per lb.  
 Turnips—Home grown, 50c per bu.  
 Watermelons—The Georgia crop is coming in freely, commanding 15¢@30¢ apiece.

# 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.

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.**

# 4,000 Live Poultry 4,000 Wanted Weekly.

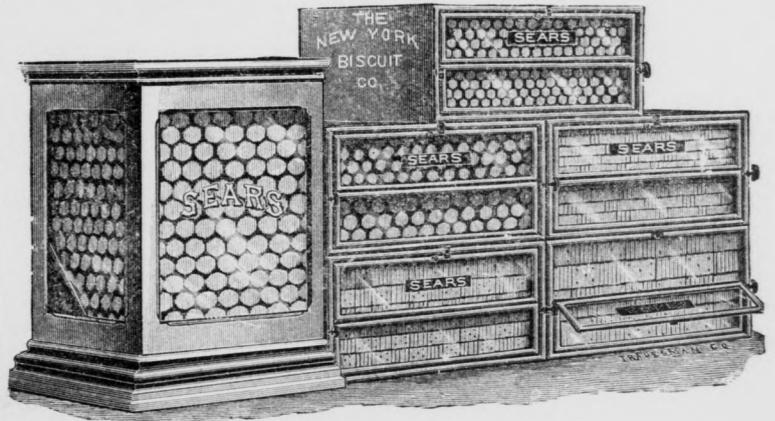
DETROIT AND CHICAGO MARKET PRICES GUARANTEED.

**F. J. DETTENTHALER,**

117 MONROE STREET, - - GRAND RAPIDS, MICH.

## Cracker Chests.

## Glass Covers for Biscuits.



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

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

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

## NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

## THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

THE W. BINGHAM CO., Cleveland, O.



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

**THE YOST MFG. CO.,**

TOLEDO, OHIO.

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

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

*Send Us Your Order*

—FOR—

**MASON  
FRUIT JARS**



B—4 the prices advance, which they are sure to do a little later in the season. We will hold the following quotations open until the next issue of THE TRADESMAN:

One pint Mason cans, packed, 6 doz. in a case.....	\$6 00
One quart Mason cans, packed, 8 doz. in a case.....	6 50
One-half gal. Mason cans, packed, 6 doz. in a case.....	8 50
One pint Mason cans, packed, 1 doz. in a case.....	7 75
One quart Mason cans, packed, 1 doz. in a case.....	8 25
One-half gal. Mason cans, packed, 1 doz. in a case.....	10 25

Don't delay but send your order at once to

**H. Leonard & Sons**

GRAND RAPIDS, MICH.



**QUALITY WINS!**

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

**CLARK CIGAR COMPANY**

Corner Ottawa and Lyon Streets,  
**GRAND RAPIDS, MICHIGAN.**  
STATE AGENTS FOR THE CELEBRATED



**AGNES BOOTH CIGARS.**

WE CARRY ALL SIZES AND SHAPES.

This world-famous brand is for sale on the World's Fair Grounds in the only buildings set apart for smokers. No advance over regular retail prices.

**DO NOT DELAY**

IF YOU WANT A



**Harvard Leather Bag!**

WE ARE GIVING THEM TO OUR FRIENDS.

WRITE FOR PARTICULARS

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